

Moody International Acquires EDN (Enterprise Development Network)

PRESS RELEASE: London 20 March 2009 – Moody International announced the acquisition of The Enterprise Development Network (EDN), a Global Health, Safety & Environmental Consulting and Training company headquartered in Australia that provides services to the oil & gas, mining and other high-risk industries.

Moody, headquartered in Haywards Heath, UK, has an international network of over 80 offices in 60 countries. It is a leading global provider of technical inspection services to the oil and gas, construction, mining and power generation industries and certification services to all sectors. Its blue chip client base includes BP, Aramco, Bechtel and Dow Chemicals.

Brendan Connolly, CEO of Moody International, commented: "The combination of EDN and Randy Smith Training Solutions, we previously acquired in 2007, will now enable us to provide a complete end-to-end change process for improving our clients' safety culture. This latest acquisition of EDN will significantly enhance Moody's ability to provide

HS&E solutions to large projects under our Managed Services offering."

George Siokos, Executive Chairman of EDN, said: "Since EDN's inception, our consultants have taken a broad organization development approach integrating safety systems with all other business systems to achieve a safe and productive workplace.

The financial strength and geographic footprint of Moody International now enables us to continue to expand our raft of services, in order to help our clients achieve improved safe work outcomes along with broader productivity improvements."



Pictured: Brendan Connolly, CEO, Moody International; Peter Hobart, CEO, Enterprise Development Network

MOODY INTERNATIONAL SOUTH AFRICA WINS TWO KEY CONTRACTS WITH ESKOM



Pictured Left to Right: Mr. Siphso Tjabadi (General Manager, Quality Management); Visham Bhimsan (Moody International Country Manager RSA and Regional Technical Inspection Services Business Unit Manager: Africa)

The South African state owned electricity provider, Eskom, has awarded two five-year renewable contracts for its new-build power plants, to Moody International South Africa. The global inspection contract, where Moody International South Africa is the contract holder, will see various Technical Inspection Services (TIS) opportunities for the Moody International Group. The local inspection contract, jointly held with a South African empowerment company, Sebata Institute, will focus primarily on inspection and audit activities within South Africa.

Eskom has embarked on an ambitious new-build program expected to run for seventeen years. The Medupi Power Station will be the fourth largest coal fired station in the world when commissioned between 2012 and 2015. Moody International South Africa has been appointed as the Approved Inspection Authority (AIA) and client inspection body for the power station. The current capital cost of the project is estimated at USD ten billion. This is the first new build power station in South Africa in over twenty years.

The second power station, Kusile, is also underway and will be fully commissioned by 2017. It will replace Medupi as the fourth largest coal fired station in the world upon completion. Eskom has also begun work on pumped storage schemes and peaking stations to supplement the expected peak demand. An additional 10,000 MW (25%) of installed capacity will be added by the two coal fired stations and the pumped storage scheme will add 30% to the available peaking capacity.

Whilst the global slowdown has reduced the immediate need for additional peaking capacity, Eskom is fully aware that the two stations under construction are only the first of many to follow if the demand side requirements are to be met in the long term. The estimated total capital expenditure over the new-build program period is expected to reach USD 100 billion which includes Return To Service (RTS) of various mothballed power stations in South Africa.

Led by Managing Director Visham Bhimsan, Moody International South Africa began a selective diversification strategy two years ago in order to grow outside the downstream O&G (Petrochemicals) sector in South Africa. The Eskom contracts, amongst others, are seen as key to this strategy. In addition to Medupi, Moody International South Africa will be engaged in various Technical Inspection Services for the ongoing maintenance and replacement activities at the various existing coal fired stations.

EXPANDING OPERATIONS AT MOODY INTERNATIONAL ANGOLA

Moody International first commenced operations in Angola in 2006, very successfully directed and administered by local managing partner Mr. Alex Casimiro.

Capitalizing on an ever-increasing rapid market expansion as a result of major oil & gas offshore developments, Moody International recently set-off on a strategy to build an even stronger presence in Angola. This resulted in the recent appointment of a new Operations Manager, Mr. Keith Brown. As well, Ms. Helia Chamuel and Mr. Benitel (Ben) Miguel were hired as Administrative Assistant and Company Driver respectively. Moody Angola also moved to new offices in the Alvalade area in Luanda, within close proximity to the city center and Luanda airport.



