
ENGIE FABRICOM

Atelier stakeholders Business Development Morocco / North Africa

Strategic vision for North-Africa
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Casablanca
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Introduction

- A. Who are we ?
- B. Highlight current awarded projects and tenders (Algeria)
- C. Highlight current screening the market for new opportunities (Algeria)
- D. Highlight actual & future opportunity's (Morocco)
- E. Highlight actual & future opportunity's (Egypt)

Engie Fabricom

A. Who are we ?

Cofely Fabricom is the Belgian reference in terms of innovative technical installations and services, present in key-sectors of our century



Turnover	€750M
Manpower	4000



Engie Fabricom – Oil, Gas & Power

A. Competences

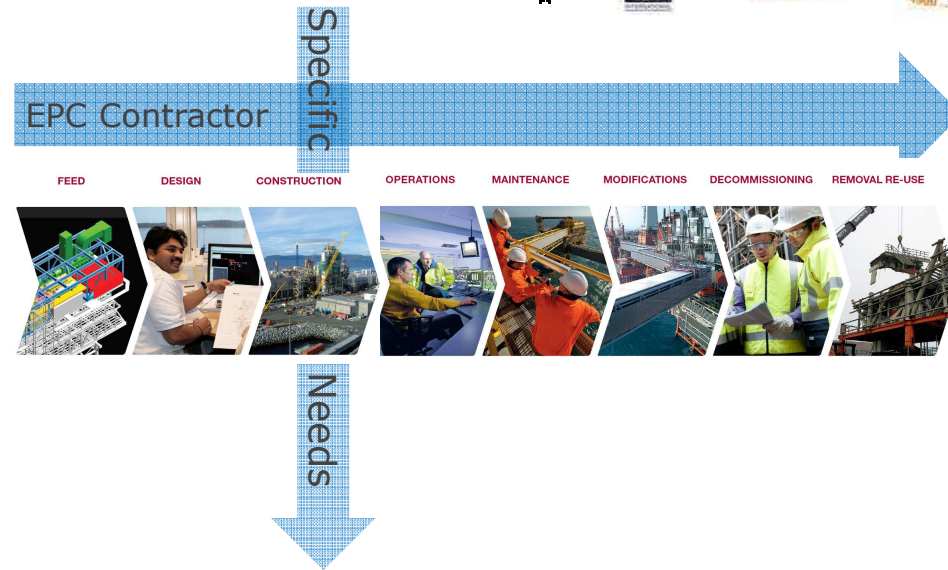
Detailed design and engineering assistance

Operating activities

- Realization of large and/or complex, multi-technical projects
 - Piping & Mechanical
 - Electrical & Instrumentation

Disciplines

- Installation
- Testing
- Pre-commissioning
- Maintenance
- Revamping



Engie Fabricom

A. International Core business

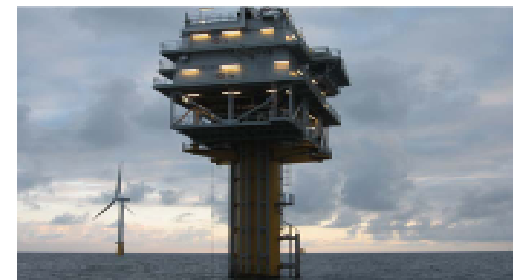
- Oil & Gas
 - Upstream (E&P)
 - Offshore EPCI projects and maintenance & modification services
 - E&I installation on new offshore platforms
 - Onshore process plant, modules fabrication
 - Midstream
 - LNG & Gas terminals
 - Gazoducs, compressor stations, dispatching
 - Downstream
 - Refineries, shutdowns & modules fabrication
 - Gas storage, tank farms



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A. International Core business

- Power
 - Conventional power
 - CHPP – combined heat and power PP
 - CCGT – combined cycle gas turbine PP
 - CFPP – coal-fired PP
 - IGCC – integrated gasification combined cycle PP
 - Renewables
 - Biomass plant
 - Waste-to-Energy
 - Offshore wind farms
 - Nuclear



