



# Who We Are and What We Do

Milano April 8 2016

Petter Johannesen Lead Account Director

# This is Aker Solutions



Employees: **15,000**

Revenue: **31.9 bn**

EBITDA: **1.8 bn**

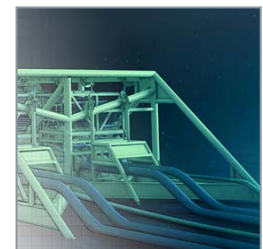
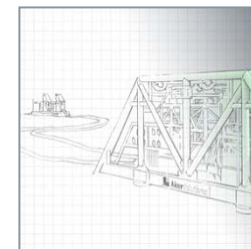
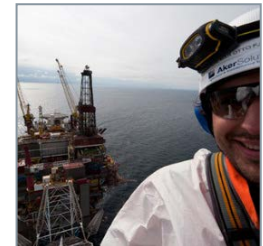
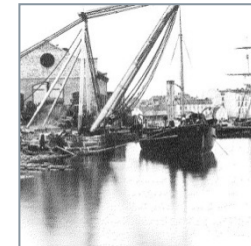
EBIT: **1.0 bn**

Market Cap: **6.8 bn**

*Revenues and profits are in NOK and are based on the preliminary annual results for 2015.*

*Market capitalization as of February 15, 2016.*

- Aker Solutions is a global provider of products, systems and services to the oil and gas industry
- Built on 175 years of industrial tradition
- Employs approximately 15,000 people in about 20 countries





# Where We Are – Global Footprint

Countries: ~20

Locations: ~50

- engineering hubs
- service bases
- manufacturing plants
- sales offices
- project management



## Angola

Luanda

## Australia

Perth

## Brazil

Curitiba  
Rio das Ostras  
Rio de Janeiro

## Brunei

Kuala Belait

## Canada

St. Johns

## China

Shenzhen

## Cyprus

Limassol

## Finland

Helsinki

## Ghana

Accra

## India

Mumbai  
Pune  
Kakinada

## Italy

Milan

## Malaysia

Kuala Lumpur  
Labuan  
Port Klang

## Norway

Bergen  
Egersund  
Fornebu  
Hammerfest  
Kristiansand  
Kristiansund

## Norway [cont.]

Moss  
Sandnessjoen  
Stavanger  
Tranby  
Tromso  
Trondheim  
Ågotnes

## Nigeria

Lagos

## Republic of the Congo

Pointe-Noire

## Russia

Moscow

## South Korea

Geoje

## Sweden

Gothenburg

## Tanzania

Dar-es-Salaam

## UK

Aberdeen  
London  
Great Yarmouth  
Hastings  
Maidenhead  
Glasgow

## USA

Houston  
Mobile

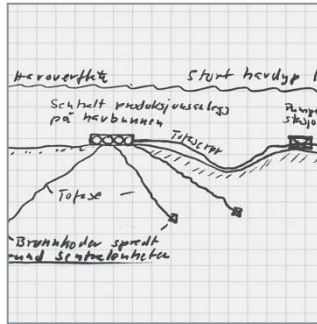
# Advanced Subsea Technology and Field Design