Pictured Left to Right: Alex Casimiro, Helia Chamuel, Frederic Leforestier, Benitel (Ben) Miguel and Keith Brown

Activities in Angola include the supply of Technical Staffing Services (TSS) of both expatriates and Angolan nationals to major oil & gas companies operating in the region, including ExxonMobil, Technip, Bechtel, and BP. Moody Angola also provides over forty Angolan nationals to support the local BP operations in Luanda. As well, with the support of the Moody International Group, Moody Angola is currently working to develop and train local resources to provide Technical Inspection Services (TIS) such as vendor inspection and expediting, in major manufacturing centers in the region.

Frederic Leforestier, International Board Director and Regional Director for Africa, notes "Angola is one of our key development countries in Africa and I am confident that with this new structure, Moody International Angola is now even better positioned to deliver our services locally and win additional work with major oil & gas companies operating in the region. Keith, together with continued support from Alex Casimiro and the local team of Helia and Ben, will be instrumental in making our operations in Angola even more of a success."

Walter C. Fugger



Frank LaRose & Walter Fugger
Moody USA Offices - Circa 1989

Moody International recently lost a valued former manager and dear friend.

As one of the founding members of "Tottrup & Associates" in the early 1960's (which later became Moody-Tottrup and finally Moody International) Walter had been a strong presence within the Canadian and international tubular goods inspection divisions, until his retirement from Moody in the early 1990's. He was once very well known

in most pipe mills and coating plants worldwide, and successfully mentored many of Moody's now well respected tubular goods technical specialists, including Dale LaRose with Moody USA. He will always be remembered for his sarcastic wit, jovial laugh, and larger-than-life presence.

Walter passed away in Las Vegas, after an enjoyable weekend with friends including two former Moody Canada Presidents, Mr. Frank LaRose, and Mr. Chuck Parker.

Out of respect and fondness for someone who helped to make Moody International the success it is today, we proudly salute and recognize Walter Fugger as a pioneer of our past. Our most sincere sympathies go out to his family and friends.

Moody International In-Service Inspection

In-service inspection is defined as the provision of specialized inspection (often regulated by local authorities), and technical consultancy to operating facilities and equipment. Facilities include refineries, chemical processing plants, large mining refrigeration plants, operational boilers, storage tanks, process pipelines and auxiliary piping systems in such plants.

This service should be distinguished from the related turnaround inspections in which third party companies provide intensive inspection services, usually including non-destructive testing, while the refinery or processing plants are shut down for routine maintenance and statutory inspections.

Moody International offers in-service inspection services through its Technical Inspection Services (TIS) business unit. The acquisition of Schindler and Associates in 2006 expanded Moody's USA in-service inspection opportunities to include clients such as ConocoPhillips, 3M, BP USA, Marathon Refining, Kinder Morgan and others. Moody is an accredited (non-traditional) Authorized Inspection Agency (AIA) in the USA for statutory purposes. In South Africa, Moody continues to be strong with approximately 20% of operations there being related to in-service activities. Clients here include Sapref, Natref, Sasol Oil, Natcos and others.

Moody's current in-service inspection offerings include:

- Corrosion monitoring
- Remaining life/end of life calculations
- Fitness for service
- Inspection program auditing
- Inspection program implementation
- Asset Integrity Services (includes RBI)
- Corrosion/environmental audits of pressure equipment
- Routine code visual inspections of pressure vessels, pressure piping, atmospheric storage tanks, boilers and ancillary equipment to various codes, standards and local regulations
- In-service repair management, consulting, planning and certification
- Metallurgical and failure investigations
- Minimum Allowable Thickness evaluations (MATs)
- Design Reviews and Inspection support for re-rating and modifications to equipment
- Specialized Non-Destructive Testing such as TOFD, Corrosion Mapping, IRIS and Eddy Current Testing in association with selected partners in the field



