Doing Business in Egypt

Kjetil Nysæter
ClampOn AS

DNB – 13th September 2016
Topics

• Overview of ClampOn AS
• Large Gas field developments
• Local content
• Challenges
• Clients
• ClampOn in Egypt
Always Numero Uno!
Worldwide exhibitions and conferences
Our markets

- Agents in close to 30 countries
- 1500-2000 travel days/year (sales and service)
- 135 different customers in 40 different countries
- We deliver to all areas with oil- and gas activities - worldwide

- Asia/Australia: 20%
- Africa: 20%
- UK: 25-35%
- North/South America: 25%
- Norway: 10%
Sand to Sahara
Large gas field developments

Burullus - WDDM
Field/area and JV between BG and Rashpecto. 90Km offshore Alexandria

West Delta Deep Marine
- 40+ Subsea Gas Wells
- 2 export lines to beach
- Scarab Saffron
- Simian, Sienna & Sapphire
- Rosetta
Large gas field developments

BP WND (West Nile Delta)
Large Subsea Gas development bordering WDDM, ties in to Burullus onshore facilities

- Subsea Gas Wells
- export lines to beach
- Ties in to IDKU (Burullus)
- Taurus
- Libra
- Giza
- Fayoum
Large gas field developments

Zohr
Belayim Petroleum Company (Petrobel)
JV between Egyptian state and Italian ENI

- Subsea Gas Wells
- export lines to beach
- First Gas 2017
- 850 billion cubic metres
- almost doubles Egypt's gas reserves
Agent / Distributor

Local office or agent distributor required

- Submittal of bids
- Vendor registration
- Customer relations
- Transportation of goods
- Free zone
- They love rubber stamps
Challenges

• Egyptian time, not same as “standard time”
• Cairo is pretty big
• Sealed bids – no room for Negotiation during bid phase
• Old fashioned system, FAX, letters, rubber stamps, etc.
ClampOn in Egypt

• Presence since 1997
• Local Agent in Cairo (Drexel Oil field equipment)
• Sales travels – Meetings, conferences
• Service travels, onshore and offshore
ClampOn in Egypt

Clients:

- ENPPI (Engineering)
- EGPC (Egyptian General Petroleum Company)
- Petrobel (Belayim Petroleum Company, JV: EGPC and ENI)
- PhPc (JV: BP, EGPC, EGAS and IEOC [ENI])
- Burullus (JV: Rashid Petroleum [Rashpecto] and BG)
- GUPCO (Gulf of Suez Petroleum Company)
- Petrozenima (South Abu Zenima Petroleum Company. JV: EGPC and National Petroleum Company NPC)
- Agiba Petroleum Company (JV: EGPC and ENI)
**ClampOn in Egypt**

**Large Projects (supplied):**

<table>
<thead>
<tr>
<th>Project</th>
<th>Operator</th>
<th>EPC/Direct</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Happy</td>
<td>PhPC / BP</td>
<td>Both</td>
<td>Topside</td>
</tr>
<tr>
<td>Saqqara</td>
<td>PhPC / BP</td>
<td>Both</td>
<td>Topside</td>
</tr>
<tr>
<td>WDDM</td>
<td>Burullus / BG</td>
<td>Both</td>
<td>Subsea and Topside</td>
</tr>
<tr>
<td>WND</td>
<td>BP</td>
<td>EPC</td>
<td>Subsea</td>
</tr>
<tr>
<td>Zohr</td>
<td>Petrobel (ENI)</td>
<td>EPC</td>
<td>Subsea</td>
</tr>
</tbody>
</table>
ClampOn in Egypt

Revenue:

Approx. 55 MNOK total (1997 – 2016)
Approx. 10 MNOK expected (2017 – 2020)

80-90% via EPC in Europe. (FMC, GE, Aker, Onesubsea, Saipem)
Summary

• Large potential
• Growing marked
• Importance of presence
• Patience
Thank you for your attention!

Any questions?

Kjetil@clampon.com
ClampOn

www.clampon.com