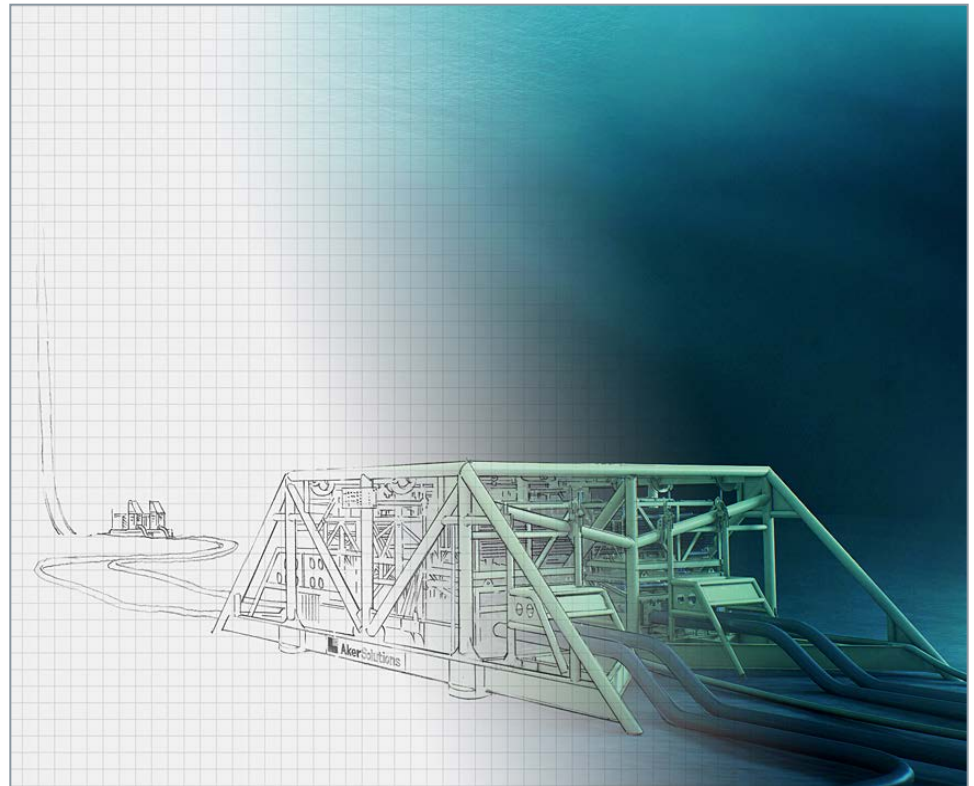
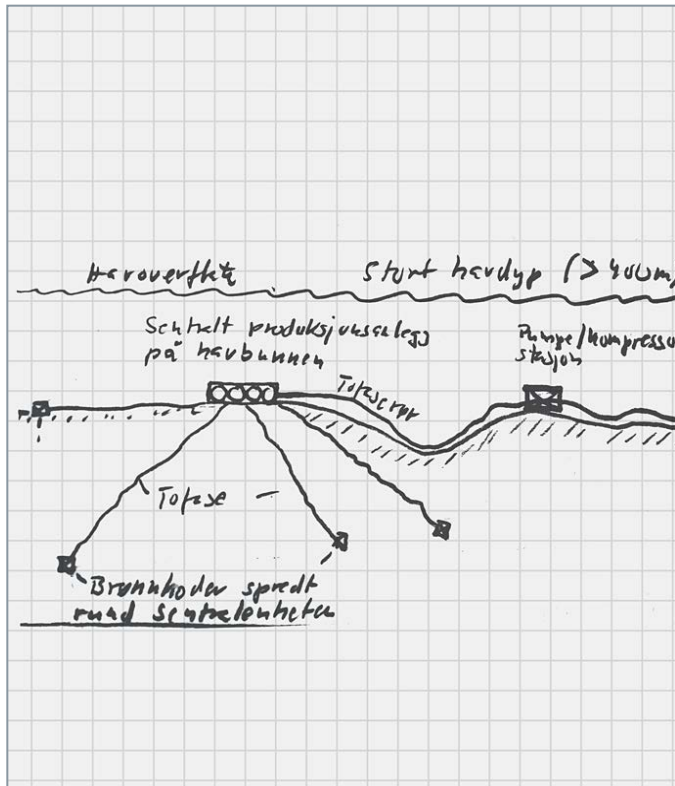
# Ingenuity Delivered

- We understand the challenge
- We apply the knowledge
- We create and use technologies
- We provide the products, systems and services that deliver the customers' solutions

