



GENERAL PRESENTATION

The Saipem Group in Saudi Arabia

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Daniele Quintarelli - KSA Onshore Manager

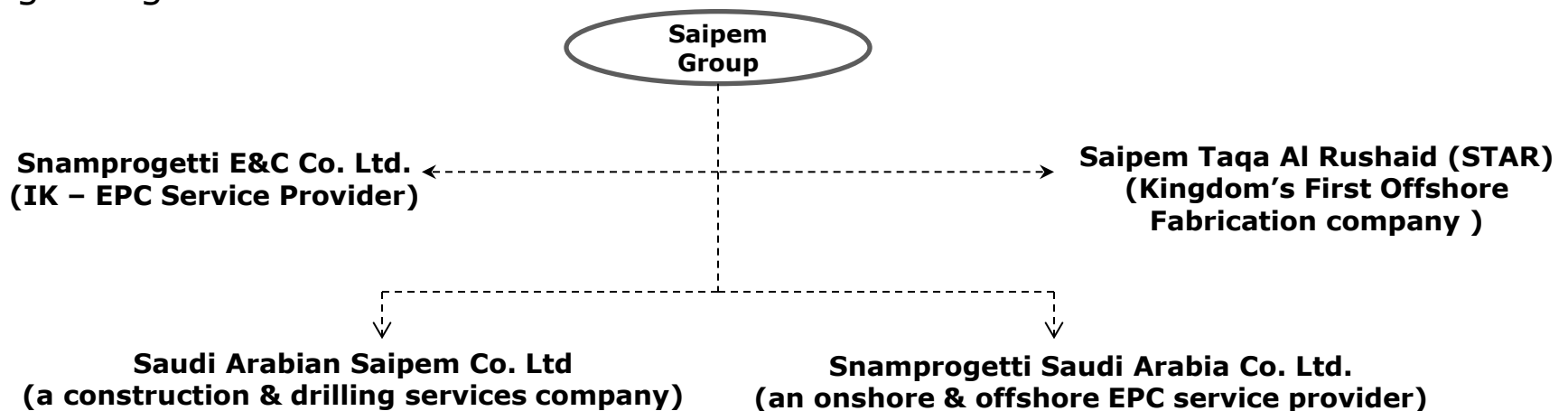


SAIPEM'S PRESENCE IN KSA



Saipem's Local Presence

The Saipem Group has three local companies in Saudi Arabia and is a stakeholder in Saudi Arabia's first fabrication company for the offshore oil and gas segment.



42 YEARS OF PARTNERSHIP



General

The Saipem Group has been present in Saudi Arabia for more than 40 years, offering services in the Oil & Gas, Petrochemical and Infrastructure sectors.

Over the years Saipem has performed various key projects in Saudi Arabia for Major clients like Saudi Aramco, SWCC, SABIC Affiliates and is well positioned to offer unparalleled EPC execution expertise to Saudi Arabia's booming Oil, Gas, Petrochemical Power and Infrastructure projects.

Service	N° projects
Main Contractor Engineering, Procurement and Construction Services	38
Pipeline (onshore/offshore)	26
Successfully completed drilling in Saudi Arabia while maintaining an average performance efficiency above 98%.	886 wells 303 work over wells

Total No of Projects Executed in Saudi Arabia



JSDP - Pkg 8
Airport Fall



SAFCO V



Saudi Aramco
Manifa Central
Processing Facilities
S. Arabia



Qatif
Central Producing
Facilities



Khursaniyah
Processing
Facilities
S. Arabia



Khurais WIPS



Qurayyah Sea
Water Treatment



Khurais Utilities
Package

A few of the recently executed
Mega Projects

Overview

Office and Operational Base



- Saipem has the following facilities at Khobar - Dammam Area
- Facilities at Khobar - Dammam Area
 - Management Offices Al Thuraya Tower King Saud Road, Al Doha (Sport City Highway) Dhahran City
- Project operations are managed at the following locations:
 - Drilling & Construction Management Facility at Dammam Area 91



Total area	sq.m	307,559
Accommodation area (For 1088 Persons)	sq.m	61,887
Offices area (For 200 Persons)	sq.m	7,448
Warehousing covered area	sq.m	6,000
Storage Yard & Maintenance facility	sq.m	232,224



- Offshore Fabrication Facility at Dammam Port

Overall area	sq.m	383,946
Overall office area	sq.m	7,687
Overall fabrication area	sq.m	290,204
Utilities and services area	sq.m	86,055

Distance to closest international airport km 20

- And specific Project site offices at their respective locations.



