



subsea 7

# **Subsea 7 Norway**

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**Sales and Marketing Director**

# Agenda

Subsea 7 Norway

What We Do

Our Assets

Market Going Forward

Closing

## Our new beginning

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A combination of Acergy and Subsea 7, two very strong subsea companies, that have come together to create a global leader in seabed-to-surface engineering, construction and services.



# Subsea 7 North Sea and Canada



## Subsea 7 Stavanger

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Subsea 7 Forus



Subsea 7 Dusavik

- Approximately 900 onshore employees in Norway
- Revenue target of 1,2 BUSD (950 MEUR) in 2012
- Target approximately 2,200 vessel days in 2012

## Other Norway Onshore Operations



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## A Global Leader

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**40+**  
vessels



**175**  
ROVs



**12,000**  
people



**1,700**  
engineers



# What we do

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Subsea Umbilicals  
Risers and Flowlines  
(SURF)



Life of Field services



Conventional



Renewables



## Why subsea?

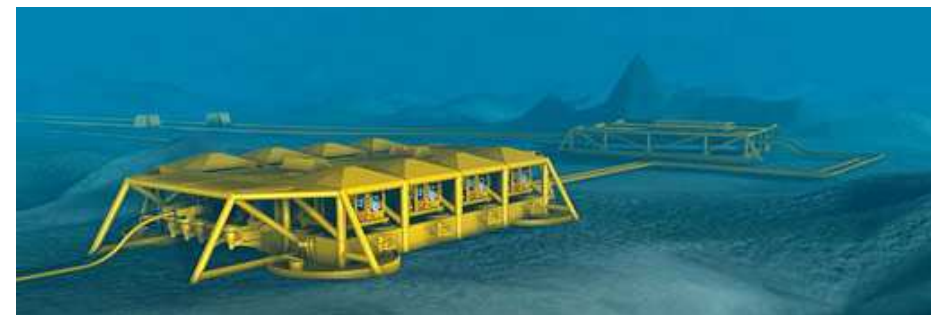
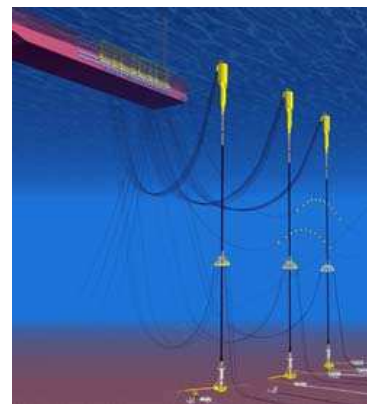
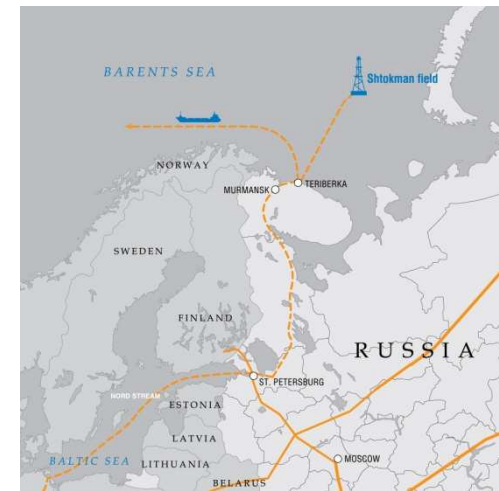
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- Deeper waters
  - Harsh climate
  - Smaller fields and spread out
  - Safety
  - Technology
  - Less conflicts with other interests
  - Cost efficient
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- Norway a clear market leader in Technology and Application



## Subsea opportunities and challenges

- Norway continues to drive technology
- "Platforms" moved to seabed
- Arctic developments dependent on this technology
- Subsea market is growing in Norway and even more globally
- Norwegian subsea expertise is attractive, capable and cost effective
- Human resources a key constraint



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## Rigid pipelay/heavy lift assets

