

# SAIPEM @ ESA

"SPACE FOR GREEN GROWTH AND CLEAN ENERGY"

WORKSHOP - Cristian Scaini - Sept. 14<sup>th</sup>, 2020





# WHO WE ARE

## We are a **Global Solution Provider**.

We are leaders in engineering and drilling activities, and in the completion of great projects in the energy and infrastructure sectors.

A company with distinctive skills and competences and high-tech assets, capable of identifying and developing multiple solutions to satisfy clients' needs.

Listed on the Milan Stock Exchange, we are present in more than 70 countries worldwide and we have more than 35,000 employees of more than 120 different nationalities.

**70+**  
COUNTRIES  
WHERE  
WE OPERATE

**>35,000**  
EMPLOYEES  
  
FROM **120+**  
DIFFERENT  
NATIONALITIES



We are a “One Company”  
organized in five business divisions:

## **XSIGHT**

A global forward thinker

## **OFFSHORE E&C**

Ruling the world of the sea

## **ONSHORE E&C**

Enabling the world energy transition

## **OFFSHORE DRILLING**

Raising the standard of drilling  
operations

## **ONSHORE DRILLING**

Leading towards the safest and most  
reliable performance

# WE ARE A GLOBAL SOLUTION PROVIDER

## WE ARE A GLOBAL PLAYER IN THE ENERGY INDUSTRY AND INFRASTRUCTURE

We possess unique engineering skills with high added value for managing complex projects.

## WE OFFER TAILOR-MADE SOLUTIONS

We support our clients throughout the entire project cycle - from identifying needs to decommissioning, employing all our professional expertise to operate in the most challenging contexts.

## WE ENABLE THE ENERGY TRANSITION

We have launched the challenge in the gas production and infrastructure sector, and that of renewable energy and the creation of clean plants.

## WE HAVE A SENSE OF RESPONSIBILITY

The health and safety of people and operations, attention to environmental impact and collaboration with local stakeholders are our priorities.

# WORLDWIDE PERMANENT PRESENCE

- **ENGINEERING CENTRES**  
dedicated to research & development,  
business process management  
and information technology
- **YARDS**  
focused on prefabrication, assembling  
and erection operations of large  
and complex manufactures as offshore  
platforms, plant modules,  
subsea manifolds and components
- **OTHER MAIN SITES**  
headquarters, branches  
and subsidiaries

# OUR PILLARS



**SUSTAINABLE  
BUSINESS**



**HEALTH  
& SAFETY**



**INNOVATION**





OUR PILLARS

03 ■

## INNOVATION

Enabling the industry to meet the global energy demand in a sustainable way is the main power of our innovation.

Technology innovation has always been one of Saipem's strongest strategic pillars over the last 60 years.

Nowadays the energy industry needs to sharply renew its focus in order to cope both with immediate and future challenges which also include the achievement of global decarbonization targets.

In this framework Saipem plays the role of a global solution provider, where innovation remains a main pillar of its strategy plan.

In order to go even further and explore “unchartered territories” of disruptive innovation, we have set up a dedicated agile hub - Innovation Factory.



€ 79 MLN

INVESTED GLOBALLY IN INNOVATION IN 2019

€ 38 MLN

INVESTED IN R&D IN 2019

202

PEOPLE (as full time equivalent) WORKING IN R&D IN 2019

10

TECHNOLOGY INNOVATION CENTRES

IN 7 COUNTRIES

2,720\*

PATENTS AS OF 31 DECEMBER 2019

18

NEW PATENT APPLICATIONS SUBMITTED IN 2019

>200

TALENTS WORKED IN OUR INNOVATION FACTORY SINCE 2016 TO DELIVER OVER 20 SUCCESSFUL PROOF-OF-CONCEPTS

\*Including about 90 patent titles acquired by CO2 Solutions Inc.

