



## A Leading Oil & Gas Services Provider

September 2015

### Contents



#### Highlights

- HSE and Q



#### Business Model



#### Ownership



#### Financial Performance



#### Organization



#### Sustainability and Local Content



#### Strategy and Major Projects Under Way



#### Key Achievements and Activities



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# Saipem Today: A Major Multicultural E&C & Drilling Contractor

- ✓ Operating in more than **60** countries
- ✓ ~ **46,000** employees from > **130** nationalities
- ✓ **29** engineering and project execution centers worldwide
- ✓ **11** fabrication yards in **5** continents



REVENUES	
✓ 2014	12.9 B€
✓ 2015 guidance	~12 B€
BACKLOG	
✓ June 30, 2015	19.0 B€



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## A Leading Global EP(I)C General Contractor



### Engineering & Construction

- Full service EP(I)C provider
- Distinctive 'frontier focus' in Oil & Gas industries
- Most modern, technologically advanced offshore construction fleet
- BUs Offshore, Onshore, Floaters



### Drilling

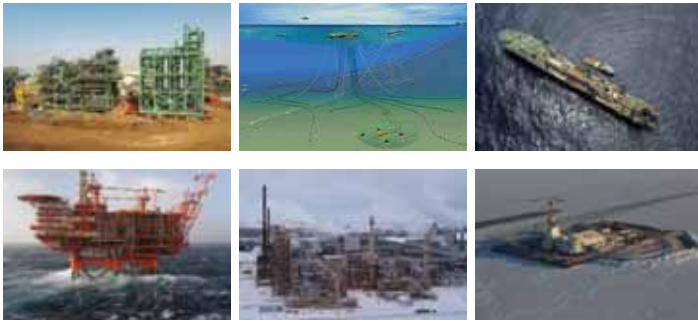
- High quality player onshore and in niches offshore



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# An impressive track record over more than 60 years



## Engineering & Construction

Designed and built:

- More than 100 grass roots complexes, 2,000 process units
- Over 130,000 km of land pipelines, sealines and trunklines
- In the last decade, more than 100 offshore EPIC projects, including groundbreaking deepwater achievements

## Drilling

Drilled over 7,300 wells, of which 1,800 offshore

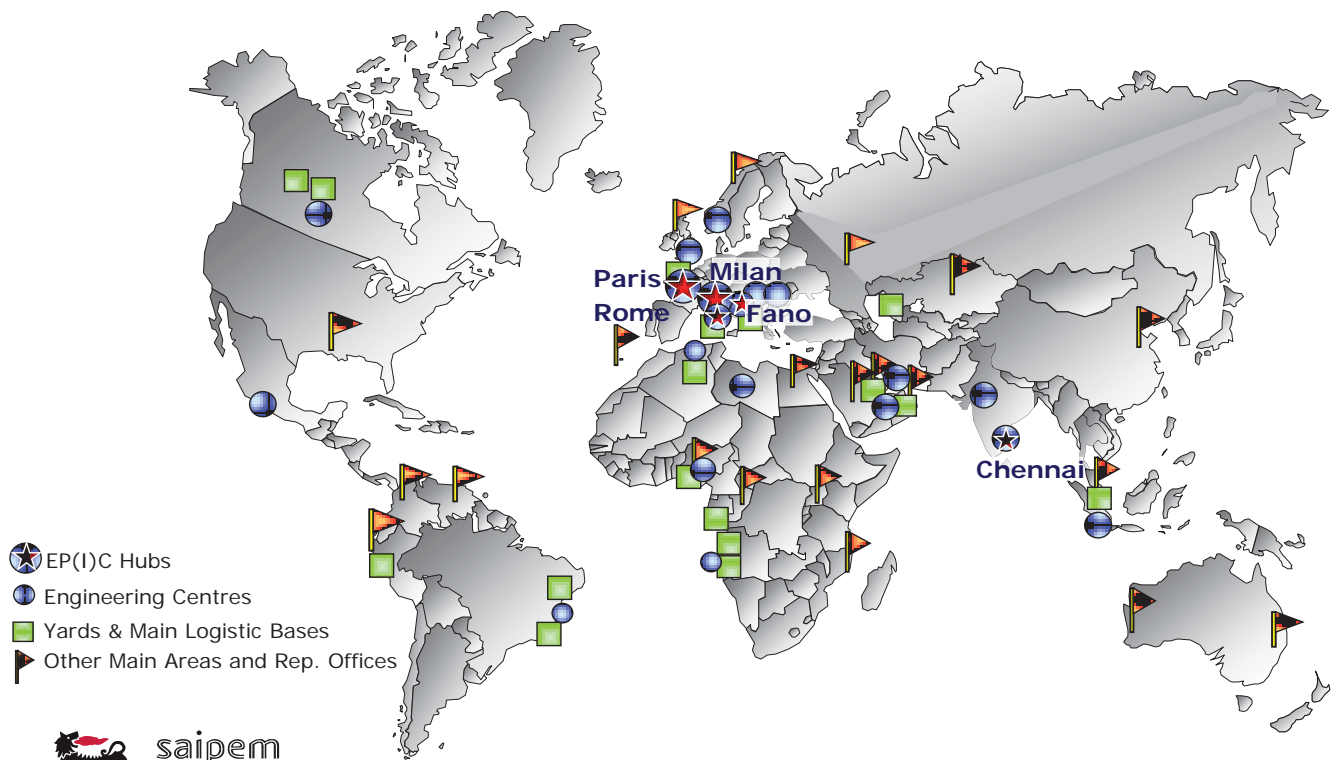


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## Global Presence with a Multilocal Emphasis (1/2)



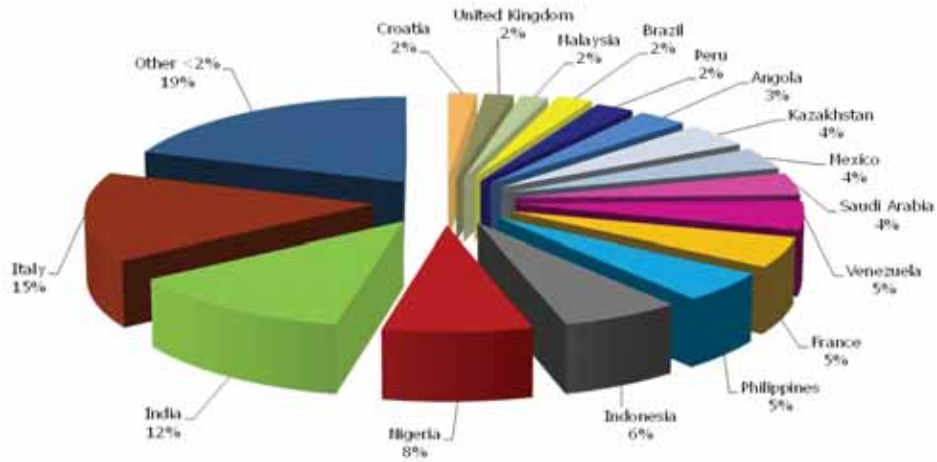
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Human Resources

46,277 employees of 130 nationalities(°)



(°) 31<sup>st</sup> August, 2015

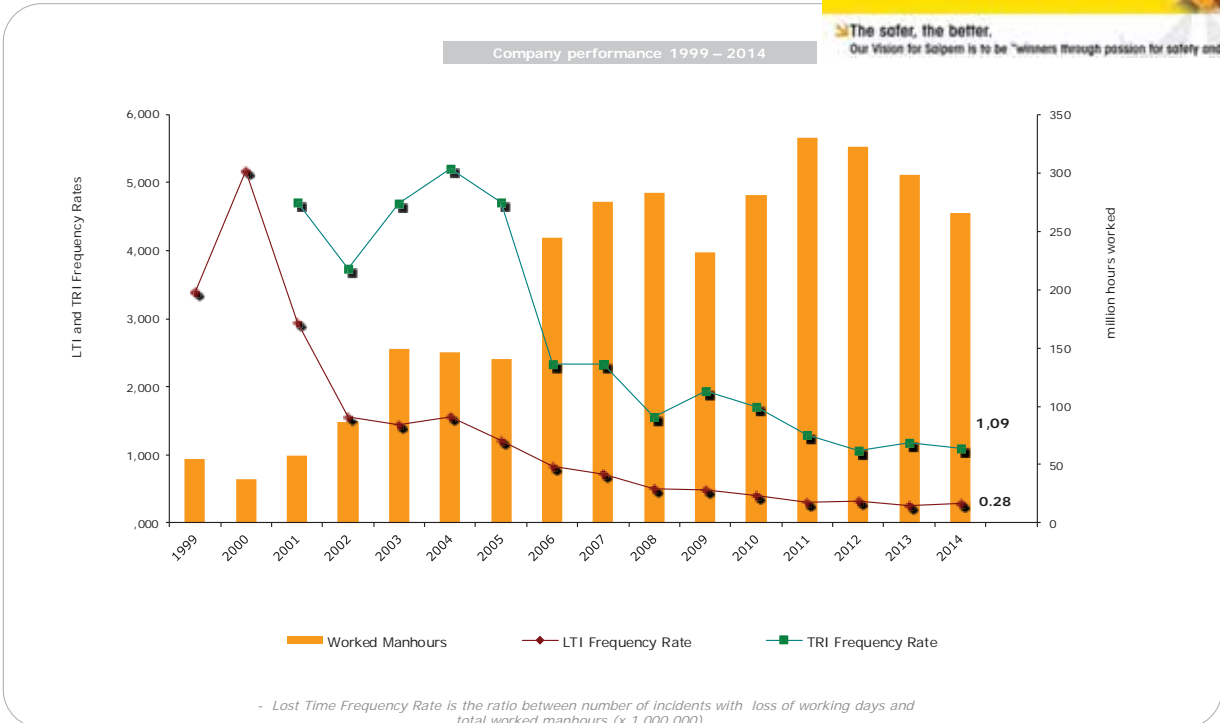


HSEQ – Top Saipem Priority

LTI & TRI Frequency Rate 1999 – 2014



The safer, the better.  
Our Vision for Saipem is to be "winners through passion for safety and health"



- Lost Time Frequency Rate is the ratio between number of incidents with loss of working days and total worked manhours (x 1.000.000)  
- Total Recordable Incidents Frequency Rate is the ratio between number of total recordable incident and total worked manhours (x 1.000.000)





# Moving to the next safety plateau



# we want zero



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## Choose Life campaign

A campaign design to provoke 'Healthy Choices', specifically targeting 3 of the critical health challenges facing a globally operating company today

