



**SAMSUNG ENGINEERING**

# **ARABTEC-SAMSUNG ENGINEERING**

## **“THE FORMATION OF THE MENA EPC LEADER”**

**17 APRIL, 2013**



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# The formation of the regional EPC leader



- Arabtec Holding (Arabtec) and Samsung Engineering are launching a new EPC JV Company in oil gas, power and related infrastructure
  - “Arabtec-Samsung Engineering” will be incorporated and headquartered in Abu Dhabi, UAE
  - Arabtec-Samsung Engineering is a firm step in realising Arabtec’s growth strategy in the hydrocarbons related EPC sector
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- Arabtec will be a 60% shareholder in the JV Company with Samsung Engineering holding the remaining 40% interest
  - The JV Company will pursue large-scale projects in the oil & gas, power and related infrastructure sectors in the Middle East and North Africa (MENA)
  - The JV Company will enable the partners to bid exclusively together for mutually agreed and selected works in MENA
  - Target Engineering will remain focused on medium sized contracts, which will complement the new JV, ensuring that Arabtec is uniquely placed as a full service EPC player, addressing medium to large scale EPC projects in oil & gas, power and related infrastructure sectors.
  - To support long term innovation and growth, the JV Company will establish a new “Centre of Excellence” in Abu Dhabi to develop young Emirati engineers of the future

# Samsung Engineering - a proven track record in the most complex projects



- With over **1,000** projects completed world-wide, Samsung Engineering is recognised as an international leader with an impressive track record in the Middle East, Asia, Europe and the Americas
- Samsung Engineering's services cover a full range of sectors:
  - *Hydrocarbon projects (upstream, refining, gas processing, petrochemicals and fertilisers )*
  - *Power and Infrastructure projects (power plants, water treatment & environmental, metallurgy and industrial)*
- Samsung Engineering is one of the fastest-growing EPC contractors in MENA with current backlog of US\$10bn

## Examples of Samsung Engineering's major projects in the MENA region

### Algeria

SONATRACH Skikda Refinery Plant

### Bahrain

- BAPCO Lube Base Oil Plant
- SULB Steelmill
- MOW Muharraq STP (Sewage Treatment Plant)

### Qatar

- Ras Laffan DHT Plant

### UAE

- Borouge 2 OCU Plant
- HCSEZ ICAD IWT Plant
- FERTIL 2 Ammonia/Urea Project
- Takreer RRE Package #3 Offsites & Utilities
- ADNOC Shah Gas Development Package
- ADNOC & Borealis J/V Borouge 3 PO (Propylene Oxide) Plant
- GASCO Nitrogen Gas Injection (NGI)
- Takreer Cabron Black & Delayed Coker



### Saudi Arabia

- SABIC Gas ASU Plant
- SPC PDH/PP Plant
- Tasnee Ethylene Plant
- Ibn Zahr PP Plant, OCT Plant
- Kayan PP Plant, Amines Plant
- Ma'aden Ammonia Plant, Aluminum Complex
- SATORP Jubail Export Refinery Package #3 and #4 Plant
- Saudi Aramco Shaybah NGL (Natural Gas Liquid) Project
- Saudi Aramco CO2 Capture & Injection Plant
- SAMCO Acrylic Acid Plant
- APPC PDH/PP Plant
- SHARQ EG Plant
- SOCC Aluminum Alkyls
- Saudi Aramco DHT Plant

Source: Samsung Engineering

# The combined strengths of market leaders



- ✓ Market leader with an impressive track record and brand name
- ✓ Supportive shareholders with an extensive network and connectivity
- ✓ Existing capabilities in oil & gas, power and infrastructure EPC through Arabtec's subsidiary Target Engineering
- ✓ Growing work force of over 42,000 with experience in delivering very complicated contracting projects
- ✓ Outstanding project management skills
- ✓ Successful history of working together with Samsung C&T e.g. Burj Khalifa , ADIA Headquarters

**Arabtec-  
Samsung  
Engineering**



- ✓ One of the world's leading EPC companies
- ✓ Impressive experience with over 1,000 EPC projects completed world wide
- ✓ A proven track record for the most challenging projects
- ✓ The fastest-growing EPC contractor in MENA region with current backlog in oil & gas, power and related infrastructure projects of US\$10bn
- ✓ Providing world-class engineering expertise, technology, know-how and human resources