**This is ingenuity delivered**



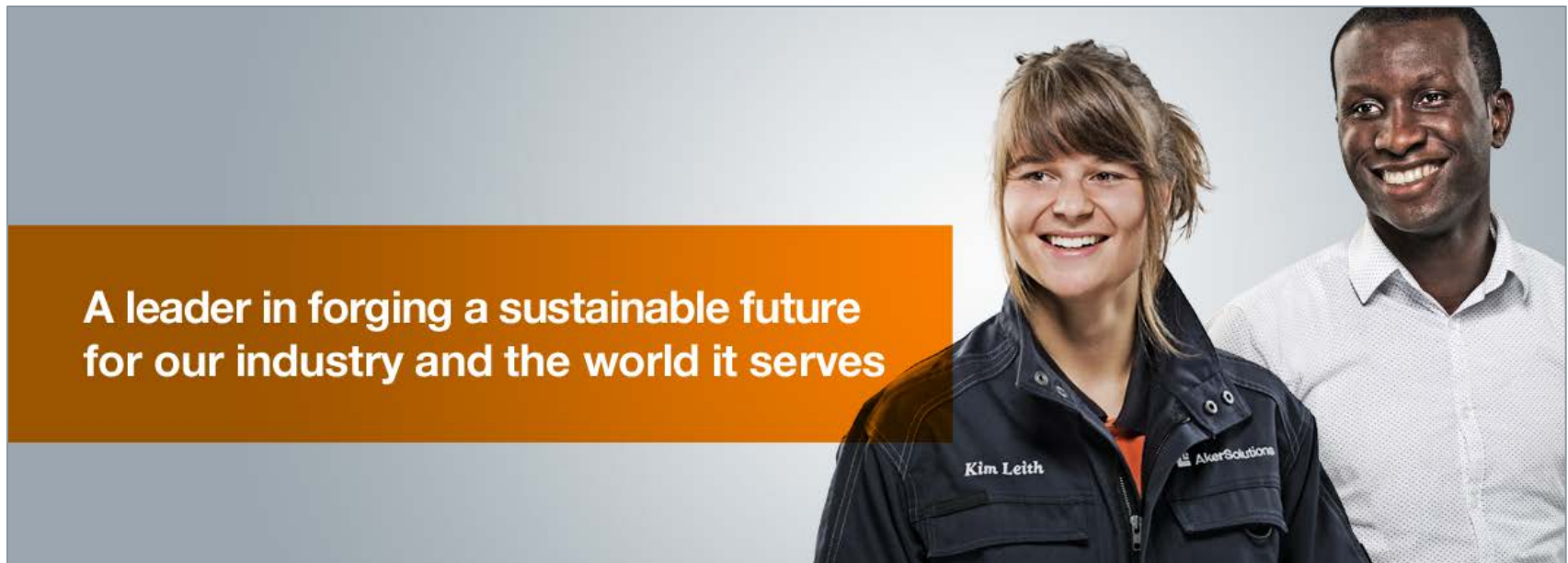
# The World's First Subsea Compression System



**In 1985** one of our engineers made a quick sketch on a napkin. At the time the technology did not exist.

**Today** that idea is reality. The ground-breaking subsea gas compression system is a world first and a technological leap.

# Our Vision



- Building on 175 years of technological and engineering excellence Aker Solutions is at the forefront in forging a sustainable future for the global energy industry and the world it serves
- A spirit of collaboration and openness is at the heart of this effort as we set new standards and solve new challenges



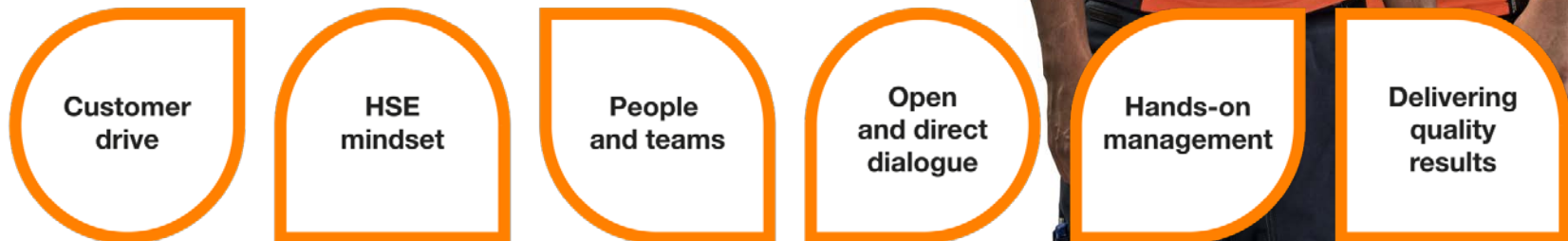
# Our Values

## Integrity is at the core of our values

- It guides how we connect with our customers and our health, safety and environment mindset
- It shapes how we develop our people and teams, promotes a companywide open and direct dialogue and encourages a hands-on management to ensure we deliver quality results



## Our Values



# This is ingenuity delivered subsea



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