# Lifestyle

Transmittable diseases

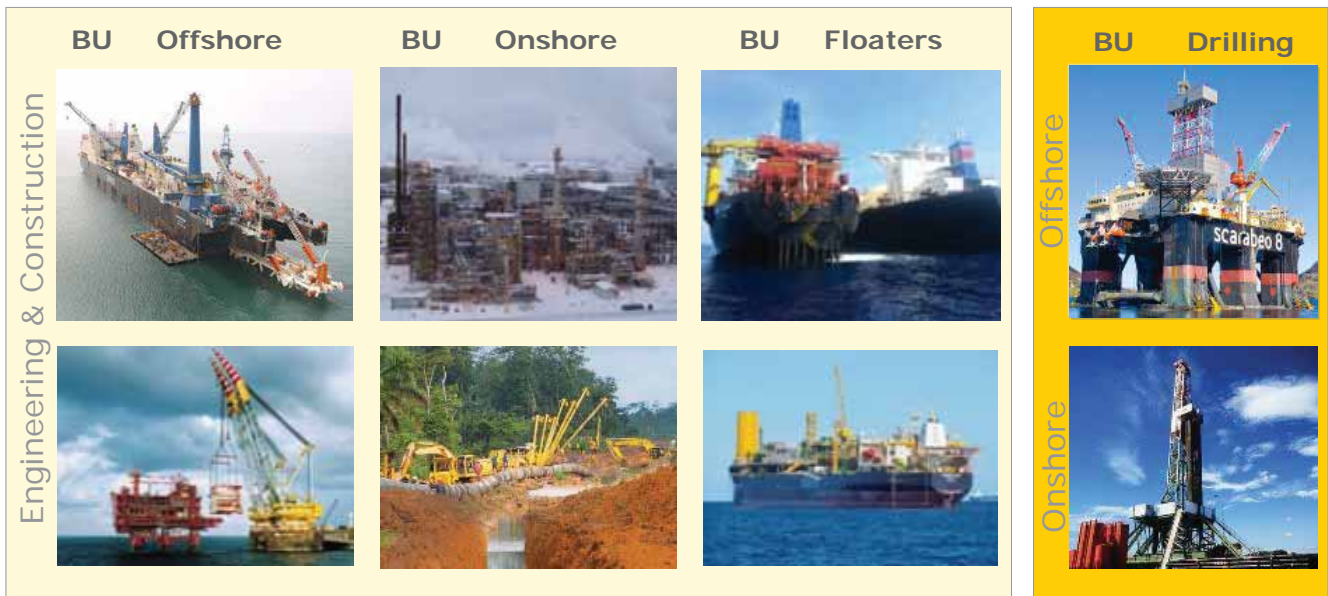
Malaria

**478 events**  
**7 953 participants(\*)**



(\*) June 30, 2015

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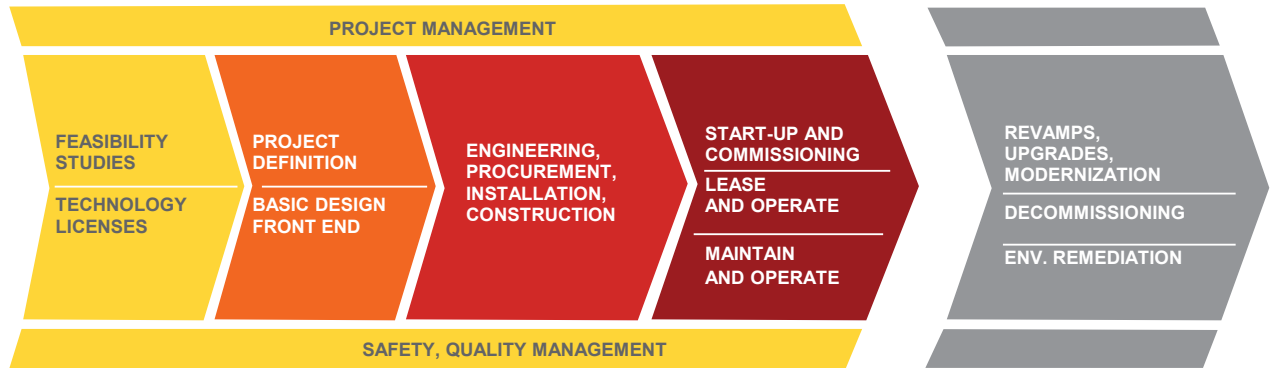


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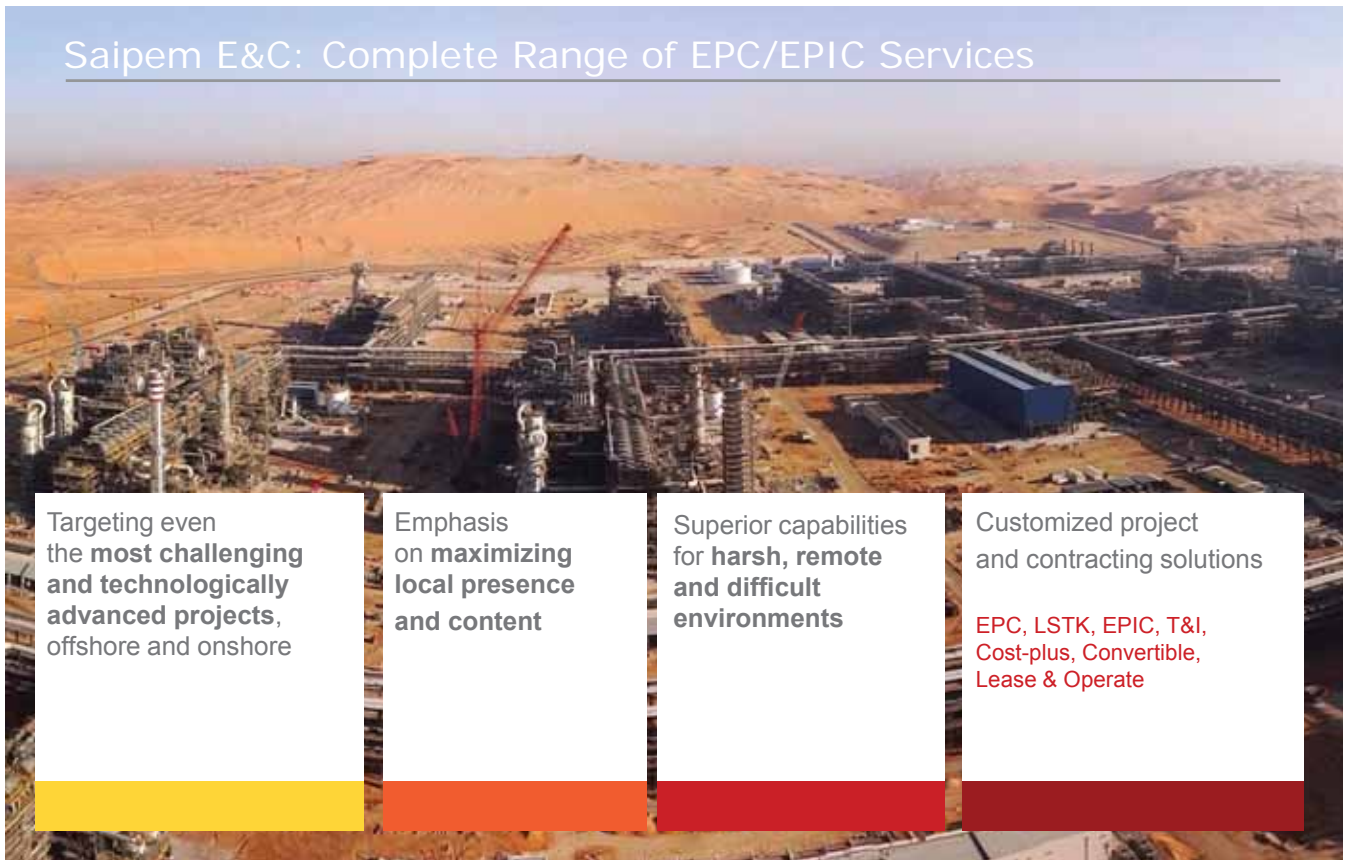
# Saipem E&C: Complete Range of EPC/EPIC Services



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# Saipem E&C: Complete Range of EPC/EPIC Services



Targeting even the **most challenging and technologically advanced projects**, offshore and onshore

Emphasis on **maximizing local presence and content**

Superior capabilities for **harsh, remote and difficult environments**

Customized project and contracting solutions

**EPC, LSTK, EPIC, T&I, Cost-plus, Convertible, Lease & Operate**

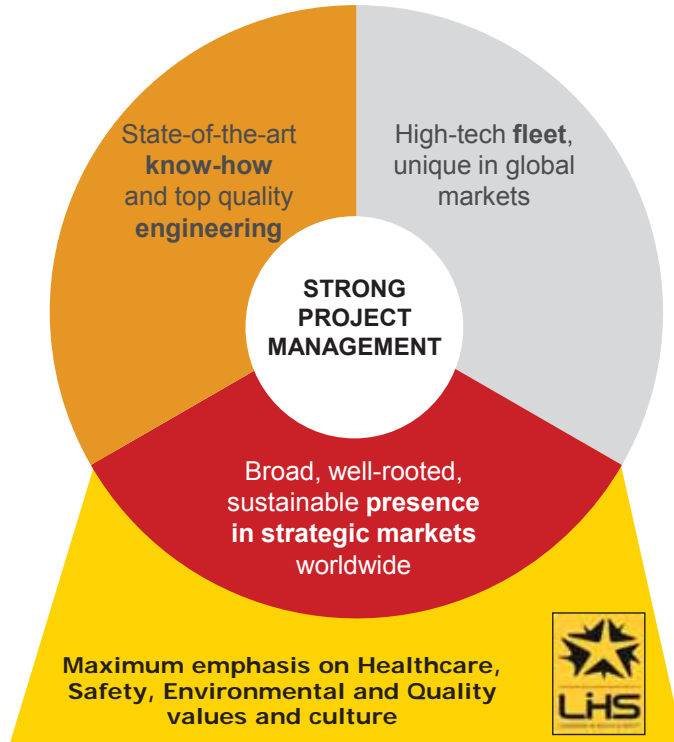


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# Saipem Business Model

Supply of complex solutions for even the largest and most challenging projects

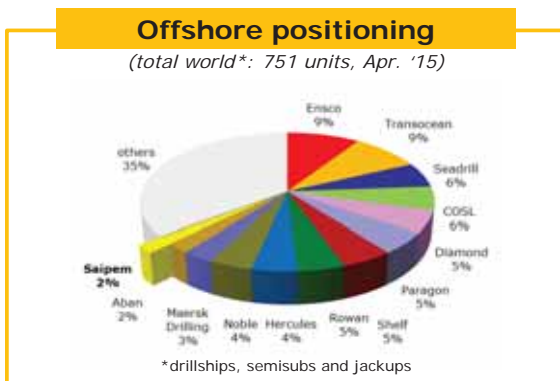


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## Saipem in Drilling

- ➔ International drilling contractor operating both offshore and onshore
- ➔ 13<sup>th</sup> largest contractor in offshore drilling, 2<sup>nd</sup> largest contractor in onshore drilling international markets
- ➔ Specialization in deep water, harsh environments and remote areas