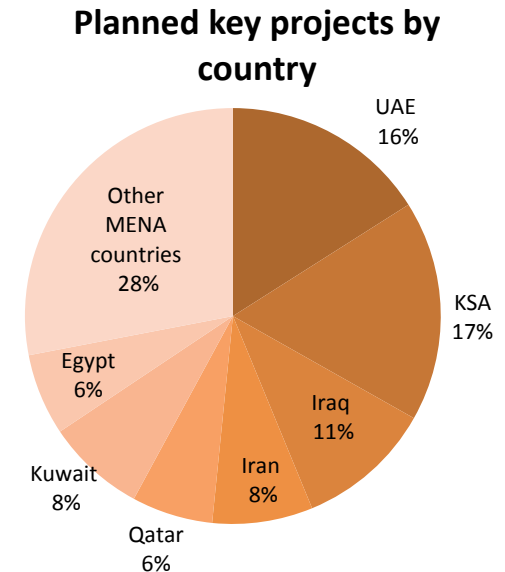
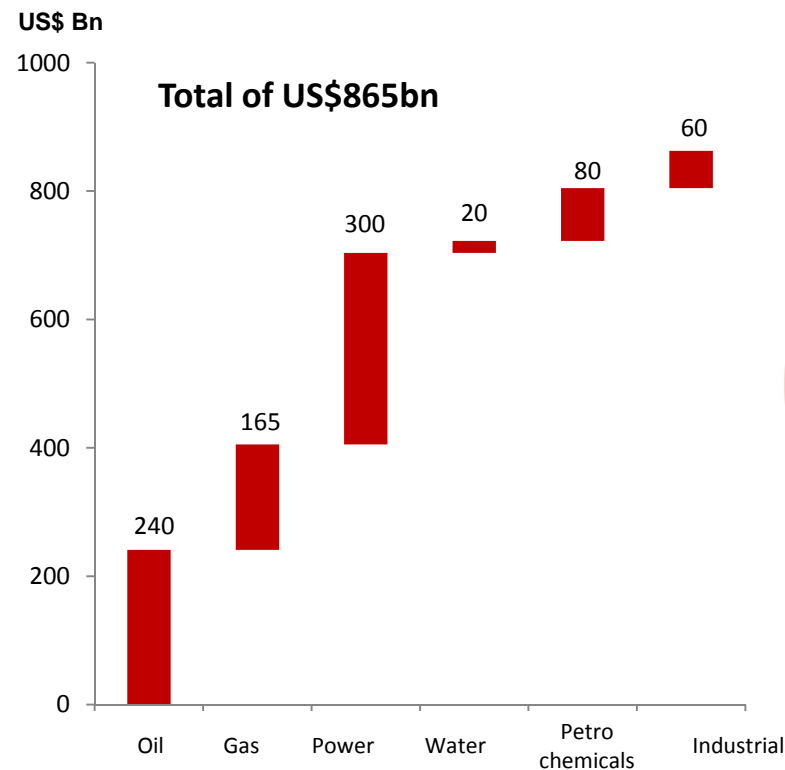
# Seize market opportunities in oil & gas, power and related infrastructure



## Drivers and trends

- ✓ Oil & gas important to fund infrastructure expansion with growing investment also in alternative energy, power and water
- ✓ Opportunities differ by country (commodity, maturity, need for refurbishment etc)
- ✓ Areas of highest activity: upstream, refining and gas processing
- ✓ Gas increasingly important to meet regional energy demand growth

Oil & gas, power and related infrastructure projects accounts for 55% of the total announced and planned MENA EPC projects of US\$1.6 trillion



Source: MEED Projects

# APPENDIX

## SAMSUNG ENGINEERING

EXPERTS IN OIL & GAS, POWER AND INFRASTRUCTURE



# Samsung Engineering Oil & Gas



## Upstream

Samsung Engineering established the HC Upstream Business Unit in 2010 to focus on increasing its business in the hydrocarbon upstream industry.

Samsung is making further steps to strengthen its position in this business area and strategising our expansion into other sectors of this field.

## Refining

Samsung Engineering has reached top-tier status in the global refinery market as the contractor of choice by major national oil companies such as Saudi Aramco, ADNOC and SATORP. Some of its remarkable refinery projects include Jubail Industrial Complex in Saudi Arabia, the TAKREER Ruwais refinery in the UAE, and the SONATRACH Skikda refinery in Algeria.

## Gas processing

Utilising its demonstrated gas plants experience in the Asian market, Samsung was able to successfully deliver its first gas plant project in MENA region in KSA in 2011 which was followed by winning another five projects in both UAE and Saudi.

## Petrochemicals

Samsung's expertise in petrochemicals dates back to the 1970's when large petrochemical complexes were completed for major Korean companies. In 2010, Samsung was awarded 5 projects in the UAE with a total contract volume of US\$7.1 billion from ADNOC.



# Samsung Engineering Power & Infrastructure



## Power

Since the 1990s, Samsung Engineering has successfully completed projects for medium to large sized combined heat and power plants as well as integrated energy plants in turn-key contracts.

Samsung Engineering is currently arranging project delivery capabilities for over 500MW grade power plants.

## Industrial

Samsung Engineering has demonstrated excellence in delivering services to the industrial sector in the fields of IT, displays, electrical/electronics, tires, green energy, food, sports, and airport facilities.

Samsung has brought its execution know-how to the green industry by engaging in projects for secondary batteries and high-efficiency LEDs

## Water Treatment

Samsung has over 40 years of demonstrated experience in construction of facilities for water treatment, waste disposal, and sludge treatment.

In the MENA market, Samsung has successfully delivered the ICAD Industrial wastewater treatment Plant project in Abu Dhabi. In addition to the development of sewage treatment plant in Bahrain

## Infrastructure

Samsung Engineering is backed by years of experience in the infrastructure sector through various projects such as construction of transportation facilities and urban development. Since the 1990s, our company has demonstrated excellence in building roads, roadbeds, and stock depots, operating integrated management systems, as well as executing trial runs