Highlights



Manpower *approx. 9000 resources excluding subcontractors/agency personnel

Description	Manpower	Breakdown of Current Manpower by Region		
		International	Western	Saudi
Snamprogetti Saudi Arabia Co. Ltd.	8900	72%	6%	22%
Saudi Arabian Saipem Co. Ltd.				
Snamprogetti Engineering & Contracting Co. Ltd.				
Saipem Taqa Al-Rushaid Fabricators Co. Ltd. (STAR)				



Highlights

The Saipem Group in Saudi Arabia - Economics

- Revenues (year 2016) : 2 Billion USD (approx.)
- Value of Ongoing Contracts : 7.5 Billion USD (approx.)
(Onshore + Offshore + Drilling)



Projects Under Execution

E&C Onshore



S.No.	Project	Client	SOW	Project Completion
1.	Hawiyah Gas Plant (HGP) Expansion	Saudi Aramco	EPC	2021
2.	RABIGH II - Utilities and Offsite Project Package	PetroRabigh	EPC	2018
3.	Khurais Area Facilities Expansion and Satellite GOSP	Saudi Aramco	EPC	2018
4.	Complete Shedgum -Yanbu Pipeline Loop 4 & 5 32" x 585 km pipeline	Saudi Aramco	EPC	2018
5.	Jazan Integrated Gasification Combined Cycle - Package 1 Gasification Block	Saudi Aramco	EPC	2018
6.	Jazan Integrated Gasification Combined Cycle - Package 2 Sulfur Recovery Unit	Saudi Aramco	EPC	2018

Projects Under Execution

E&C Offshore



S.No.	Project	Client	SOW	Project Completion
	Long Term Agreement for Offshore Ongoing Projects:	Saudi Aramco	EPCI	2021
1.	Manifa Water Injection System Upgrade	Saudi Aramco	EPCI	2019
2.	19 Jackets in Safanya, Marjan, Hasbah, Zuluf & Berri	Saudi Aramco	EPCI	2018
3.	Safaniya 10 Slipover Jackets, 9 Slipover Decks, Pipelines, And Cables Associated to Safaniya.	Saudi Aramco	EPCI	2019
4.	7 SSS Platform Decks, Pipelines, and Cables associated with the Zuluf and Marjan Fields	Saudi Aramco	EPCI	2018
5.	2 Jackets and 2 Decks with the associated facilities in the Abu Safah field	Saudi Aramco	EPCI	2017
6.	Karan 7, Karan 52/60 and Karan TP-1 Auxiliary platform Offshore Facilities	Saudi Aramco	EPCI	2017
7.	ARBI 20/23 - Gas Wellhead Platform, Flowline, Umbilical, Topside & Downstream Tie-In Facilities & Well Hook-Ups	Saudi Aramco	EPCI	2017
8.	EPCI replacement of control system at Zuluf GOSP1 and ESD system at GOSP 3&4	Saudi Aramco	EPCI	2017

The Saipem Group

In-Kingdom Total Value Add (KTVA) Initiatives



Saipem is committed to In-Kingdom Total Value Add initiatives launched by Aramco in the year 2015. As per the recent evaluation received from Saudi Aramco Saipem IKTVA, the score is 30%. Saipem has launched an initiative to carry out its activities by contributing to the socio-economic development of the Kingdom of Saudi Arabia with a special focus on local communities. To that end, the approach is based on the following principles:

- Creating economic value by directly employing local residents;
- Contributing to local economic growth by promoting the use of local suppliers and subcontractors;
- Creating economic benefits, in terms of know-how and competencies among local employees, which can increase their value in the labour market by giving them training;
- Creating economic benefits among local manufacturers and service providers, improving their technological and managerial expertise by training courses and seminars.

In addition to the above, Saipem is committed to respecting Labour and Human Rights, including the health and safety of workers.



THANK YOU