# OUR VISION TOWARDS A LOW-CARBON FUTURE

*"In the next ten years, alongside gas, clean energy will represent about 60% of our portfolio."*

*Saipem will increase its presence in low CO2 emissions markets, like offshore wind, the conversion of biomasses, solar power and geothermal power. Moreover, innovative solutions will be developed in emerging areas like high altitude wind power - both onshore and offshore - and marine energies."*

*Stefano Cao, Saipem CEO*

**SUPPORTING THE SUSTAINABLE DEVELOPMENT GOALS IS  
A BUSINESS OPPORTUNITY FOR CREATING SHARED VALUE**



# OUR STRATEGY

## TAKING ACTIONS AGAINST CLIMATE CHANGE



### EXTENDING THE OFFER

TO OUR CLIENTS IN LESS CLIMATE-IMPACTING FIELDS



### BECOMING A KEY PARTNER

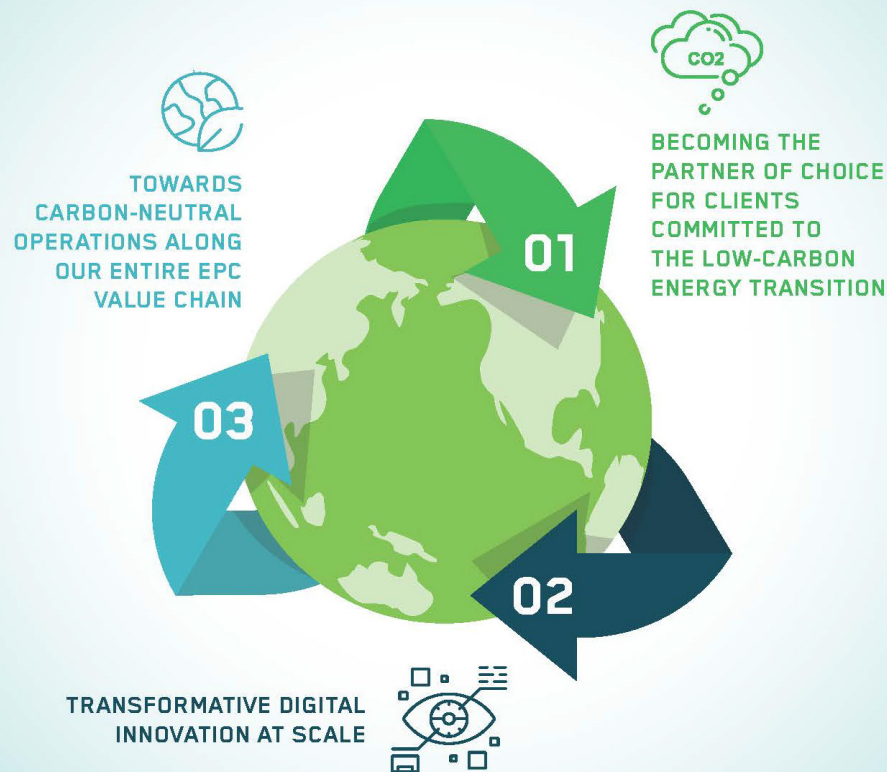
TO OUR CLIENTS IN THEIR DECARBONIZATION ACTIONS