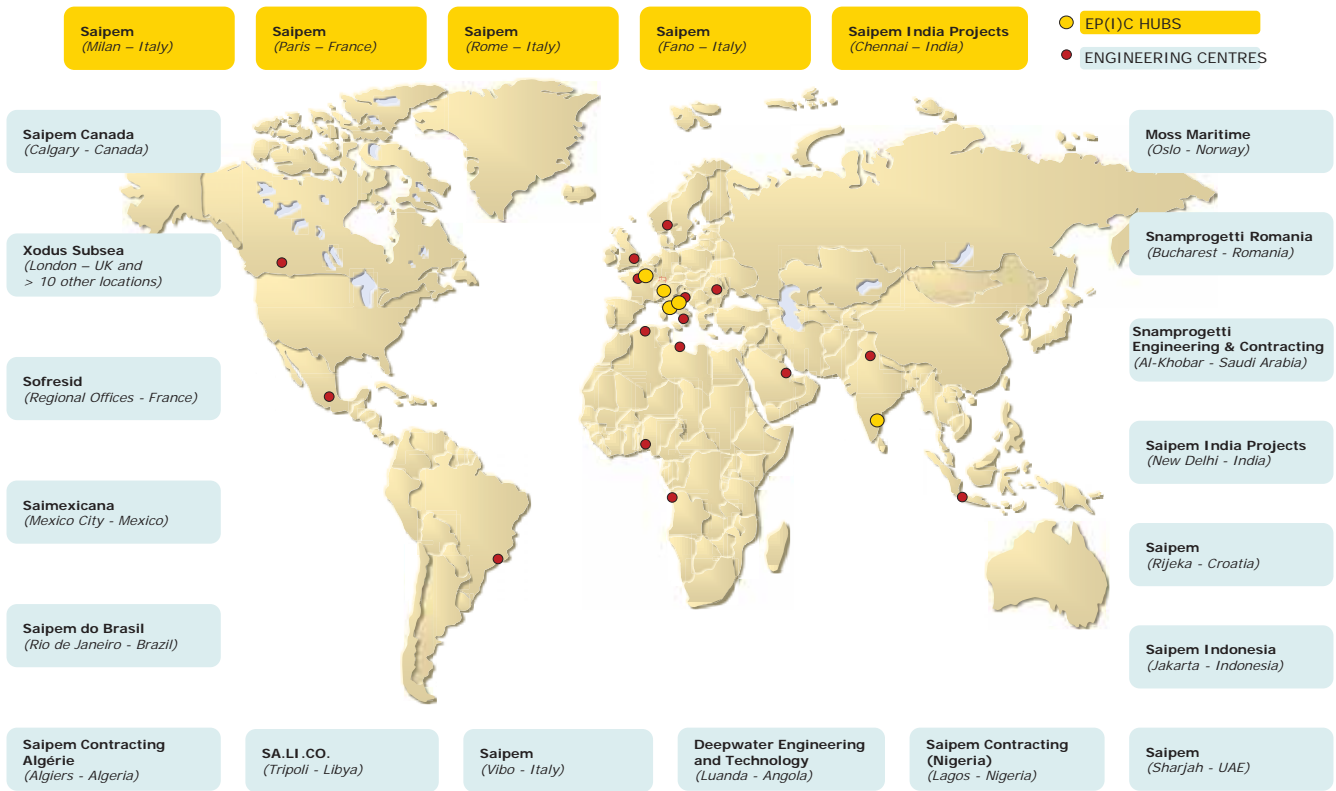
(°) 30<sup>th</sup> June, 2015

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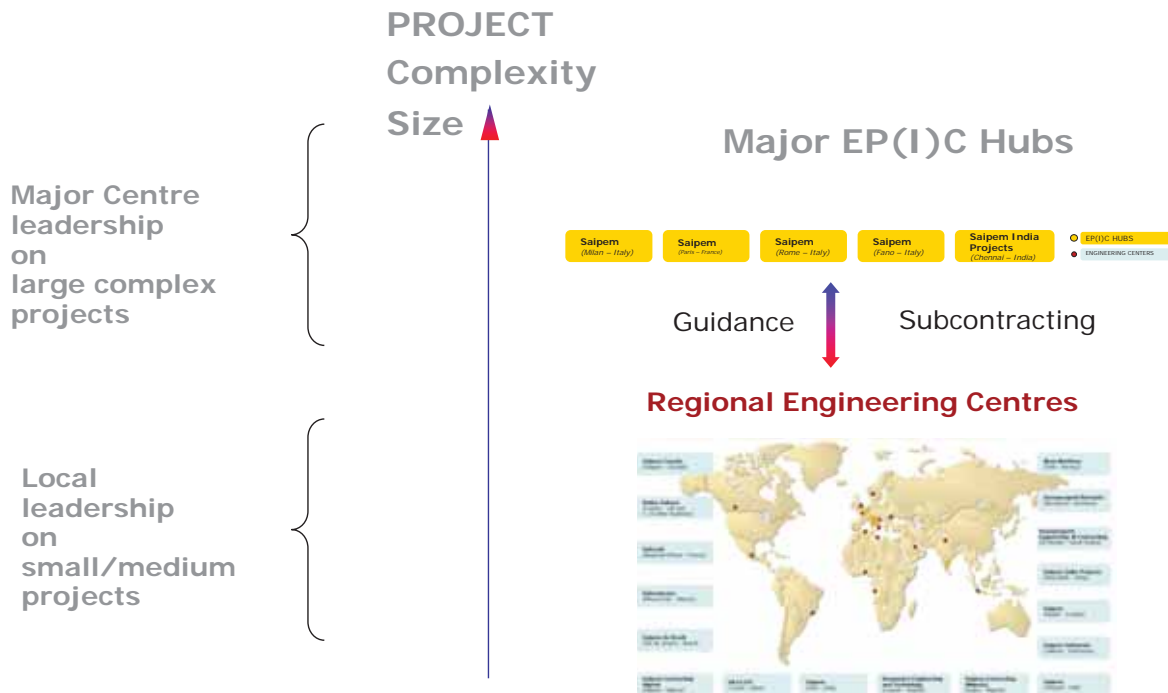
# Saipem's Assets: Major Engineering Centres



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# E&C Typical Project Execution Strategy



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# Saipem's Assets: Fabrication Yards (\*)



(\*) Construction support facilities worldwide not included

# Saipem's Assets: Offshore Construction Vessels

Our offshore fleet exceeds 40 units

Ultra-Heavy Lifting & Deepwater Pipelaying

Field Development / SURF Lifting and DLB



Pipelaying



# Saipem's Assets: Drilling Units

17 offshore units and more than 100 onshore rigs

## Deep Water



Saipem 12000  
Angola



Saipem 10000  
Mozambique



Scarabeo 9  
Angola



Scarabeo 8  
Norway – North Sea



Scarabeo 5  
Norway – North Sea

## Onshore



Desert Environment  
Algeria/Saudi Arabia



Kashagan Field - Kazakhstan



Heliportable Rig Ecuador/Peru

## Jack-Up



Perro Negro 8  
Italy



Perro Negro 7  
Saudi Arabia



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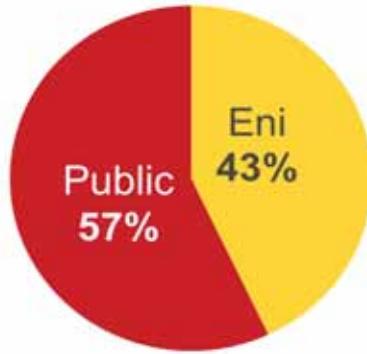
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Market Cap. €3.9 Billion  
@ December 31, 2014  
Listed on Milan Stock Exchange



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### Key Achievements and Activities

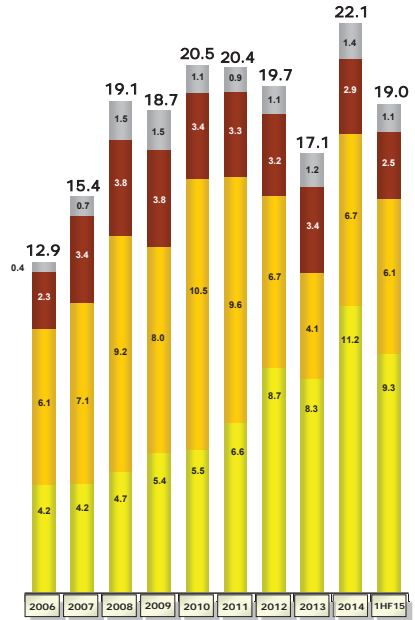
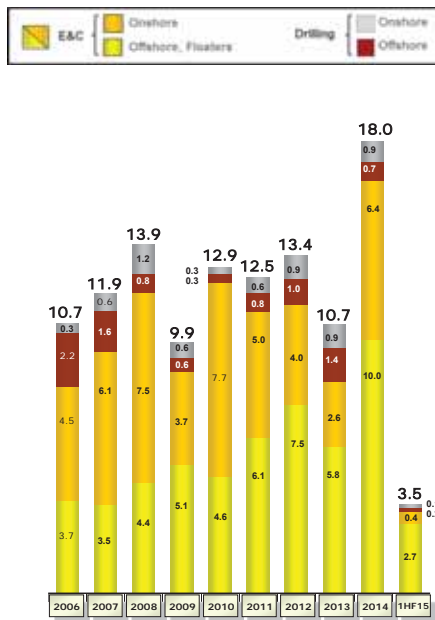
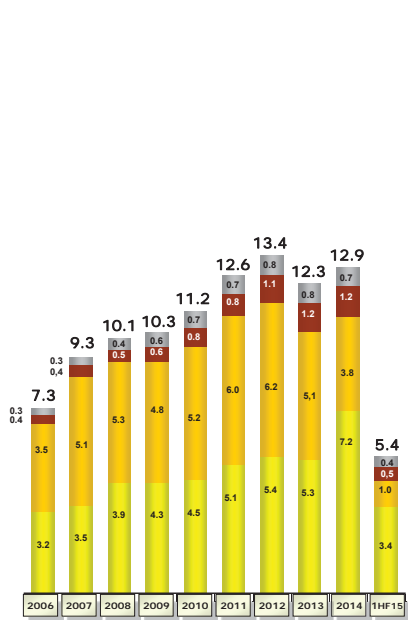