In support of Moody's in-service division the company employs highly skilled inspectors who are fully versed in the petrochemical, manufacturing, power generation and jurisdictional mechanical integrity inspection requirements. In the USA, these inspectors include those certified to API 510, API 570, API 653; National Board commissioned inspectors; ASNT TC 1A Level II certified inspectors in various disciplines, and AWS Certified Welding inspectors. In South Africa, inspectors are certified in the Competent Person Scheme in addition to any of the above certifications. Most work is undertaken by registered and qualified IPEs (Inspection of Pressurized Equipment) in South Africa

Moody International is committed to a reliability-based approach to asset integrity...being Proactive not Reactive! If you have any questions about Moody's in-service inspection division, please contact Richard Dobson, TIS Business Unit Manager, at r.dobson@moodyint.com.

As Moody International continues to expand and focus efforts in this division, check future issues of *Milestones* for more news.

EMPLOYEE PROFILES

Marie-Pierre Gouaux



Marie-Pierre Gouaux is the Training and Development Manager for the Moody International Technical Inspection Services (TIS) Business Unit Training. Based in the Moody corporate home office in the UK, Marie-Pierre joined Moody in August 2008 and has been working with the Technical Training (TT) team to develop and deploy both the Project Coordinator (PC) charter and Technical Specialist (TS) charter training programs worldwide. As part of the Moody International training strategy, she is also developing a training program to ensure that all of Moody's technical specialists are at a satisfactory level of competence.

Born in France, Marie-Pierre has a master degree in law from Bordeaux University. She has worked and lived in different locations around the world including Australasia (Bangkok, Sydney), West Africa (Senegal, Ivory Coast) and the USA (New York City, Houston and San Francisco). Marie-Pierre started her career in the airline operations industry working for Lufthansa German Airlines as a station manager, moved on to Information Technology, and recently started to work in the engineering industry for companies such as, Schlumberger and SPX. In 2005 she was awarded "Training Manager of the Year" by the UK IT Training Institute (235 candidates competed for the title). She specializes in E-learning, competencies programs and organizational development. She created a leadership training program that was recognized by the UK Institute of Leadership. Being passionate about the vital role that training contributes to the business success of an organisation, Marie-Pierre comments, "I am fascinated by the way training can be an engine for change in a company. It is a very powerful tool in communicating the company's brand and cultural values to the employees".

When she is not working, Marie-Pierre attends exhibitions with art and contemporary architecture being her main topics of interest. She reads an average of one hundred books a year and loves fencing, dancing, gardening and from time to time she also paints. She currently lives in London.

Rob Schmidt



Rob Schmidt is the Moody International Group Program and Strategy Manager, reporting to CEO Brendan Connolly. Rob works closely with Brendan and the Moody Board Directors in order to develop the Group strategy. He is also responsible for the program management and tracking of Moody International key initiatives.

Rob has enjoyed his new role since joining Moody in 2008. He spent the previous eight years working in the Accenture management consulting division. There he worked with numerous clients in the downstream oil & gas, utilities, and mining sectors, helping them with a variety of business challenges including business model design and pricing, process re-engineering, and managing large-scale organization and technology change programs. Before joining Accenture Rob studied economics at the University of Cambridge in the UK.

Rob works in the Moody International Group headquarters in Haywards Heath, England and lives in London, a few minutes from where the 2012 Olympic stadium is being built. In his spare time Rob enjoys keeping fit, and during the weekend he can be found rowing on the river Thames with his crew. He also enjoys travel and walking. He and his wife Anna returned recently from their honeymoon in Tanzania, where they climbed Mt Kilimanjaro!

TRAINERS' CORNER - Leading In a Multicultural Environment

When meeting someone for the first time, do you look them directly in the eyes or refrain from making eye contact? When you ask a person a question and their head sort of 'wobbles' up and down and side to side does it mean "yes"... "no"... or perhaps it means "I saw your lips move...". Each of us responds differently to these questions based upon our culture. Unfortunately how we respond, as a manager leading a multicultural workforce, can ultimately determine our success or failure.

Although we may not see our actions as inappropriate, what's more important is how the people we're managing view our behavior. Most people go through life from the perspective of inside looking out...how I see the world. An effective leader recognizes what they look like from the outside looking in...how does the world see me.

