



ASSOMINERARIA

## **Equipment & Services**

***Sergio Polito***

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# Assomineraria - Organization

Assomineraria, the Italian Petroleum and Mining Industry Association, has been founded in 1917 and represents the interests of its **147** Associate Members.

Assomineraria is organized in three Sectors:

- Mining: **14** Companies.
- Hydrocarbons & Geothermal: **20** Oil & Gas Companies.
- Equipment & Services: **113** Companies.

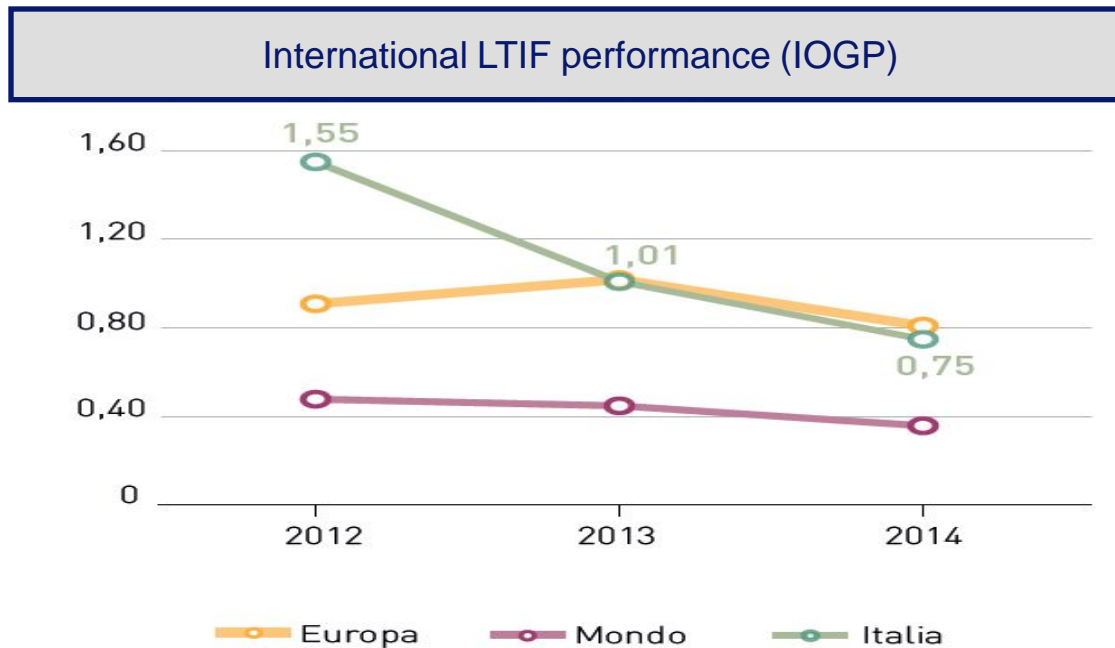
# Mission

- Promote **excellence** and **know-how**
- Develop skills (**training**)
- Promote **international development** and **cooperation**
- Compliance with **HSE**
- **Sustainability** measures and **transparency**

# Equipment & Services Companies



# Italian O&G - High performance in HSE



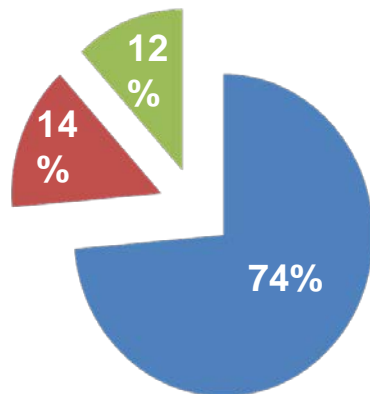
- Italian O&G registered excellent **HSE** performance, especially the low number of injuries.
- Italian O&G **LTIF** (Lost Time Injury Frequency) decreasing trend, among the best in the world.

# Strengths of Equipment & Services Companies

- **Technological innovation** to compete in the global marketplace.
- **Local content policy:** promote the development of the local market in sustainable manner.
- **Development** of technology in Oil & Gas and in other segments like Green Energy.

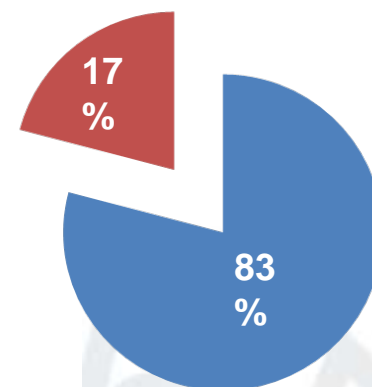
# Equipment & Services in numbers (2015) - 1

## COMPANY SIZE (%)



- Large enterprise >€50 million
- Mid-size enterprise €16-50 million
- Small business up to €15 million

## OWNERSHIP (%)



- Italian-owned
- Foreign-owned

## Equipment & Services in numbers (2015) - 2

- **TURNOVER** ~ **€18 billion**
- **EMPLOYED** ~ **90,000**
- Overall Exports of Italian Equipment and Services, including Oil&Gas, is estimated between €95 and €115 billion per year.



## Equipment & Services for training: ASSOIL School

- **ASSOIL School** training abroad for the development of local resources:
  - agreement with the University in Maputo (Mozambique) and possibility of a training center in Pemba;
  - partnership agreement with Iranian Association SIPIEM;
  - development of a project related to Mediterranean natural gas hub.
  
- **ASSOIL School in numbers (since 2011)**
  - **39** course types
  - **192** course editions
  - **2174** people trained
  - Success rate: **55%** of unemployed people attending a course

# O&G: two interconnected chains of Italian enterprises (2015)

## Plant types

**867** production wells  
**119** offshore platforms  
**91** treatment plants  
**14** storage facilities

## Investment

~ **€1.2** billion

## R&D

**€300** million

## Hydrocarbon production

- Oil: **5.5** Mtoe = **110,000** bbl/d  
- Gas: **5.6** Mtoe = **6.9b** m<sup>3</sup>

**Total Employment ~ 114.000 Jobs**

~ **10,000** jobs  
Italian projects

~ **19,000** jobs  
ancillary activities  
to Italian projects

**85,000** jobs  
E&S  
for exports



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**Thanks for the attention**