

Creating a Competitive Supplier Industry

November/2016

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This is Aker Solutions



Employees: **13,000**

Revenue: **31.9 bn**

EBITDA: **1.8 bn**

EBIT: **1.0 bn**

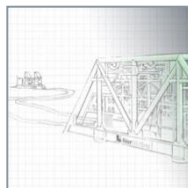
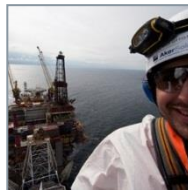
Market Cap: **9.7 bn**

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

Market capitalization as of June 30, 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 13,000 people in about 20 countries

Advanced Subsea Technology and Field Design



Uniquely positioned to **design, equip, build and maintain** the future subsea factory

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

We contribute for the market development by bringing solutions through the lifecycle of the oilfield

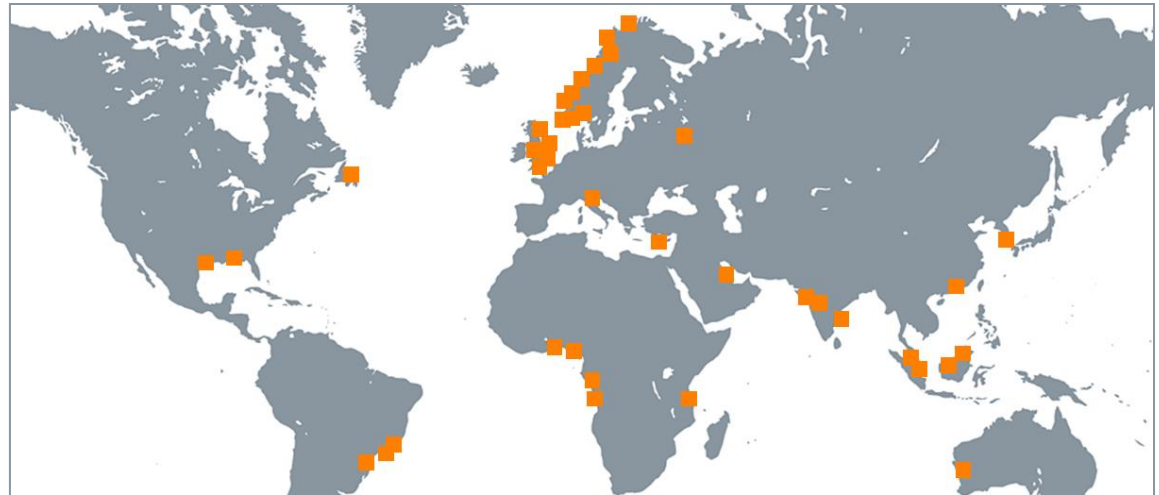


Where We Are – Global Footprint

Countries: ~20

Locations: ~50

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



Angola

Luanda

Australia

Perth

Brazil

Rio das Ostras
Rio de Janeiro
São José dos Pinhais

Brunei

Kuala Belait

Canada

St. Johns

China

Shenzhen

Cyprus

Limassol

Ghana

Accra
Takoradi

India

Kakinada
Mumbai
Pune

Italy

Milan

Malaysia

Kuala Lumpur
Labuan
Port Klang

Nigeria

Lagos

Norway

Bergen
Egersund
Fornebu
Hammerfest
Kristiansand
Kristiansund
Moss
Sandnessjoen
Stavanger
Tranby
Tromso
Trondheim
Ågotnes

Republic of the Congo

Pointe-Noire

Russia

Moscow

Saudi Arabia

Al-Khobar

South Korea

Geoje

Tanzania

Dar-es-Salaam

UK

Aberdeen
London
Great Yarmouth
Hastings
Winnersh

USA

Houston
Mobile

Aker Solutions Brazil

Aker Solutions BR

Employees: ~1,100

Locations: 3



- Capabilities: engineering and construction services, technology, products and life-of-field solutions for the oil and gas industry
- Total manufacturing capability to build subsea equipment locally
- Control Systems
- Best in class subsea manufacturing and engineering center in Curitiba
- Subsea service base in Rio das Ostras
- Sales office in Rio de Janeiro

Portfolio

Products

- Subsea Trees, Manifolds, Control Systems, PLEMs, PLETs and Pump station

Services

- Technical assistance
- Maintenance
- Control systems
- Logistics
- Preservation & Storage
- Training