REVENUES

NEW CONTRACT ACQUISITIONS

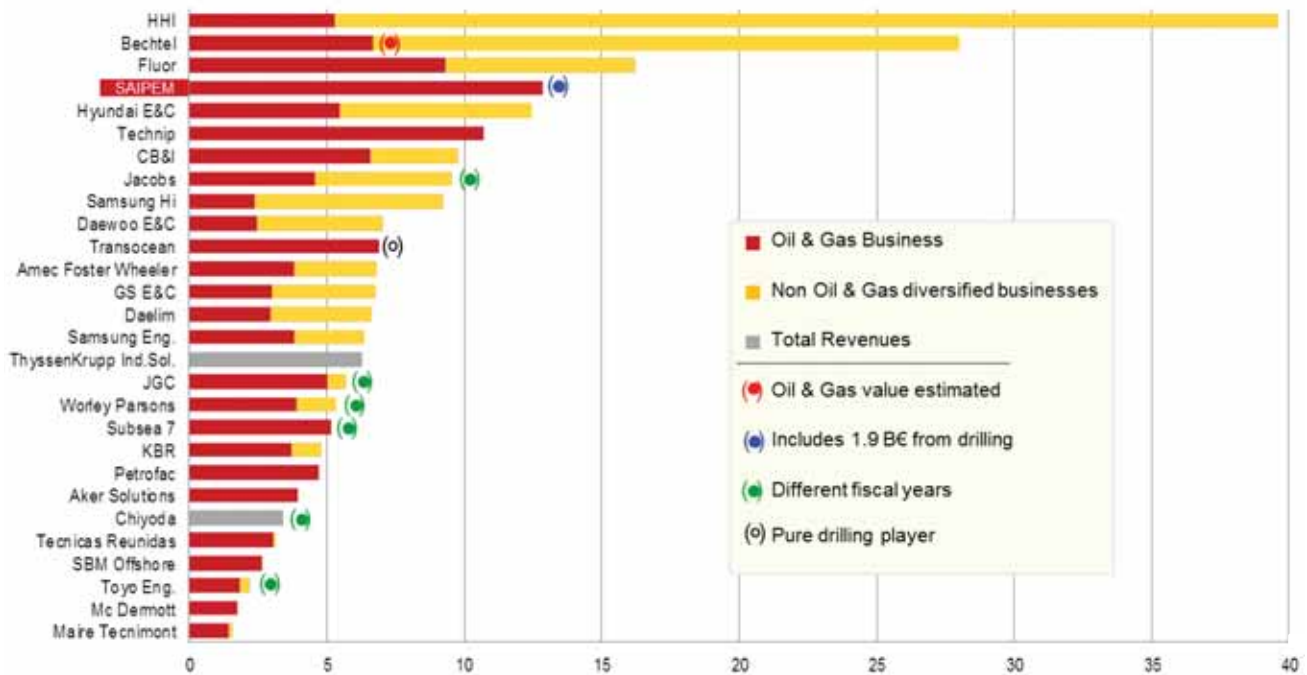
BACKLOG



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Major Global E&C Companies in Oil & Gas Markets

Revenues in 2014 (B €)

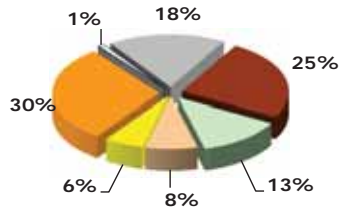


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# Balanced Exposure to Oil & Gas Industry: Backlog Analysis

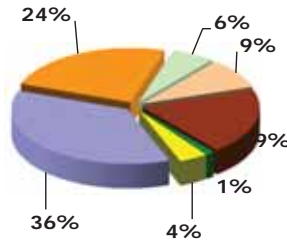
TOTAL BACKLOG AS OF December 31, 2014 = 22.1 BE

## BY GEOGRAPHIC AREA



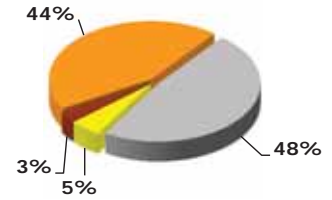
- Middle East
- America
- Europe
- Asia Pacific
- West Africa
- North Africa
- CIS

## BY CLIENT



- Saudi Arabia
- Brazil
- Nigeria
- Angola
- Canada
- Kazakhstan
- Other

## BY COUNTRY WITH MAJOR 'LOCAL-CONTENT' FOCUS



- National
- Majors/Supermajors
- Independents
- Others



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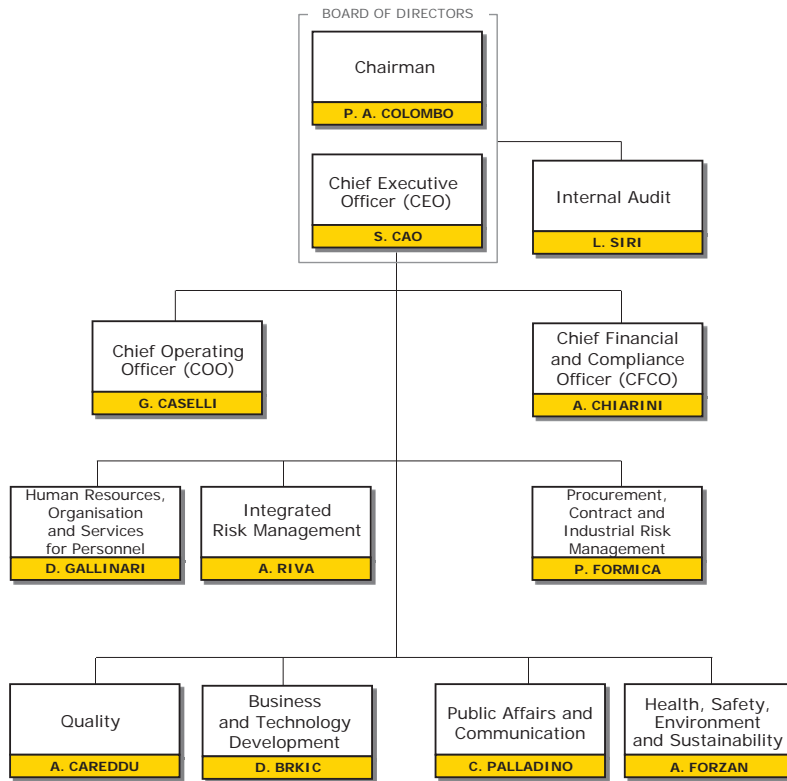
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- ▾ Strategy and Major Projects Under Way
- ▾ Key Achievements and Activities



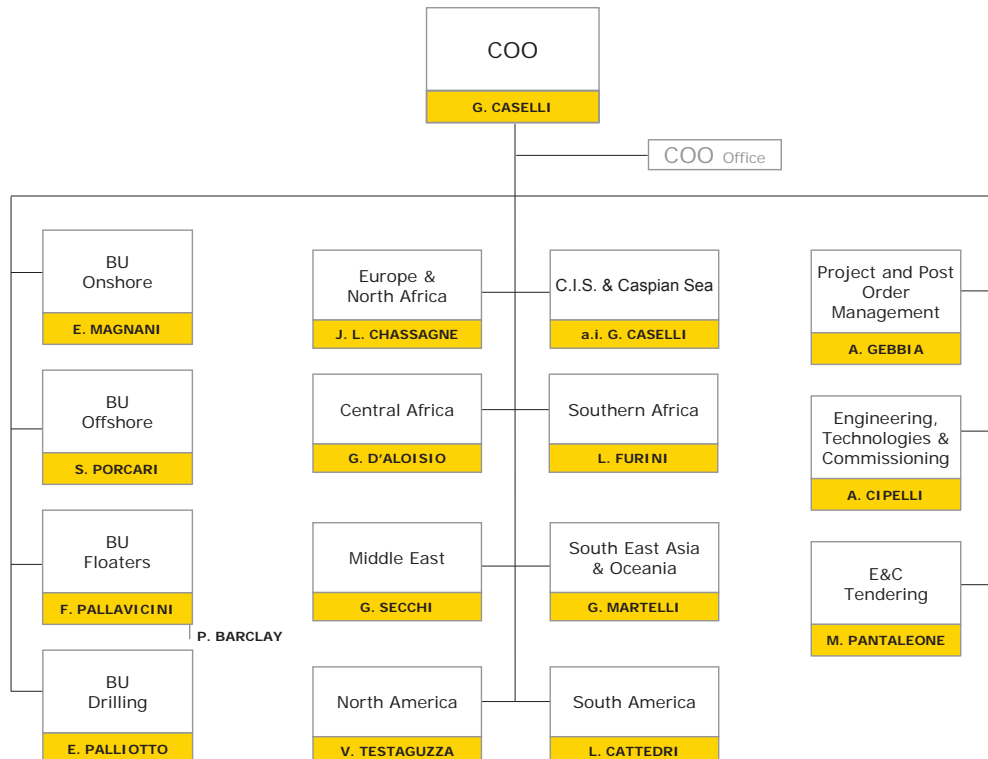
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# Company Organization



# Saipem Operations





Highlights  
• HSE and Q

Business Model

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## Local Content Maximization

A cornerstone of Saipem's business philosophy

Creation of long-term social and economic value

Development of local skills

Effective engagement of all stakeholders

- Develop/invest in local project execution centres
  - Engineering
  - Project Management
  - Prefabrication Yards
  - Procurement and Subcontracts with Local Suppliers
- Local hiring
- Training, know-how transfer
- Local partnerships
- HSE, medical training and assistance



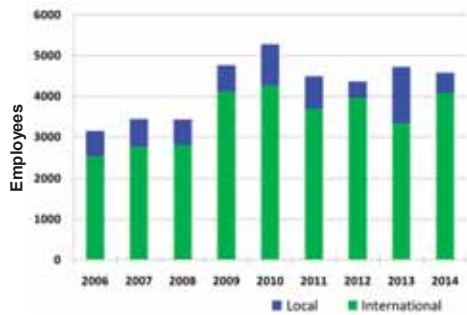
Objective: deeply rooted local sustainable presence





## Local Presence: Saipem in Nigeria - Since the 1960s

EP(I)C contracts with as many local resources as possible



Personnel employed by Saipem in Nigeria



In construction

Egina Field Development- Total Upstream Nigeria Ltd.



