



Who We Are and then with Saipem



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This is Aker Solutions



Employees: **16,000**
 Revenue: **33.0 bn**
 EBITDA: **2.7 bn**
 EBIT: **2.0 bn**
 Market Cap: **6.6 bn**

*Revenues and profits are in NOK and are based on the annual results for 2014.
 Market capitalization as of January 8, 2016.*

- Aker Solutions is a global provider of products, systems and services to the oil and gas industry
- Built on more than 170 years of industrial tradition
- Employs approximately 16,000 people in about 20 countries

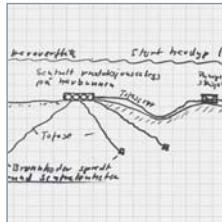


Advanced Subsea Technology and Field Design



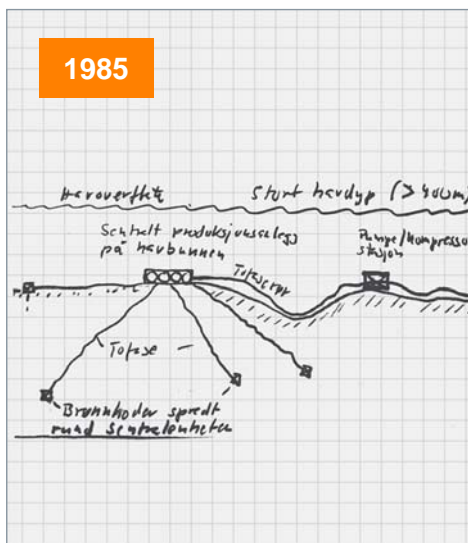
Ingenuity Delivered

- 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



1985



2015

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 more than 170 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

Where We Are – Global Footprint

Countries: ~20
Locations: ~50

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



Angola Luanda	China Shenzhen	Italy Milan	Norway [cont.] Moss Sandnessjoen Stavanger Tranby Tromso Trondheim Ågotnes	Russia Moscow	UK Aberdeen London Great Yarmouth Hastings Maidenhead Glasgow
Australia Perth	Cyprus Limassol	Malaysia Kuala Lumpur Labuan Port Klang	Norway Bergen Egersund Fornebu Hammerfest Kristiansand Kristiansund	South Korea Geoje	Sweden Gothenburg
Brazil Curitiba Rio das Ostras Rio de Janeiro	Finland Helsinki	Nigeria Lagos	Republic of the Congo Pointe-Noire	Tanzania Dar-es-Salaam	USA Houston Mobile
Brunei Kuala Belait	Ghana Accra				
Canada St. Johns	India Mumbai Pune Kakinada				

Employees | 2016



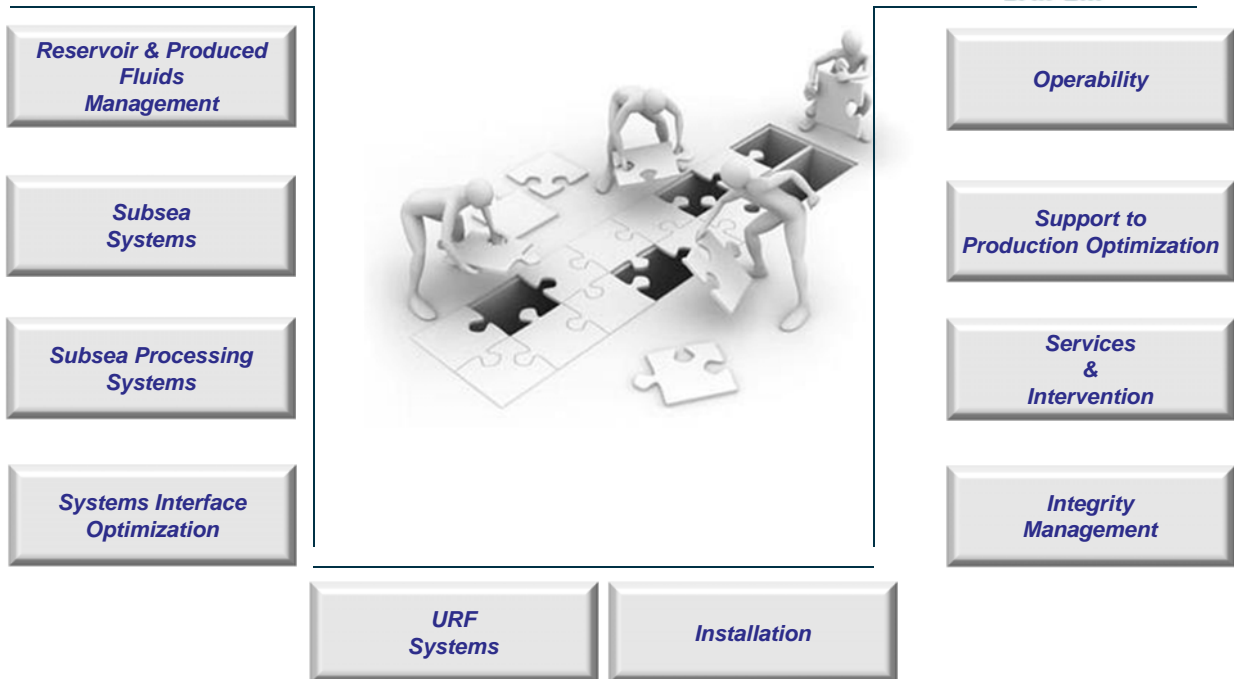
16,694

Africa 157	Asia Pacific 3,595
Brazil 1,485	North America 923
Norway 8,191	United Kingdom 2,216

Our Alliance



The Perimeter



How does it work



Evaluating SPS & SURF Scopes
Interfaces Mapping & Risks Identification
Assess Current Concepts & Designs vs
Constructability

Installability
Inspectability
Retrievability

Assess Potential for Standardization across SPS-
SURF

Assess Potential Benefits from Coordinated
Fabrication & Integration Plans

Identify Optimization of Delivery Schedule vs
Installation Schedule

By what means



- Assessing SPS & SURF Integrity Management Requirements
- Identify Condition Monitoring Req.'s for:

Riser Systems Flowline Systems SPS Equipment

- Assessing Sensing & Monitoring Technologies
- Evaluate Synergies for Intervention Tools & Equipment Standardization
- Identify Logistic Req.'s and Assess Mutual Capabilities in Geographical Regions
- Develop potential Business Models in selected Regions

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