Aker Solutions Experience in Brazil

- Local Content Requirement in Time +

Before 1970	1970	1978	1978	1980	1984	1995
Rio Niterói bridge designed projects and other projects with Trafalgar House	Davy builds Açominas Complex – no local presence	Davy buys 49% Sertep Engenharia in São Paulo: 60/80 staff	Start of Workshop in Curitiba Pulp & Paper 	Various steel projects: Sheffield, Clecim, Portsmouth, etc	Wins São Bento gold Project (Sertep – 250 staff) + Paulo Abib	Subsea start in Brazil Fortaleza project using Setal
1996	1997	1998	1999	2001/2002		
ISO 9001 Qualification  Accepted as Petrobras qualified supplier	First subsea tree delivered 	MH starts operations in Brazil	First Manifold delivered 	ED&S and Process Systems start operation in Brazil 		
2003	2003	2004	2007			
RDO base opened 100th & 3.000m Subsea tree delivered 	Joint ventures with ECM and Salobo project with Vale	Tie in market share 	Sale of Pulping business Skandi Santos: 10 years installation contract for AKOFS 			
2008	2009	2010	2011	2014		
Built Riser facility in RDO 45 Subsea tree contract  	Awarded Tupi pilot project First supplier of pre-salt layer 	Awarded Guará & Tupi- NE contract, for 40 subsea trees First tree exclusively designed to pre-salt	SLS Global Frame Agreement Process Systems manufactures P-58 and P-62 	Company demerger. Global focus on subsea and field layout		

The increasing local content requirement demanded solutions for a competitive supply chain



São José dos Pinhais

The New Subsea High Tech Center

The Most Modern Plant for Subsea Equipment - São José dos Pinhais

Advantages

- Modern and efficient plant globally for Subsea Equipment & Projects of 46.500m²
- 65% bigger manufacturing area - Doubling Capacity ~ 6 XMT/month with possibility for 50% further expansions
- Subsea Controls in Brazil; ISO Class 7-9 clean room Subsea Control Modules.
- SCM hyperbaric chamber (simulates 5.000m WD and allows 15KSI tests)
- Global Manufacturing Hub
- Lean manufacturing; optimized workflow conception
- Environmental friendly facilities



The New Subsea High Tech Center

Assembly & Test



Bunkers

- Calculated to resist impacts of large projectiles released with pressures up to 15.000 psi and 30.000psi

The New Subsea High Tech Center

Control Systems Manufacturing



Hyperbaric Chamber

- High pressure vessel - 5000m water depth simulation
- Inside diameter: 1.8m
- Inside length: 3.5m
- Weight : 36.500 kg
- Static load 10.000 kg
- Operation pressure: 500 bar/7,252 psi
- Max. operation pressure: 550 bar/7,977 psi

Subsea Services Base

Rio das Ostras

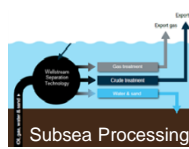
Main Characteristics

- Reference in the life of field solutions. On the offshore operations with over 200 employees servicing the main customers on the installation, workover, inspection and engineering services
- Through the existent service base of 24.900m² and central support we can deliver globally integrated subsea lifecycle services
- **Range of all Services offered:**
 - Installation and commissioning of systems
 - Rental of installation and intervention tools
 - Intervention support
 - Maintenance, repair and spares supply
 - Refurbishment and recertification
 - Customer property management, including storage and preservation
 - Operational and technical support
 - Integrated operations
 - Condition monitoring



R&D Capabilities

Engineering Competences



Test Capability - Qualification Lab



- Local Development team with a total of 130 Engineers;
- R&D fully integrated to Global Strategy;
- Local Team developing subsea processing projects;
- Future local competence development planned also to support other product lines;
- Local team currently support international programs

- Test capability for Pressures >15kpsi, Thermal cycle (-30 to 180°C), Torque and Bending (950Ton) qualifications, Torque tool for 2500Nm;
- New laboratory operating from October 2015 with 800m²

For a competitive supply chain delivery, we also need to develop critical partnerships along the value chain

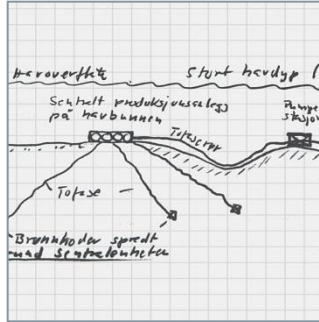


Results: Product delivery reaching up to 80% of local content (ref. XMTs)

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



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