*Seven Borealis*



*Seven Oceans*



*Seven Navica*



*Acergy Polaris*



*Acergy Antares*



*Acergy Orion*



*Sapura 3000\*\**



*Oleg Strashnov\**



*Stanislav Yudin\**



\* Operated by Seaway Heavy Lifting under JV

\*\* Operated by SapuraAcergy under JV

## Construction/vertical flexlay assets

Seven Seas



Seven Pacific



Seven Eagle



Seven Mar



Seven Phoenix



Skandi Acergy



Skandi Neptune



Skandi Seven



Normand Oceanic



Brazilian PLSV



## Construction/flexlay (horizontal) assets

Seven Sisters



Acergy Condor



Normand Seven



Kommandor 3000



Lochnagar



Subsea Viking



# LCV/LOF

Seven Viking



Acergy Legend



Acergy Petrel



Acergy Viking



Havila Subsea



Seisranger



Normand Subsea



Far Saga



Chloe Candies



Grant Candies



## Diving assets

Seven Havila



Seven Atlantic



Seven Pelican



Acergy Discovery



Acergy Harrier



Acergy Osprey



Rockwater 1



Rockwater 2



## Construction/Other assets

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*Seven Inagha\**



\*Seven Inagha is a Jack-Up Accommodation & Crane Barge for fixed platform conventional activities

*Skandi Skansen*



## Our operational facilities

### Spoolbases

Luanda Spoolbase, Angola



Port Isabel Spoolbase, USA



Ubu Spoolbase, Brazil



Vigra Spoolbase, Norway



Wick Fabrication Site, UK



### Fabrication Yards

Sonamet Lobito, Angola



Globestar, Warri, Nigeria



NigerStar 7, Nigerdock, Nigeria



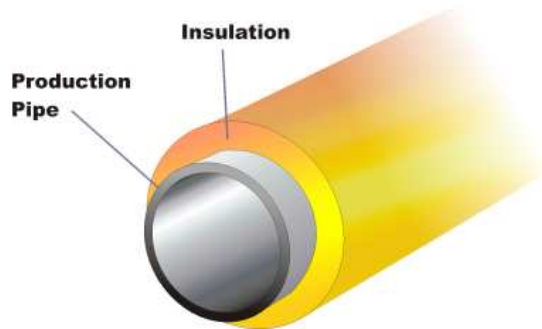
## Vigra Spool Base; North Sea Spool Base



- State of the art spool base located at Vigra (Ålesund)
- 15 permanent staff + 75-250 project personnel
- 2011 Production in excess of 200 Km "large pipes" (>7")
- In addition to pipe production for Norway, large exports, mainly to UK