When companies begin operating in different countries they often bring expatriate personnel to work alongside the local workforce. This presents an opportunity since it can lead to more diverse thinking that can result in better business solutions; however, it can also be a challenge due to differences in communication, behaviors and working styles. Recognizing, understanding and, most importantly, managing these differences is essential to working more effectively within a multicultural environment.

Due to this growing need, Randy Smith Training Solutions (RSTS), a Moody International Company, is proud to offer *Intercultural Diplomacy* workshops.

Intercultural Diplomacy provides participants the opportunity to increase their own interpersonal skills in order to enable them to work together more effectively with people of differing backgrounds and cultures. Throughout the course, participants become more aware of their personal behavior style and how it may be viewed by others, particularly in a multicultural environment. Specific objectives of the course include:

- ✓ Understanding why awareness of differing cultures is important to our daily lives
- ✓ Understanding the traditions of one's own culture to provide a stronger foundation for appreciating the traditions of other cultures
- ✓ Expanding and applying cultural intelligence by:
 - Examining personal characteristics, experience and cultural backgrounds
 - Examining the skills and characteristics needed to deal effectively with international clients, customers and coworkers

As companies continue to expand globally, it is essential their employees learn to work with people from diverse backgrounds. *Intercultural Diplomacy* helps people see beyond their differences and bridges the gap between cultures.

Technical Inspection Services (TIS) Competency Training Program:

Moody International has committed to developing and releasing a series of training courses that will improve the integrity and quality of service provided to clients. Such continual improvement is pivotal to any quality-based service organization.

In 2008, Moody completed a worldwide series of successful Project Coordinator (PC) charter training programs. A similar program is now currently being released targeted to the Technical Specialists (TS) group. Classroom-based training sessions have already taken place in the USA, Egypt, UK, and Norway. The contents of the Technical Specialist charter training program specifically address the Moody International processes, the corporate standards to which Technical Specialists are expected to adhere as a minimum, and the quality of service expectations within the organization.



Attendees during the recent TS charter training in the UAE:

Front Row Left to Right - Jason Pereira (Ops Mgr, MI Qatar), Hussain Al-Atrakchi (Regional Director, Middle East Region), Vedyappan Pandu (Technical Specialist, MI UAE), Gopal Rao (Project Manager, MI UAE), Tariq Ahmad (Technical Specialist, MI UAE), Madhavan Sadagopan (Regional Technical Mgr/Regional Business Unit Mgr, ME Region)

Back Row Left to Right - Maxwell Salins (TS, MI UAE), Sreekumar Nair (TS, MI UAE), Vadivel Kaliyannan (TS, MI UAE), Alex Panicker (TS, MI UAE), Sunil Kumar Garimidi (TS, MI UAE), Edgardo Allenza (TS, MI Qatar), Muhammad Waqas (TS, MI Pakistan)

For a global organization aspiring to maintain the status of 'technical service provider of choice', this charter training reinforces the importance of the consistency, quality, timeliness and relationship management (both internally and externally) in all that Moody International does to meet, and hopefully exceed, client expectations.

Moody International is convinced that this investment in training not only improves capabilities, but also has a positive impact on the overall motivation of employees. Both the PC and the TS charter training courses send out a uniform message:

- the importance of adhering to identical and consistent work processes
- understanding what is expected from each one of us on a daily basis
- being consistent in our approach to reporting

E-Learning

With one of the largest number of Technical Specialists in the industry, it would be impossible to invite all to attend classroom training. Therefore, in April 2009, Moody will launch an 'e-learning' solution that will allow all personnel to receive the training online.

Technical Specialists Competency Training Program

The TIS Business Unit group within Moody is currently developing a formal competency program, the objectives of which are to:

- Provide a mechanism for training and familiarization of existing and new generations of Technical Specialist and support resources;
- Develop and improve the breadth of knowledge of the less-experienced existing inspectors; and,
- Enable Technical Specialists to develop capabilities and prove competency in a range of technical disciplines and services lines, whether required explicitly by certain key accounts, accreditation bodies or local market opportunities.