Rumuolumeni Base, Saipem prefabrication and construction support yard at Port Harcourt



In construction

Southern Swamp  
AG Solution  
SPDC



Okwori Field  
Development  
Scarabeo 3 - Addax



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## Local Presence: Saipem in Canada



- Full service project execution centre, with international reach
  - Upstream
  - Pipelines
  - Refining
  - Oil sands processing
  - Shale gas
- Business model based on EPC
  - Innovative contractual and risk management schemes, new for the Canadian market
- Mastered exacting local project execution requirements
  - Climate impact
  - Modularization
  - Pioneered new entry mechanisms for foreign labor
  - Completed own prefabrication yards

*The only real local EPC contractor in Alberta,  
with full control of the entire work sequence and risk assumption*



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## Local Presence: Saipem in Iraq



Central Metering and Manifold Platform Loadout – Iraq Crude Oil Export Expansion Project, South Oil Company



Rumailah Camp Facilities



- Sajer, a JV with local partners, registered in Iraq since 2009

### Sajer Assets:

- Baghdad Head Office (Int. Zone)
- Rumailah: Camp, Logistics Base, Prefab Yard, Training Centre, Laydown Yard, Batching Plant
- Sharing people and assets with Saipem ME facilities

### Numerous projects under way

- Iraq Crude Oil Export Expansion Project Phase 2, Basra Oil Terminal, South Oil Company
- 4 EPC contracts for water treatment, processing plants and pipelines for ExxonMobil Iraq Ltd. In execution
- Umm Qasr Marine Terminal rehabilitation, Inlet Booster Compression Station, FCP Majnoon and other projects for Shell/Basra Gas Company In execution

### Drilling Operations

- Technical service agreement to support Iraqi drilling company

## Local Presence: Saipem in Brazil

EPIC contracts for the Lula Norte, Sul and Extremo Sul Projects



Lula Extremo Sul Project

- From occasional contractor to permanent player
- 8 major deepwater EPIC projects underway
- One Leased FPSO in operation offshore Vitoria
- 3 rigs deployed for onshore drilling

### Application of highly specialized ultra-deep water fleet

- New flagship **Saipem FDS 2** vessel, ideally suited for Pre-Salt ultra-deepwater project execution



Rio Engineering Centre



FPSO Cidade de Vitoria



Guarujá Yard

### Developing new Guarujá Yard and Engineering Centre in Rio

- Within the industrial hub of Santos, the largest port and industrial area in Brazil
- Strategically located to support development of new ultra-deep water Pre-Salt fields
- Fabrication of subsea and floating structures and supply of support services to the specialized fleet and project execution



Rio Polimeros Chemical Complex (completed in 2005)



- Guara & Lula NE Pipelines
- Lula NE – Cernambi

(Picture of Saipem FDS 2 vessel that will perform the offshore activities)





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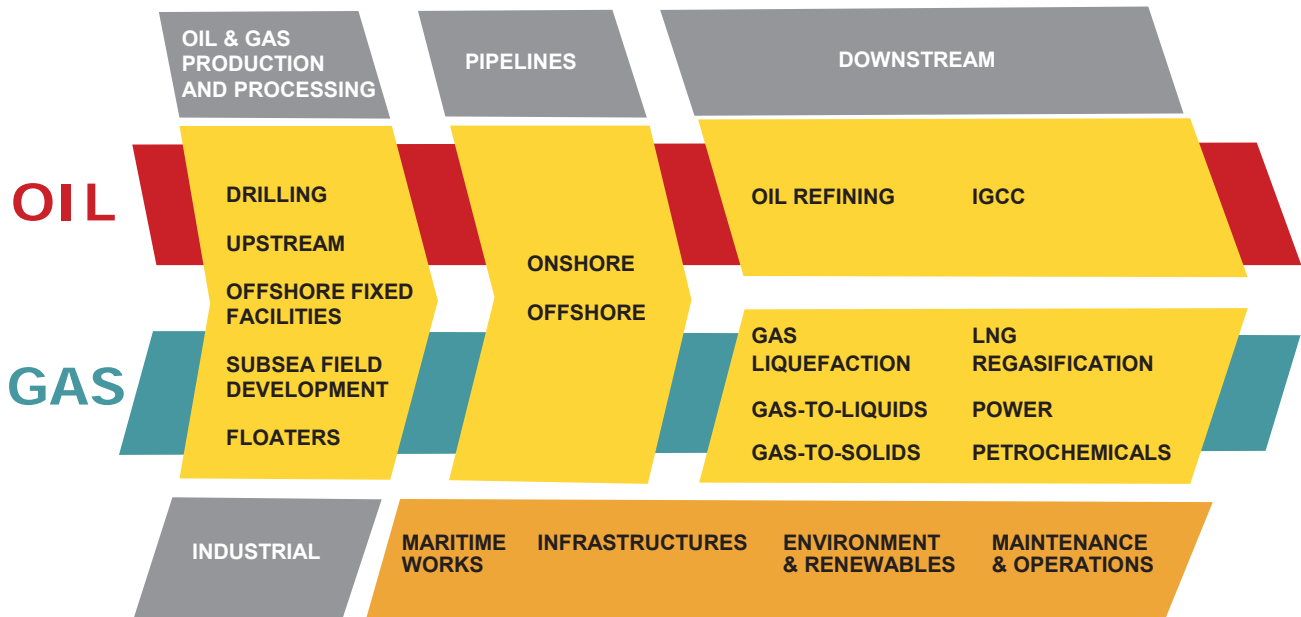


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## Saipem Strategy

Excel in all steps of the oil & gas value chain, onshore and offshore, upstream and downstream, as well as in selected diversified businesses

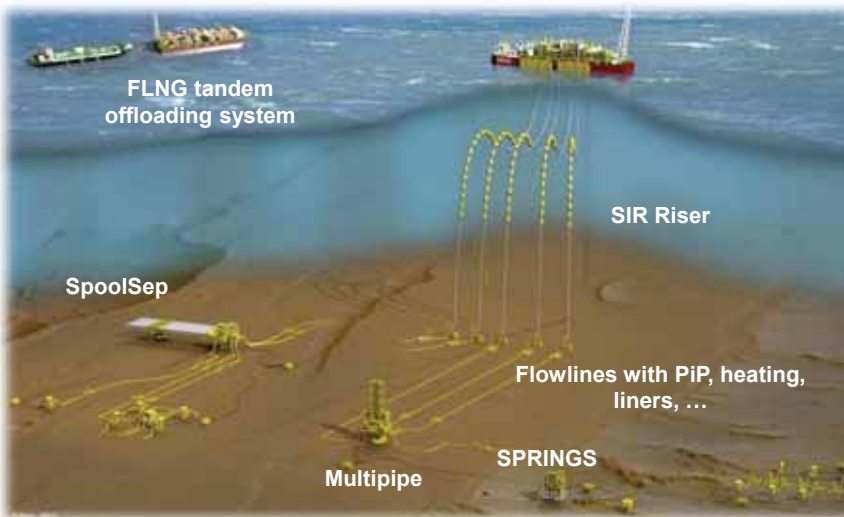


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# Advanced Subsea, Offshore and Onshore Technology Development



## Subsea Field Architectures

### SURF

- Riser concepts : SIR, BIRD, ...
- Forged ends PIP
- Plastic liners : FBJ
- Active heating for pipe in pipe
- Welding

### Subsea Processing

- Gas/liquid separation : Multipipe
- Liquid/Liquid separation : SpoolSep
- Seawater treatment: SPRINGS

### Floaters

- Offshore LNG offloading
- FLNG technologies
- Dry tree Unit (WHB)

### Advanced Welding & Pipelaying Techniques

- Ultra-shallow, ultra-deep, Arctic pipelaying
- Productivity acceleration
- Exotic and clad materials

### Process Technologies

- "Zero emissions" urea synthesis
- Environment and remediation control



SpoolSep



Multipipe



FLNG facility



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## Mega-projects Under Way, Onshore



- Khurais, Mazajili and Abu Jifan production centers expansion Saudi Aramco, Saudi Arabia (Pictured: Khurais Field Development Project)



- Socar & Turcas Aegean Rafineri – Turkey (Vision 2023)
- Jazan Refinery Pckgs 1&2, Saudi Aramco, Saudi Arabia
- Al-Zour New Refinery Project (NRP) Pckgs 4 & 5, KNPC, Kuwait



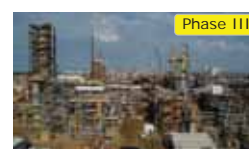
- Chevron, LNG Loading Jetty Gorgon - Australia



- Fertilizer Complex Dangote Fertilizer Ltd., Nigeria
- EPDM Rubber Plant Versalis, Italy



- Shedgum-Yanbu Pipeline, Saudi Aramco, Saudi Arabia
- South Caucasus Pipeline, Azerbaijan – Georgia
- Pipeline El Encino, Mexico
- Water Pipeline System - Chile



- CNRL Horizon Secondary Upgrader, Phases II and III - Canada (Picture of CNRL – Phase I)



- Southern Swamp Associated Gas Solution SPDC Nigeria

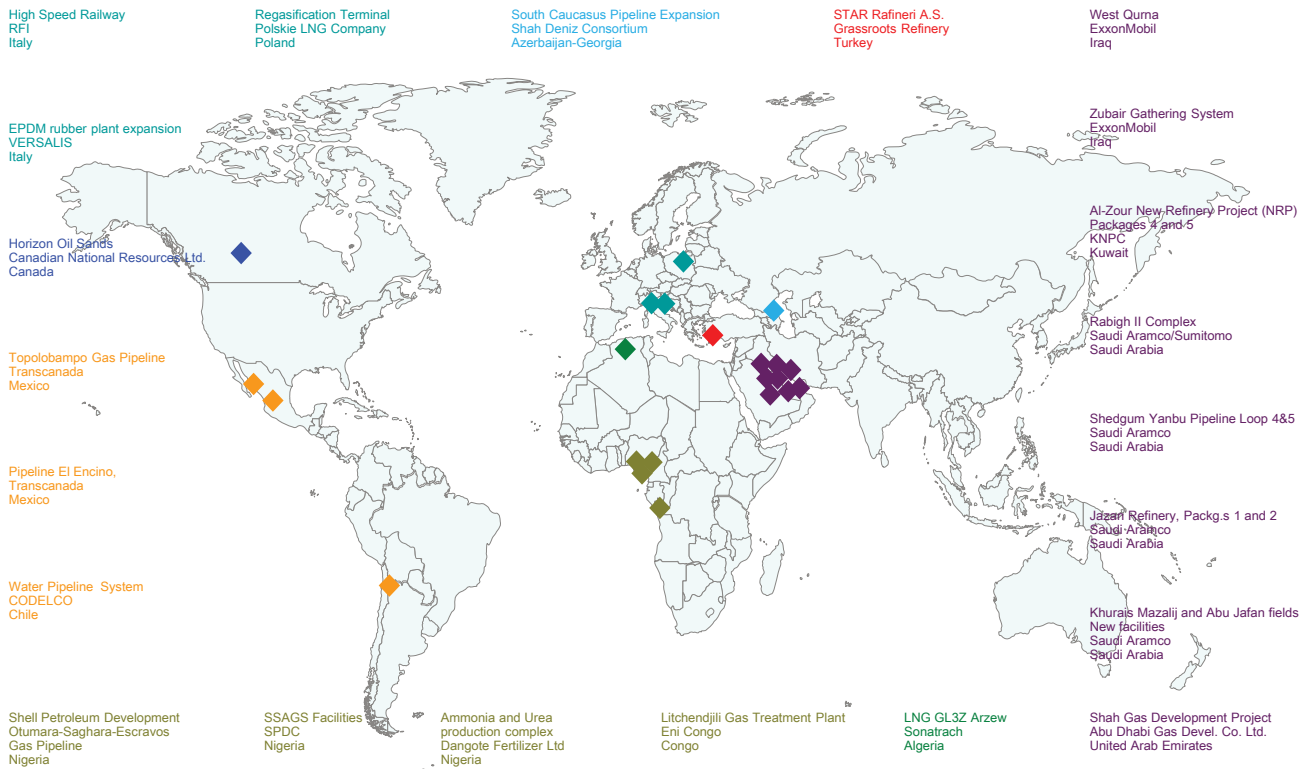


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# Major EPC Projects Under Way, Onshore