# A Technology Driven Business

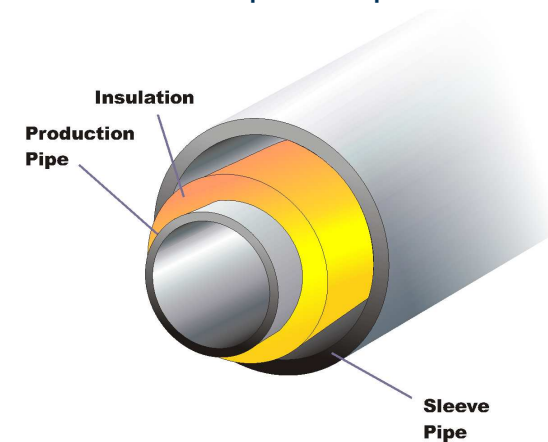
Steel Pipelines



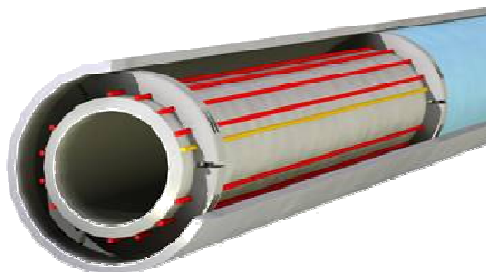
Flexible pipelines



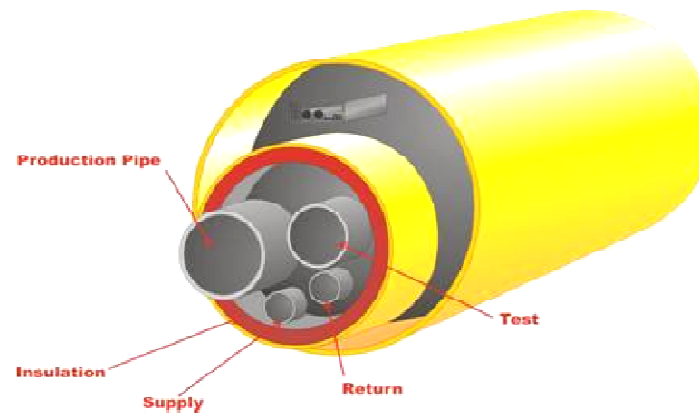
Pipe in Pipe



Heat Traced Pipe in Pipe



Bundles



Autonomous Inspection Vehicle



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Subsea 7 Norway

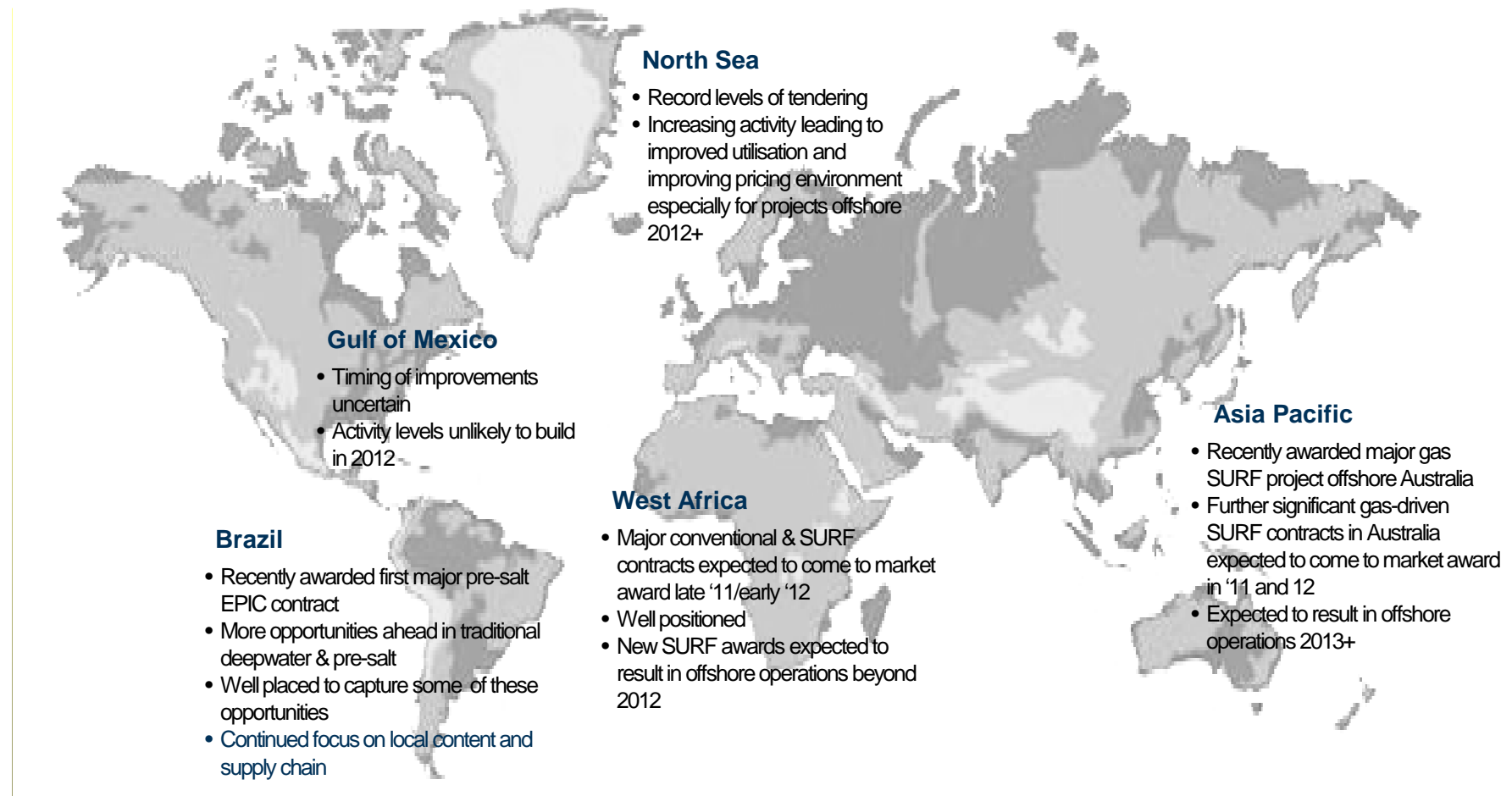
What We Do

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Market Going Forward

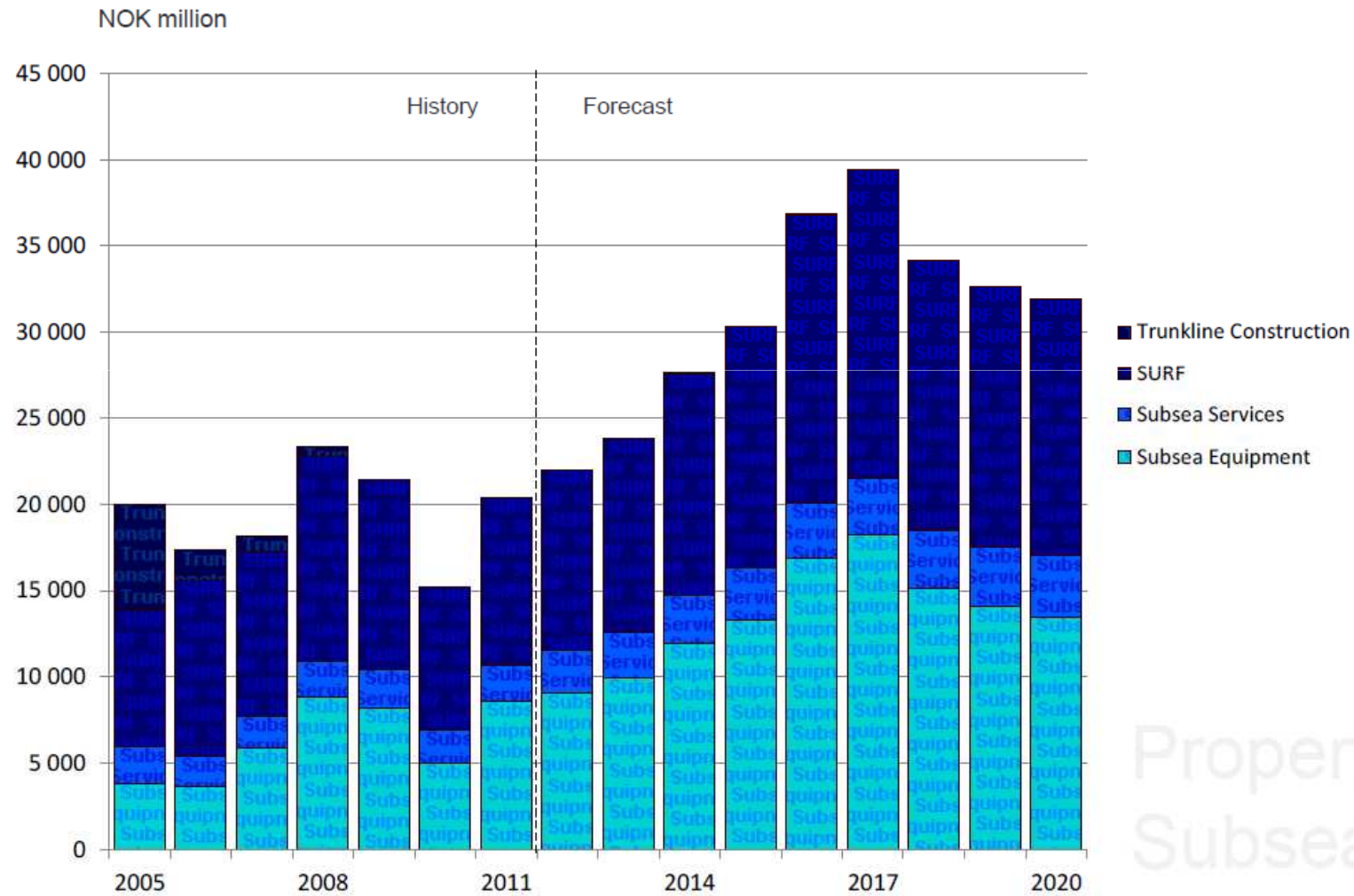
Closing

## Well positioned to capture opportunities; Our Global Presence



Improving activity; albeit picking up at different pace in different geographical areas

# Norway Subsea Installation and Equipment Market Forecast



Propriet  
Subsea

# Norway Subsea Contractors and Clients

## Subsea Contractors:



## Subsea Clients:



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## Opportunities and Challenges

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### Challenges:

- Human resources is the main challenge.
- Recruitment, retention, training and development
- Cost escalations
- Global competitiveness. Business and assets.
- Balance between what is good in Norway and ROW

### Opportunities:

- Increase use of foreign manning in an effective way
- Continue to promote Norwegian technology abroad
- In future downturns, engage in global project execution
- Continue to work with Norwegian ship owners, to develop world class vessels
- Technology drive market opportunities to export

## Summary

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- Well positioned globally and in Norway wrt assets, people and technologies
- Demand side looks strong going forward
- In a strong position for further investment and growth as a company and industry
- Norway activity a key contributor to Subsea 7 today, and going forward
- Qualified personnel is the primary constraint



seabed-to-surface

[www.subsea7.com](http://www.subsea7.com)