### IMPROVING THE EFFICIENCY

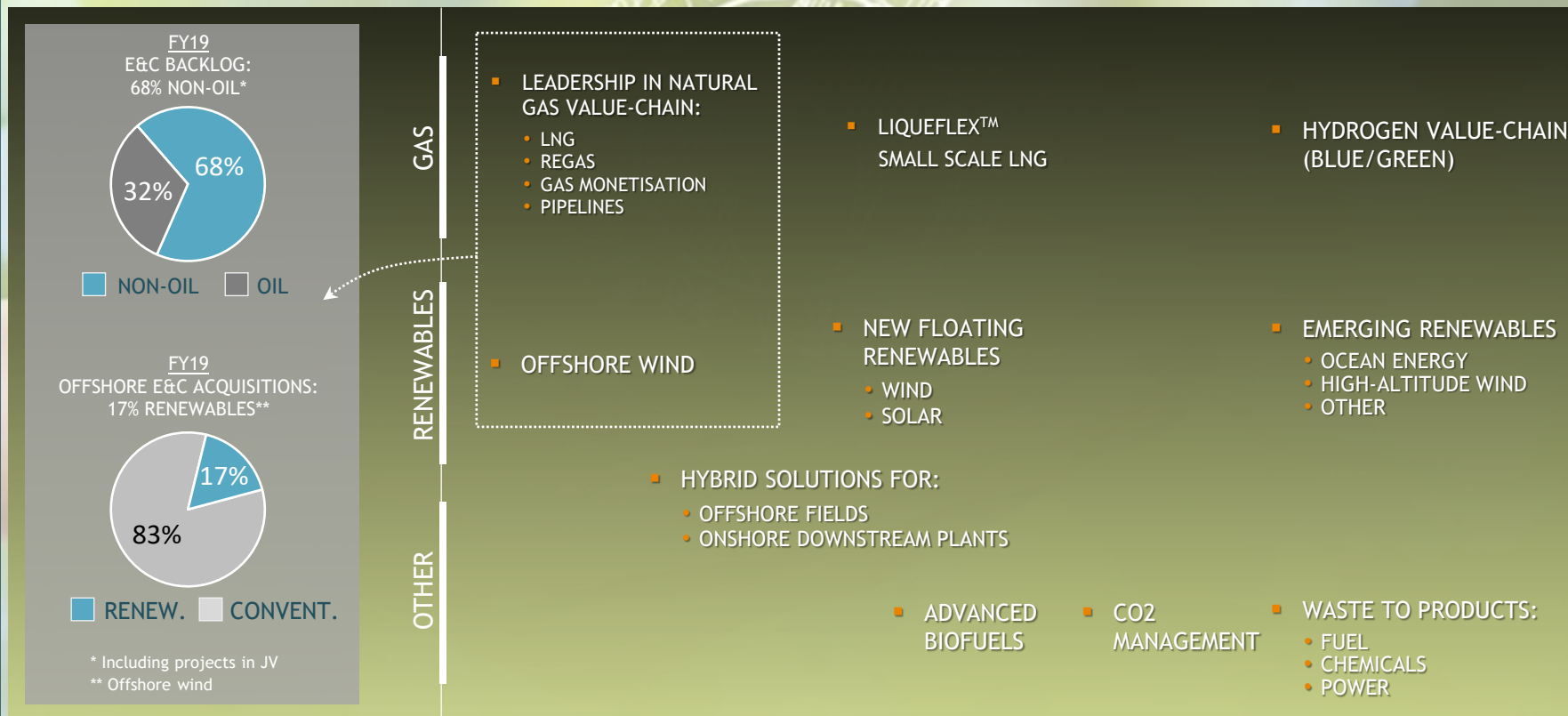
OF OUR ASSETS AND OPERATIONS TO REDUCE  
GHG EMISSIONS

## SAIPEM ONSHORE E&C DIVISION'S AMBITION FOR THE FUTURE IS THREEFOLD





# ENABLING ENERGY TRANSITION THROUGH INNOVATION



# ENABLING ENERGY TRANSITION THROUGH INNOVATION - EXAMPLES



NATURAL GAS VALUE CHAIN



CO<sub>2</sub> CAPTURE  
TECHNOLOGY

CO<sub>2</sub>  
SOLUTIONS



WASTE TO PRODUCTS:  
ITEA OXY-COMBUSTION



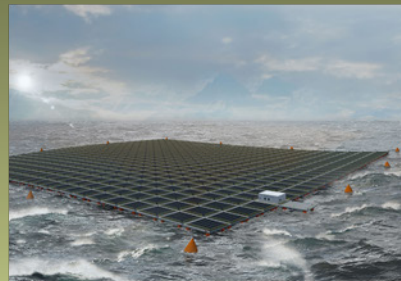
GREEN H<sub>2</sub> HUBS



HEXAFLOAT  
OFFSHORE FLOATING WIND



WINDSTREAM HYBRID  
SOLUTION FOR O&G FIELDS



OFFSHORE FLOATING  
SOLAR PV



OCEAN ENERGY  
CONVERTERS



A large offshore supply vessel, the Scarabeo 9, is shown in the water. The vessel is black with yellow and red structures. It has "scarabeo 9" and "IMO 9460423" written on its side. The vessel is positioned under a large bridge. In the background, there is a city with buildings and a hill. The water is blue.

**EXTRAORDINARY  
IS OUR CHOICE**





**SAIPEM**