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# Mega-projects Under Way, Offshore and Floaters



- Two FPSOs for Kaombo - Field Dev. Project, Block 32 Total, Angola



Petrobras, Brazil Pre-salt Projects

- Lula Norte, Lula Sul, and Lula Extremo Sul Pipelines and Riser Systems
- Sapinhoa Norte and Cernambi Sul
- Guara & Lula NE Export Pipelines-Brazil (Pictured)
- P55 – Brazil (Pictured)

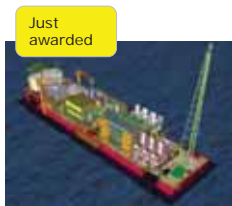


Egina Field Development, Total, Nigeria



Recently awarded

Shah Deniz Stage 2, BP Exploration, Azerbaijan



Just awarded

- FPU for Jangkrik Complex Project Dev. Eni M.B., Indonesia



Onshore-Offshore Project

Castoro Otto

- Al Wasit Gas Program Saudi Arabia
- New offshore structures (Part of Long Term Agreement) Saudi Arabia



Long-distance Offshore Pipelines

- Ichthys Gas Export Pipeline Australia



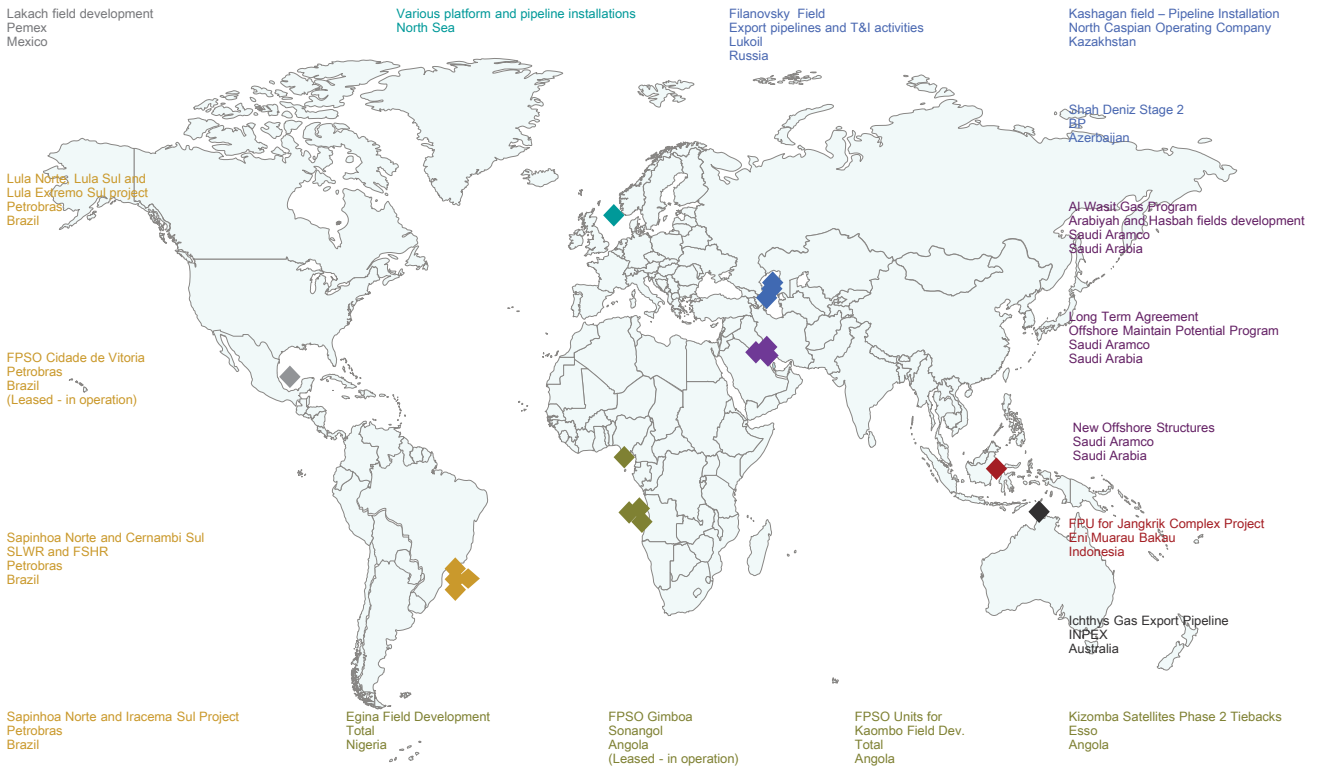
First Deepwater Field Developed in the South China Sea

- Liwan 3-1 Field - China (Picture of the Saipem FDS 2 vessel that will perform the offshore activities)



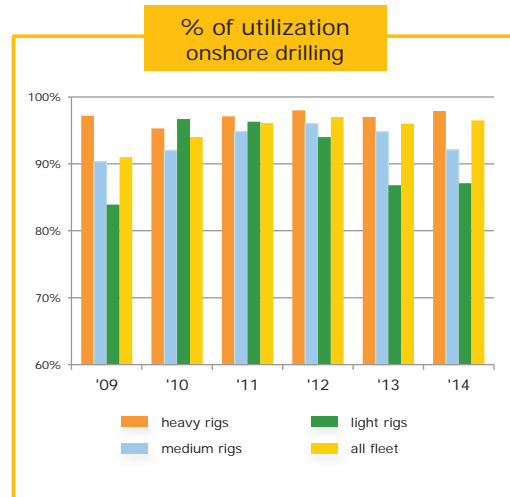
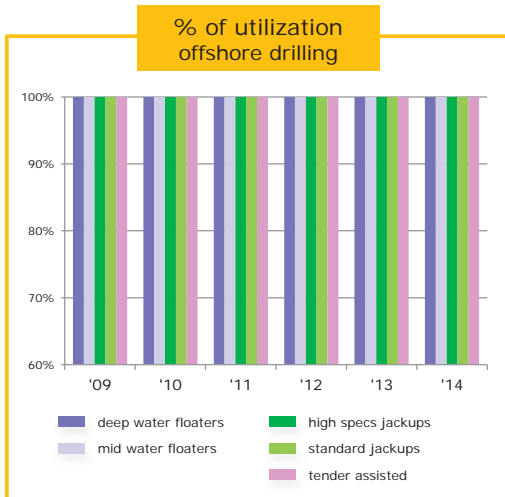
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# Major EPIC and T&I Projects Under Way, Offshore and Floaters



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## Saipem Drilling Business Unit: Key Utilization Data



→ Utilization rate significantly higher than the average of competitors



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# Saipem Offshore Drilling Fleet Deployment (July 2015)



# Saipem Onshore Drilling Rigs Deployment (June 2015)







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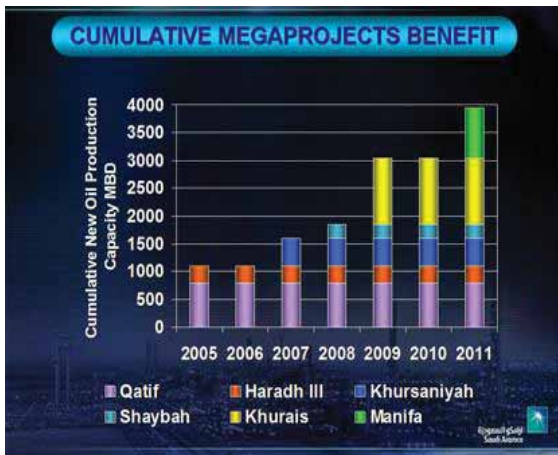
Strategy and Major Projects Under Way

Key Achievements and Activities



## Mega Oil Projects Upstream

Saudi Aramco, K.S.A.



Source: Saudi Aramco (2007)

- Flagship projects to bring huge new gas and oil production capacity on stream quickly
- Individual project values: > 2 bn \$ each  
Last years total awards: > 12 bn \$
- New "Convertible" contract structures:  

FEED (Cost-plus)	➔	EPC (Lump Sum)
---------------------	---	-------------------

With pre-agreed formulae
- Khurais Oil Field: Saipem awarded 60% of total investment



Qatif Central Producing Facilities



Khursaniyah Processing Facilities



Khurais WIPS



Qurayyah Sea Water Treatment



Khurais Utilities Package



Manifa Central Processing Facilities





# Other Recent Large Oil & Gas Production Project Awards

- Khurais, Mazajili and Abu Jifan production centers expansion Saudi Aramco, Saudi Arabia

(Pictured: Khurais Field Development Project)

Recently awarded



- SPDC, Delta State, Nigeria Southern Swamp Associated Gas Solution

In progress



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# Floating Oil and Gas Production



Latest Award

FPU for Jangkrik Complex Project  
Eni Muara Bakau  
Indonesia

- Designed and completed:
  - 9 new built floating production systems, including 3 large scale projects with storage capacity exceeding 2 million barrels of oil
  - 6 converted FPSOs under Lease & Operate contracts (3 in operation)
- Continuously developing new concepts and top quality engineering services, including the design of more than 20 semisubmersible units.



