



Capital expenditure outlook for 2014

Over 40% growth focused
Funding capital spending from cash flow

	2014 Outlook \$ millions	Sustaining Capital \$ millions	Growth Capital \$ millions
Oil Sands	4,450	2,525	1,925
<i>Oil Sands operations</i>	<i>2,850</i>	<i>2,270</i>	<i>580</i>
<i>Oil Sands Ventures</i>	<i>1,600</i>	<i>255</i>	<i>1,345</i>
E&P	2,000	120	1,880
Refining & Marketing	960	740	220
Corporate	390	185	205
Total	7,800	3,570	4,230

For the complete 2013 outlook please visit www.suncor.com/guidance.

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Supplier Engagement at Suncor

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General considerations for suppliers entering the Alberta market

Factors for suppliers entering into Alberta oil sands business opportunities:

- Target the right customer
- Understand the customer's needs (specifications, standards and values)
- Understand your own offering
- Understand key risks and cost drivers
- Clearly articulate the offering, mitigate the risks and demonstrate value

Factors for suppliers maintaining and growing business:

- Effective performance of the work (safety, cost, quality, schedule)
- A continuous improvement mindset

Approach to entering the Alberta market:

- Having a local office, or partnering with an Alberta based firm is not a mandatory requirement for doing business with us
- However, each supplier must assess their own requirements for providing service delivery and sales support

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Specific supply areas of interest

Goods and Services:

- Firms capable of performing their work and transporting it to our worksite.
Examples: EPCM companies, process plant pipe fabrication and module assembly.

Labour supply:

- Firms capable of provide skilled trade labour, supervision and management that travel to and work in Alberta.
Examples: Process plant maintenance and turnaround work.

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How to become a supplier to Suncor

Suncor uses a Category Management model to manage sources of supply for all goods and services. Within Category Management, there are 11 categories who manage over \$11 billion in annual spend.

- Send a request email to supplierengagement@suncor.com, we will send a supplier information form (excel) for you to complete and return to us.
- Your information is reviewed for potential fit with Suncor's current and future needs.
- If yes, we will direct you to the next step of the process. Detailed qualification will vary based on the type of goods and services offered.
- After qualification, you may be formally invited to participate in a Request for Proposal or Expression of Interest.

This process offers the best opportunity to showcase your capability to the largest audience within Suncor.

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Suncor information

To start the supplier engagement process, email us at:

supplierengagement@suncor.com

also visit us at:

www.suncor.com (Home > Contractors > Qualify to be a Contractor)

For specific technology proposals, email us at:

technologyproposals@suncor.com

For more information on Suncor, visit us at:

www.suncor.com (Home > Investor Centre > Presentations & Key Dates)

also

www.whatyescando.com / www.lenergieduoui.com

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