This program consists of three stages:

Stage 1 : Discipline Validation Assessment (DVA): to measure and validate the current state of knowledge held by Moody Technical Specialist and by technical discipline

Stage 2: Delivery of 'development' training for Technical Specialists identified as requiring 'top up' training to achieve the minimum level defined in the DVA

Stage 3: Improvement training (on-line and classroom based course programs) to improve the knowledge and competence of inspectors in the various technical disciplines.

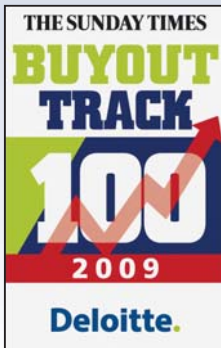
These assessments will soon be available online. More information to come in future issues of *Milestones*.

Moody International Ranks #58 on the Sunday Times Deloitte Buyout Track 100

Moody International achieved rank number fifty-eight (58) in *The Sunday Times Deloitte Buyout Track 100* for 2009.

"Buyout Track 100 is researched and compiled by Fast Track, the Oxford-based networking events and research company that ranks Britain's top private companies and provides a network for entrepreneurs to meet. It highlights how successfully private-equity investors have employed their international networks, financial capabilities and sector expertise to identify savings, expand into new markets and improve profitability. The Buyout Track 100 league table ranks Britain's mid-market private-equity-backed companies with the fastest-growing profits over the latest two years. Moody has seen profits grow 43% a year from £11.5m in 2005 to an annualized £23.6m in 2007. Criteria: Companies had to be registered in the UK and be independent, unquoted and ultimate holding companies. At least 20% of a company's equity must be owned by a private-equity fund." (Reproduced by permission. Copyright *The Sunday Times*)

"Deloitte has continued its support of The Sunday Times Buyout Track 100 supplement, which is now in its third year. All the businesses featured demonstrate that despite the downturn and tightening debt markets there are still opportunities for growth. The league table tracks the UK's top 100 mid-market companies with the fastest growing profits and ranks them by their annual growth in EBITDA over the last two years. The companies in this year's Buyout Track 100 have increased their profits by an average 54% over the past two years and employ nearly 86,000 people." (www.deloitte.com)



BHIC Bofors Asia received ISO 9001:2000 Certification from Moody International Certification.



Augustine Loh (Lead Auditor) and Dató A. Aziz Mat (Director of Certification Governing Board) handing over the certificate from Moody International to Bengt Bjurström (for BOFORS)

This article includes excerpts from the original article found at www.moodyint.com courtesy of BAE Systems Bofors.

BHIC Bofors Asia was certified by Moody International Certification in accordance with ISO 9001:2000.

BHIC Bofors Asia was formed on 28 May 2004 by both Boustead Defence Technologies Cooperation Bhd and BAE Systems Bofors Holdings with each holding a 50 % share in the company. Business operations consist primarily of service, maintenance and delivery of spare parts to the Royal Malaysian Navy and Coast Guard. The company also conducts various types of operator and maintenance training.

BHIC Bofors' HQ is based in Kuala Lumpur, Malaysia. Two workshops are located in Lumut, West Malaysia and Labuan Island just outside Kota Kinabalu, the State Capital of Sabah, East Malaysia. The company has over 20 employees which include Bofors personnel from Sweden, who are assigned to operational and management roles.

The road to ISO 9001 certification began two years ago as there was a requirement by the Malaysian Ministry of Defence that all contractors be ISO 9001 certified. All managers and process owners were actively involved in the processes and procedures developments which were internally self developed over the two year period.

Moody International Certification, being internationally recognized and world renowned, was engaged to conduct the certification audit. The compliance audit was conducted by Moody International Certification and BHIC Bofors was recommended for certification.

On the whole, the experience has been very valuable for BHIC Bofors Asia and helped them to move towards continual improvement in their work performance.

BP Exploration Alaska



BP Exploration Alaska Offices Anchorage, Alaska

The Technical Staffing Services (TSS) division of Moody International USA is proud to be a prime staffing agency to the British Petroleum Exploration Alaska (BPXA) group, headquartered in Anchorage.

BP Projects in Alaska

BPXA is involved in various projects in the Alaska region. It has a major focus on the renewal of their "North Slope" infrastructure. The renewal will include various components, including the installation of new pipelines, structures, and other related facilities such as highly specialized leak detection systems.