Two FPSOs for Kaombo  
Field Development Project,  
Total, Angola



Latest Award



Total, Dalia FPSO, Angola



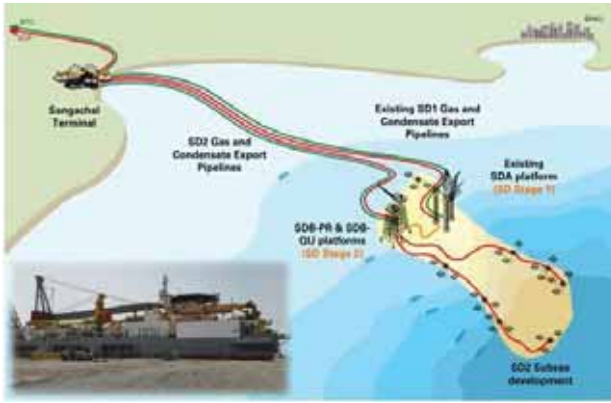
ExxonMobil, Erha FPSO, Nigeria



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# Complex Integrated Offshore Fixed Facilities



BP, Shah Deniz Field (general layout), Azerbaijan

- Completed more than 100 offshore EPIC projects over the last ten years, including several challenging large-scale integrated complexes
- EPIC flagship projects:
  - Bahr Essalam Full Field Development: Gathering sealines, export trunklines, subsea production system, production platform
  - Al Wasit Field Development: Complete system, including 12 wellheads, 2 tie-in and 1 injection platforms, 200 km export trunkline offshore, 120 km onshore pipeline, service pipelines and sealines, marine works
  - Shah Deniz Stage 2: T&I of jackets, topsides and subsea production systems and subsea structures; laying of over 360 km of pipelines; diving support services; upgrading of main installation vessels

Close to completion

Latest Award



South Oil Company, Iraq Crude Oil Export Expansion Project, Phase 2  
(Picture of Castoro otto installing similar platform)



Saudi Aramco, Saudi Arabia, Al Wasit Gas Program



Agip Gas B.V., Libya Bahr Essalam Full Field Development



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# Platforms Installation



Saipem 7000 installing platform accommodation module



Sakhalin Island, Russia, integrated deck floatover installation

- Installed 2.5 million tons of offshore structures
- Heaviest lift record: 12,100 t integrated deck
- Floatover and heavy lift techniques



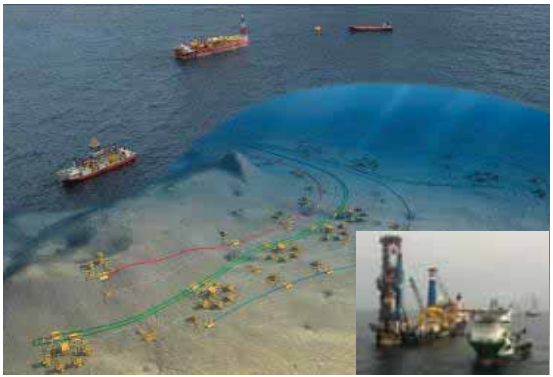
Jacket launch



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# Subsea Deepwater Field Development

Under Execution



Elf Petroleum Nigeria, Usan, Nigeria  
EPCI of subsea system connecting 42 wellheads to FPSO, with export sealines



Egina Field Development - Nigeria

First Subsea Development of this Type in Russia (\*)



Gazprom, Sakhalin 3, Russia  
(\*) Not deepwater

Currently Under Execution



Burullus Gas Company, West Delta Deep Marine Project, Egypt  
(Picture of Saipem FDS operations in Egyptian waters)

- Designed and executed more than 20 major deepwater systems in the last ten years
- Numerous high technology proprietary solutions available for risers and flowlines
- Under way:
  - Egina Field Development, for Total Upstream Nigeria Ltd. EPIC Contract for Umbilicals, Flowlines and Riser System
  - Sapinhoa Norte and Cernambi Sul Project for Petrobras EPIC contract for Steel Lazy Wave Riser and Free Standing Hybrid Riser for the gas export systems



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# Sonsub Remote Subsea Technologies



Deepwater sealine repair system

- Full service deepwater intervention capabilities:
  - Construction Services
  - Diverless Tie-in and Pipeline Repair Systems
  - Diving Operations
  - Specialist Tooling & Engineering
  - Survey & Positioning Services
  - Dedicated fleet of 11 Construction Support Vessels and Several ROVs
- More than 200 subsea inspection, maintenance, repair and support services completed world-wide in the last 20 years
- Deepest recovery operation of oil from tanker at 3,850 m water depth (Repsol, Prestige)



Bar Protector  
Dive support and construction vessel



Innovator 250  
Heavy duty ROV



Repsol, Spain, Prestige  
Deepwater oil recovery



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# Refining and Heavy Oils Conversion



CNRL - Canada

- World-wide track record
  - 37 grass-roots refineries
- In the last decade, emphasis on “Bottoms-of-the-Barrel” upgrading
  - 30 hydrocrackers, H-Oil and LC Finers
- Recent focus:
  - EST First Commercial Unit for Eni R&M
  - Staatsolie, Suriname, refinery expansion (modular)
  - 2 desulfurization and amine units for Pemex - Refinacion, Mexico
  - Canadian projects  
CNRL Horizon Upgrader Phases II and III - FEED and EPC
  - Reformer and Aromatics Complex for Saudi Aramco/Sumitomo - Rabigh II, Saudi Arabia
  - Aegean Refinery Project  
212,000 BPSD Grassroots Refinery Aliaga, Turkey
  - Jazan IGCC Complex Saudi Aramco Saudi Arabia  
15 gasifiers, plus H<sub>2</sub>, ACR, Soot Ash Removal, Sulfur Recovery and other units
  - Al-Zour New Refinery Project (NRP) for KNPC Packages 4 and 5, Kuwait

In Execution

In Execution

In Execution

In Execution

In Execution



Eni - EST Sannazzaro Refinery

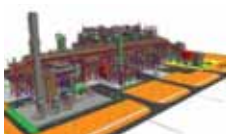


Staatsolie Maatschappij Suriname N.V.

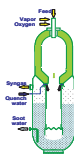


## IGCC-Integrated Gasification with Combined Cycle

- Designed and built the two world largest IGCC plants On stream
  - Significant interrelationships EPC/Project Financing requirements
  - Integration of many technologies and proprietary equipment
  - Contributed to technology optimization and development (E.g. Reactor redesign)
- GE (then Texaco) and Shell technologies
- Designing and building the world largest gasification project Saudi Aramco Jazan IGCC Latest Award
  - 15 gasifiers, plus H<sub>2</sub>, ACR, Soot Ash Removal, Sulfur Recovery and other units for new grassroots refinery in Jazan, KSA



View of a typical Sulphur Recovery Unit



ISAB, Priolo - Italy



Sarlux, Sarroch - Italy



Eni R&M Sannazzaro - Italy

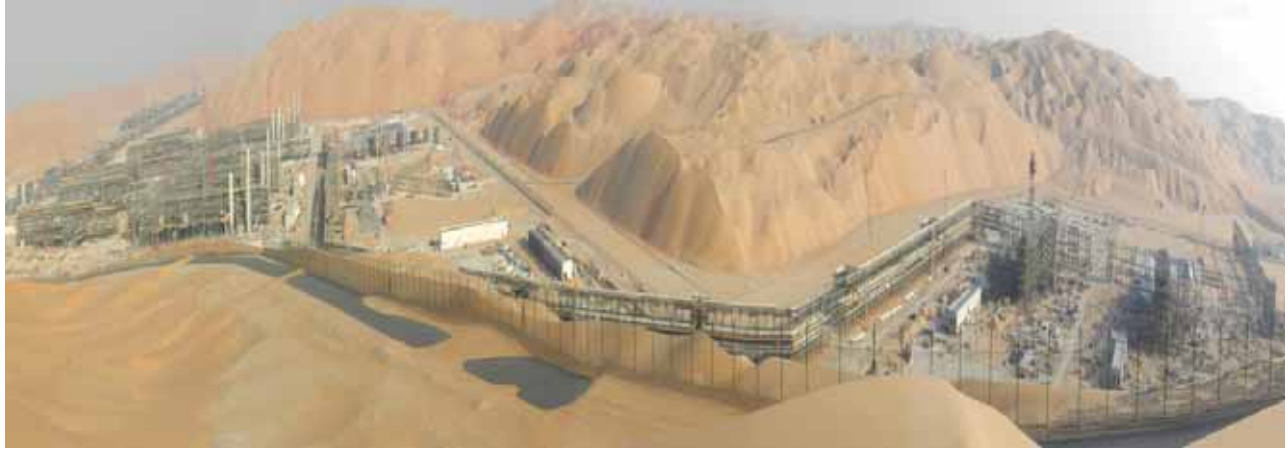




# Gas to Market Processing

- 20 Integrated Natural Gas Complexes
- Designed and built > 200 process units
- Individual project values > 1 bn \$

Abu Dhabi Gas Development Co.  
Shah Gas Development Program  
EPC Packages 2, 3, 5



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# Gas to Market Onshore Transportation Systems - Pipelines



Hawiyah Gas Pipeline System  
Saudi Arabia



Kashagan - Caspian Sea

- Leading global E&C contractor for oil and gas pipelines
- Over 60,000 km of gas pipelines > 90 compressor stations (~3,000 MW)
- 30,000 km of oil & product pipelines 40 pumping stations (~2,100 MW)
- 1,400 km of water pipelines 11 Pumping Stations (~130 MW)
- Topolobampo Gas Pipeline Transcanada Mexico In Construction
- South Caucasus Pipeline Azerbaijan – Georgia, Shas Deniz Consortium Latest Award
- Water Pipeline System 160 km, reaching heights of 3,000 metres CODELCO, Chile Latest Award



BS 160 - Kuwait  
BS 171 - Kuwait



Alinta - Australia



NAOC GTS4 - Nigeria



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# Gas to Market

## Offshore Pipeline Systems

Completed ahead of schedule in April 2012



Nord Stream Gas Pipeline – Baltic Sea  
1224 Km, 48"



Castoro 6  
On duty for Nord Stream



Saipem 7000



Installation underway

• Inpex - Ichthys LNG Project - Australia  
(Picture of Castorone vessel that will perform the offshore activities)

- Leader in deepwater and shallow water pipelaying: laid over 35,000 km of sealines
- Designed and laid the most challenging offshore pipelines since the 70s
- Numerous complex mega-projects under way in Brazil, Australia etc.
- New state-of-the-art, high productivity Castorone pipelaying vessel for very large diameter pipes in sub-arctic conditions and in deep waters



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## Flagship Integrated Mega-project: Kashagan Experimental Program



Kashagan Field



- Major offshore and onshore integrated project for the production of crude oil and associated gas:
  - Offshore artificial islands for drilling, process and utility facilities
  - Oil and gas export system
  - New onshore processing facility
- Saipem's scope:
  - EPCI of trunklines and production flowlines
  - Transportation & installation of piles, flares and modular units
  - Fabrication of structures
  - Hook-up and commissioning
  - Drilling of multiple wells from artificial islands
- Developed locally purpose-built construction fleet and unique tailor-made pipelaying techniques and equipment
- Two 95 kilometer pipelines, connecting D island in the Caspian Sea to the Karabatan onshore plant in Kazakhstan

Latest Award



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# Flagship Pipeline Integrated Mega-project: Sakhalin II



- Client: Sakhalin Energy Investment Co. (SEIC)
- Saipem main contractor - multibillion EPC contracts
- Oil & gas twin 780 km land pipeline system
  - Oil: 24"      Gas: 48"
  - > 80 MM construction man-hours
  - Driven > 150 MMkm
- Built over 5,000 km of temporary access roads
- Several segments of sealines and subsea power and communication cables
- Offshore transportation and installation of two massive integrated platform decks
- Very challenging logistics:
  - Remote and inhospitable terrain
  - T < -45°C, frost
  - Snow storms
  - Mountains, slopes >15°
- Start-up Dec. 2008



Shell CEO 2008 Safety Award



For Sakhalin II, Saipem was awarded the prize "2008 Best Environmental Project" by the Ministry of Ecology and Natural Resources of the Russian Federation.



