How innovation will enable quality deliveries

Statoil’s supplier day, Stavanger, 8 March 2012
Per Harald Kongelf | Chief Operating Officer
This is Aker Solutions

- One of the world’s leading providers of oilfield products, systems and services
- Built on more than 170 years of industrial tradition
- Approximately 18,500 people in more than 30 countries

Employees: 18,500
Contract staff: 5,000
Revenues: 36.5 bn
EBITDA: 3.4 bn
Market Cap: 26.3 bn

Revenues and profits are in NOK and for 2011. Market capitalisation as of 23 February 2012.
Through the life of the field | Current project examples

**FEED**

- **Mariner**
  - Topside FEED for Statoil on UKCS
  - Heavy oil processing

**Fast-track**

- **Skuld**
  - Lower execution risk and cost
  - Through use of standard products

**Tie-ins**

- **Gudrun**
  - Modification on Sleipner to allow for efficient tie-back of Gudrun
  - Life extension of the Sleipner field

**Life-extension**

- **Kristin**
  - Increase recovery from Kristin reservoir
  - New compressor module for low pressure production
Examples | Technology from reservoir to production

**Intervention**

**Cat B**
- Dedicated year-round intervention rig for NCS
- Up to 40% reduction in intervention cost

**Compression**

**Åsgard**
- World’s first subsea gas compression development
- Will improve recovery by some 278 million barrels of oil equivalent

**Work-over**

**Vigdis**
- Standardised work-over system
- Can operate on Aker Solutions and 3rd party equipment
- Reduced operational cost

**Environment**

**Mongstad**
- Carbon capture technology centre (TCM)
- Modification frame agreement for refinery
Our main concerns

- Inflation
- Capacity
- Quality
Statoil A standard

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New business models

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8 March 2012
Co-operation and sourcing

«Conventional» sourcing model as selected by field operator: 36 months
Alternative model: 28-30 months
Norway’s ideal employers 2011

The results of the Norwegian Professional Survey reveal how working professionals perceive organizations as employers in Norway. The research functions as a basis for decision-making when recruiting professionals, determining messages and channels for future employer branding campaigns, and as a control instrument for measuring the appeal/level of employer attractiveness an organization has over professionals.

Number of participants: 4,453 respondents

Field of study: Engineering

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<th>Company</th>
<th>Ranking 2011</th>
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<tr>
<td>Statoil</td>
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<td>Aker Solutions</td>
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<td>Det Norske Veritas</td>
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<td>United Kingdom</td>
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<td>Switzerland</td>
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