



SACE meets Archirodon

5 July 2021 - 10 am (Rome time)
Live Webinar

WEBINAR
July 5th, '21





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1. ARCHIRODON GROUP

The Company

[ARCHIRODON](#) is a General Contractor operating worldwide for more than 60 years. The Company is organized into Business Units; Business Lines and Subsidiaries.

▪ ENERGY DIVISION

- Power & Water (Business Line)
- Oil & Gas and Chemicals (Business Line)
- ARCOMET (Fabrication Co.)
- ARCHIPETROL (Engineering Co.)



▪ MARINE & INFRASTRUCTURE

▪ DREDGING & PIPELINES

▪ GOVERNMENT SERVICES

DEFENSE & SECURITY (AICI)





1. ARCHIRODON GROUP

Journey Through Time

<p>1950 – 1970</p>	<ul style="list-style-type: none"> • Archirodon starts as J/V of two firms Archmidis and Odostromaton • Archirodon Starts Operations in Libya (Benghazi Port) (1959) • Award of Beirut Port in Lebanon (1962) • Award of major Ports in KSA Jeddah, Dammam (1967) 	<table border="1"> <tr> <td>INFRASTRUCTURE</td> <td>100%</td> <td>OIL & GAS</td> <td>0%</td> <td>POWER & WATER</td> <td>0%</td> <td>DEFENSE & SECURITY</td> <td>0%</td> </tr> </table>	INFRASTRUCTURE	100%	OIL & GAS	0%	POWER & WATER	0%	DEFENSE & SECURITY	0%
INFRASTRUCTURE	100%	OIL & GAS	0%	POWER & WATER	0%	DEFENSE & SECURITY	0%			
<p>1970 - 1990</p>	<ul style="list-style-type: none"> • Operations commence in UAE (1974) • Award of major Infrastructure Projects in KSA (1975) • Operations commence in Oman (1981) • Operations commence in Somalia (1985) • Operations commence in Philippines (1986) • Start of Operations in Yemen, Egypt, Jordan and Sudan (1987) 	<table border="1"> <tr> <td>INFRASTRUCTURE</td> <td>99%</td> <td>OIL & GAS</td> <td>0%</td> <td>POWER & WATER</td> <td>0%</td> <td>DEFENSE & SECURITY</td> <td>1%</td> </tr> </table>	INFRASTRUCTURE	99%	OIL & GAS	0%	POWER & WATER	0%	DEFENSE & SECURITY	1%
INFRASTRUCTURE	99%	OIL & GAS	0%	POWER & WATER	0%	DEFENSE & SECURITY	1%			
<p>1990 - 2000</p>	<ul style="list-style-type: none"> • 1st Power & Water Project in KSA (1990) • 1st O&G Project in KSA (1990) • Start of Operations in Kuwait and in Bahrain (1992-1993) • Award of O&G project in Oman (1996) • Award of O&G Terminal in Egypt (1999) 	<table border="1"> <tr> <td>INFRASTRUCTURE</td> <td>86%</td> <td>OIL & GAS</td> <td>5%</td> <td>POWER & WATER</td> <td>6%</td> <td>DEFENSE & SECURITY</td> <td>3%</td> </tr> </table>	INFRASTRUCTURE	86%	OIL & GAS	5%	POWER & WATER	6%	DEFENSE & SECURITY	3%
INFRASTRUCTURE	86%	OIL & GAS	5%	POWER & WATER	6%	DEFENSE & SECURITY	3%			
<p>2000 - 2010</p>	<ul style="list-style-type: none"> • Operations starts in Qatar (2001) • Pipelines Project in Singapore (2002) • Start of operations in Kazakhstan (2003) • Start of operations in Pakistan (2004) • Khalifa Port & award of projects in Latvia and Malta (2007) 	<table border="1"> <tr> <td>INFRASTRUCTURE</td> <td>37%</td> <td>OIL & GAS</td> <td>29%</td> <td>POWER & WATER</td> <td>27%</td> <td>DEFENSE & SECURITY</td> <td>8%</td> </tr> </table>	INFRASTRUCTURE	37%	OIL & GAS	29%	POWER & WATER	27%	DEFENSE & SECURITY	8%
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<p>2010 - 2018</p>	<ul style="list-style-type: none"> • Ras Al Khair, KSA largest desalination in the world (2010) • Projects awards in Morocco and in Djibouti (2011) • Awards in Iraq & Taiwan, Establishment of Turkmenistan office (2012) • Operations Commence in Mauritius (2014) • Further awards in O&G sector (2015) • Acquisition of TECHNIPETROL HELLAS (April, '18) 	<table border="1"> <tr> <td>INFRASTRUCTURE</td> <td>35%</td> <td>OIL & GAS</td> <td>22%</td> <td>POWER & WATER</td> <td>29%</td> <td>DEFENSE & SECURITY</td> <td>15%</td> </tr> </table>	INFRASTRUCTURE	35%	OIL & GAS	22%	POWER & WATER	29%	DEFENSE & SECURITY	15%
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2. ENERGY DIVISION

Although ARCHIRODON has been working in Oil & Gas and Power & Water sector since 1990s, the management decided to set up the ENERGY DIVISION as a Strategic Business unit in 2015. Today it operates independently as a separate profit centre. The Energy division is further subdivided into 2 verticals:

- Power Generation & Water Desalination
- Oil & Gas and Chemicals

Below is a detailed sub division into the Energy Division verticals.

Water

- Desalination Plants (RO and MSF Technology)
- Waste Water Treatment (Industrial Waste and Sewage Waste)

Power

- Conventional Power Plants
- Renewable Power Plants

Oil & Gas

- On shore Plants and Pipelines
- Off shore Plants and Pipelines
- Operation and Maintenance





3. CURRENT & FUTURE LOOKAHEAD

- The group is lead by our CEO, Mr. Dennis Karapieris and the Energy Division is lead by our Director Mr. Piero Rizzo
- Presently the group has projects over US\$ 3 Billion under execution across the globe.
- The contracting industry has become extremely competitive and price sensitive. As EPC contractors we need to be innovative and find ways to become more competitive and Procurement is a key to achieving this. Hence we intend to engage with suppliers who can help maximize value and generate synergies.
- In Procurement, we believe in Buying Right and Buying Better and the Italian vendors and suppliers have proven to be extremely competitive without compromising on Quality. Hence we are procuring and intend to procure more from Italy and from Italian companies.
- This event is an opportunity for us to interact with best in class suppliers and help diversify and strengthen our supply chain.
- Our intention is to develop strategic alliances with reliable suppliers to ensure long term reliability of our Supply Chain. We look forward to your support and contribution in helping us achieve this.

Thank You