Specific "North Slope" focus for BP over the years includes the Prudhoe Bay oil field, located approximately 650 miles north of Anchorage, first discovered in 1968 with production commencing in 1977. This oil field is reported as the largest field in North America and 18th largest discovered in the world. It is estimated that more than ten billion barrels of oil have been produced from this region alone.

BP is also developing its "Liberty Oilfield" which will see drilling the world's longest horizontal wells in order to reach an offshore reservoir in the Beaufort Sea region. This will be a spectacular undertaking, with an estimated cost of USD 1.5 billion and recovery of approximately 100 million barrels of oil.

Significant other exploration also continues in the Alaska region, where BP is involved in various oil recovery techniques including horizontal drilling, and both gas and gas cap water injection methods. Other areas of potential development include pipelines for the provision of natural gas from the North Slope to North American regions.

Moody / Hawk Strategic Alliance

Since 2005, Moody has partnered with Hawk Consultants, a very well known and respected Alaskan-based staffing and professional services firm. This "MoodyHawk" alliance provides a mutually beneficial arrangement for both agencies involved, but better yet provides an extremely high level service offering to BPXA. The alliance allows MoodyHawk to rely on the international Moody recruiting process and infrastructure while maintaining a local "on the ground" presence through the Hawk team.

MoodyHawk continues to place a significant number of personnel within the BPXA group, including project managers, engineers, schedulers, planners, and related-staff. The personnel are in various locales in the region, including rotational roles to the Alaskan "North Slope".

Congratulations to the following employees!



10 Year Anniversary

Nachhattar Singh, JC Dayapan, Rainer Zhang Xuelei, Liu Guangxin, Suraiti Bte Ramli, Wilbur Galloway

20 Year Anniversary

Jan van Gent, Kerensa Rohrbach, Dan White

Welcome New Employees!

Lahcene Benhammadi (Algeria), Mark Miller (USA), Kim Boudreaux (USA), Ann Zimmerman (USA), Michael Papajesk (USA), Casey Switzer (USA), Tiffany Traylor (USA), Lana Bader (USA), Gregory Lea (USA), Dario Vianello (Italy), Nikki Gatt (Australia), Bin Shen (Australia), Shameera Arangil (Australia), Gopal Rao (UAE), Maysoon Hijazi (UAE), Sharon Samuel (UAE), Rajendra Babu Vattaparambil (UAE), Shivalal Bhagat (UAE), Wilferd Ikolo (UAE), Bala Subramanian (UAE), Jarrod Boudreaux (USA), Jonathan Carney (USA), Vickie Ford-Corraro (USA), Andrea Trahan (USA), Olga Tikhonova (Russia), Ahmed Mohamed (Egypt), Adrianna Glennie (UK)

QUALITY ASSURANCE HEALTH & SAFETY (QAHS)

As an ISO9001 certified company, Moody International is mandated to document all customer feedback, both positive and negative. In order to capture this information in a strategic and consistent manner, a web-based tool, initially called "Customer Feedback Log" (CFL), was developed. When customer feedback is captured in the system, an automated email message is directed to the receiving Moody International office for investigation, including proposing corrective and preventive actions. After actions are proposed, the feedback is accepted by the issuing office, and signed off by the Moody International corporate quality representative.

This tool was renamed Quality Assurance Health & Safety (QAHS) in 2008 as the tool now also includes the recording and investigation of occupational health and safety incidents reported with the Moody Group offices on a worldwide basis. Ultimately all records are reviewed at a corporate level, and then the entries are closed out if the action taken has been deemed appropriate.

Quarterly analysis of all recorded incidents captured in the QAHS system are reported to the Moody International Board of Directors for review and discussion as part of the company's Key Performance Indicator (KPI) review. The intent first and foremost, is to ensure that Moody International personnel are working in a safe and secure environment, as well to capitalize on positive areas of strength in the organization, and to review areas where improvements may be required. Recent external audits of the Moody International Quality Management System (QMS) have all highlighted this tool as an effective means of controlling this requirement.



Dated material – Please deliver promptly