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## Gas to Market

### LNG – NG Liquefaction

- 1<sup>st</sup> multi-billion \$ contract as Main Contractor to design and execute a world class 4.7 MTPA LNG project
- To date, designed and built 9 other LNG trains, 35 MTPA total capacity
- Several FEED and pre-EPC projects under way for major new projects in Canada, Mozambique etc.
- Major synergies with Saipem's long-standing experience and capabilities in **marine works** and **LNG tankage**

Completing start-up



Arzew - LNG GL3Z - Algeria



RasGas, Ras Laffan - Qatar EPC Trains 3+5



NLNG, Bonny Island - Nigeria, Trains 1+6 EPC / Train 7 Plus



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# Gas to Market

## LNG Import / Storage / Regasification



Canaport LNG - Canada

- Extensive proprietary technology and expertise
- Designed and built:
  - 12 world scale LNG terminals
  - More than 40 LNG tanks
- Pioneer in new technologies for treatment, storage, handling of liquefied gas



LNG Import Terminal Zeebrugge - Belgium



LNG Import Terminal Chengtougiao, Guangdong - China



Fos Cavaou Marseille - France



Polskie LNG Terminal Swinoujcie - Poland

Close to Completion



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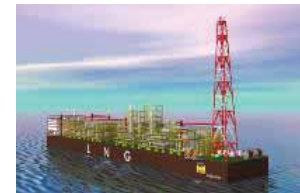
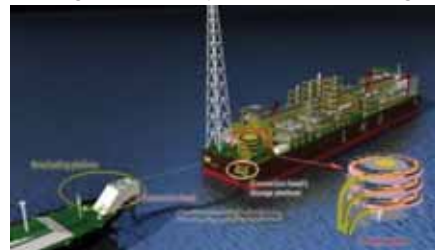
## Floating LNG – Regasification and Liquefaction



OLT, FSRU Toscana, Italy

- First FSRU worldwide positioned offshore
- Combining onshore and offshore engineering and construction competencies with the emerging conversion / new built floating LNG market
- Several designs and FEED studies developed and under way
- Significant R&D effort way

Floating Hose Development with Trelleborg



Petrobras, LNG FPSO, FEED



Azure, Deepwater LNG FPSO for mild environments, Joint Industry Project



Broadwater FSRU, USA, pre-FEED and ITT preparation



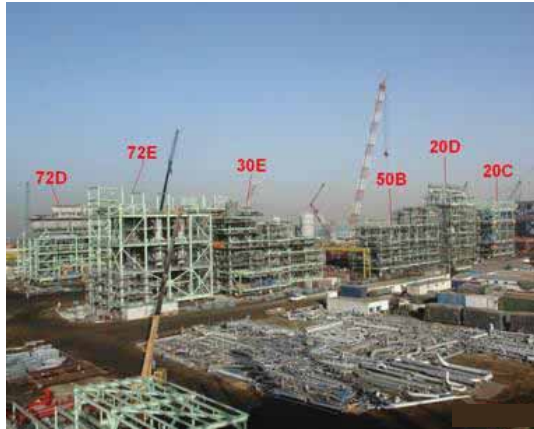
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# Gas to Market

## Gas-to-Liquids



Modules Fabrication in Abu Dhabi

### Chevron Nigeria Ltd. - Escravos, Nigeria

One of three world scale GTL projects (34,000 bpsd)

- Sasol process to produce premium diesel from natural gas
- ATR - New Syngas production technology from Haldor Topsoe
- Multibillion \$ contract, in JV with KBR



Single module



Module loading



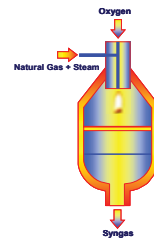
Modules shipment



GTL site - Nigeria



GTL site - Nigeria



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# Gas to Market

## Ammonia – Urea Complexes



Ammonia 2,194 t/d  
Urea 3,835 t/d

Engro Chemical Pakistan Ltd.  
Daharki - Pakistan

- Snamprogetti™ Urea Technology:  
More than 130 licenses world-wide
- Designed and built more than 30 large Ammonia/Urea complexes
- World largest complex in operation (2 trains): >5,000 t/d Urea
- World largest single train complexes: 3,850 t/d Urea  
3 on stream  
2 in design and construction  
3 in design preparation
- 'Jumbo' single train - ready! >5,000 t/d Urea



Qafco-5 - Qatar

Ammonia 2 x 2,300 t/d  
Urea 3,850 t/d



Dangote Complex,  
Nigeria

Ammonia 2 x 2,200 t/d  
Urea 2 x 3,850 t/d



Omifco - Oman

Ammonia 2 x 1,750 t/d  
Urea 2 x 2,530 t/d



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# Petrochemicals



Ethylene (520,000 t/y)  
LLDPE (2 x 250,000 t/y)

RIO POLIMEROS, Rio de Janeiro - Brazil

- Engineered and built most advanced petrochemical plants

5 Ethylene  
13 HD/LLDPE

10 LDPE  
3 Styrene

- Access to first class technologies

- Univation
- Dow
- ExxonMobil
- Versalis
- Lummus Global

Latest Award

- Expansion of the Ethylene Propylene Diene Monomer plant

Versalis, Ferrara, Italy



Dushanzi  
China  
Ethylene



PE, Brindisi - Italy  
UNIPOL™



Qatofin - Qatar  
LLDPE (450,000 t/y)



Petrochina  
Dushanzi Petrochemical Co.  
SSBR (100,000 t/y)  
SBS (80,000 t/y)



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# Power Plants



Ferrera Erbognone - Italy

- Designed and built over 10,000 MW (EPC basis)
- Natural gas and syngas, combined and single cycle, combined heat and power, waste to energy
- Italy, France, Algeria, Nigeria
- Ansaldo, GE, Alstom, Siemens turbines



Berrouaghia - Algeria



Ravenna - Italy



Dombasle - France



Okpai - Nigeria



Afam - Nigeria



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# Infrastructure

## Italian High Speed Railway System



- Milan-Bologna 182 km  
 Main Contractor for Design and Construction (Single Contract > 6 B €)  
 Inaugurated in 2008
- Milan-Verona 112 km Under Way  
 Basic and Front End designs completed EPC started on Milan-Brescia stretch
- Ruwais - Shah, Habshan (U.A.E.) 265 km  
 EPC Railway Track

One of World's Largest Railway Stayed-Cable Bridges



Milan-Bologna Po river crossing



Calatrava road bridge



Shah-Ruwais Railway track

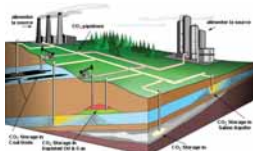


## Environment & Renewables



Groundwater Treatment Plant Porto Torres - Italy

- Business Line with core team of dedicated specialists integrated into global Saipem organization
- **Full Environmental Services Provider:**
  - Contaminated sites remediation
  - Water and waste treatment plants and management
  - Ecology, monitoring and emissions abatement
- Developing of new environmental and renewable technologies and systems



CCS programs



Site Remediation Priolo - Italy



Electrochemical Remediation Technology



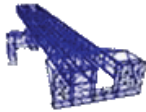
Physical Barriers at Porto Marghera - Italy





## Marine Works

- Innovative structures
- Optimization of overall facilities layout
- In-house specialist expertise:
  - Coastal Engineering
  - Structural Design
  - Hydraulic Testing
  - Foundation Engineering
  - Construction Methods
- Shore-line facilities for onshore projects
  - Jetties & Berths
  - Oil & Gas Marine Structures
  - Ports & Container Terminals
  - Breakwaters
  - Waterfront Developments
- Recent awards:
  - Ammonia/Urea jetty, Arzew, Algeria (Sonatrach)
  - LNG loading jetty, Barrow Island, Australia (Chevron)
  - Bulk unloading and loading jetty, Sohar Port, Oman
  - Tangier II Port Project, Morocco (TMSA)
  - Pointe Noire Container Quay, Republic of the Congo
  - Puerto Nuevo Export Terminal, Colombia



Guangdong LNG - China



Callao Container Terminal, Lima Peru



Costa Azul Mexico



Tangier Harbour Morocco



Melchorita LNG Peru



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## Offshore Decommissioning



- Successfully completed 7 decommissioning projects in the last decade in the North Sea, Mediterranean and Gulf of Mexico
- Flagship project example - Frigg Field Decommissioning for Total E&P Norge:

Platforms (topsides and jackets) and related subsea facilities

- Project duration: 5 years up to 2010
- Scope: engineering, preparation, removal, transportation and disposal
- 340 days of offshore activities by Saipem 7000
- Removed 85,000 tons of structures
- Over 2 million man-hours without LTIs
- Developed innovative seafastening techniques and substructure removal methods



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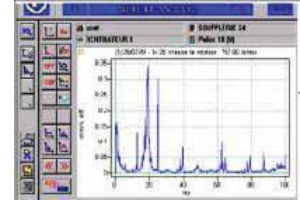
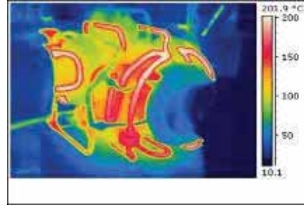


# Maintenance, Modifications & Operations

Global O&M Services around 3 main products:

## 1. Maintenance & Inspection Engineering

- CMMS, Assets register, RCM, RBI
- Spare parts management
- Training services
- Special studies



## 2. Operations & Maintenance Long-Term Contracts

- Technical expertise
- QHSE continuous improvement plans
- On-the-job training programs
- Local content and nationalization



## 3. Modifications & Turnaround Projects

- Project management
- Engineering & procurement services
- Fabrication support from local yards
- Installation capabilities



Leverage on continuing in-country local presence



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