Engie Fabricom

A. Geographical presence

Currently:

A key position around the North Sea

Presence in Algeria and (Libya)

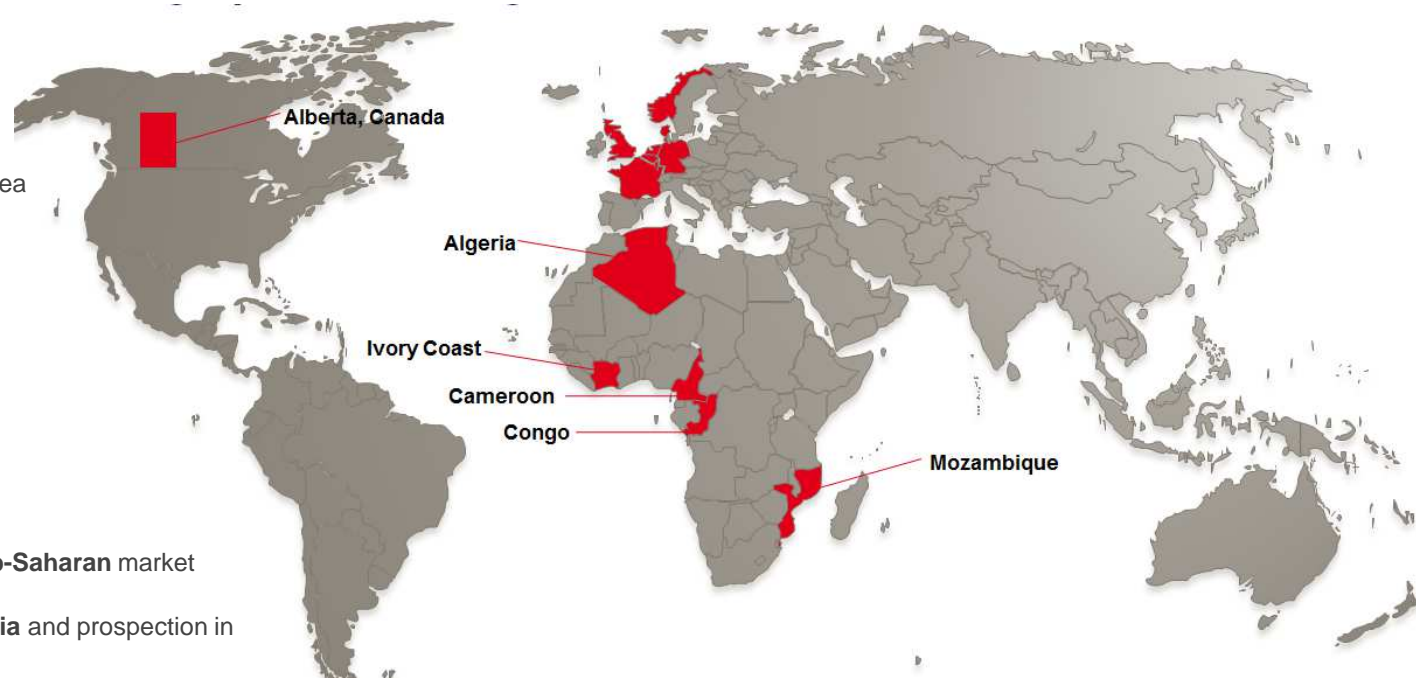
Start-up of Cofely Fabricom in:

- Canadian - Oil Sands region
- Mozambique

Future:

Become active in the **African Sub-Saharan** market

Development in progress in **Algeria** and prospection in other North-African countries



Highlights BD Engie Fabricom- Algeria

B. Last awarded Projects



1. Installation & commissioning of electrical part for the CC Power Plant 1.163MW of Naama - Samsung C&T - Sonelgaz

- Project has been Awarded – Contracts signed 11/01/2016
- Notice to proceed : July 2016
- Duration: 24 months



2. Engineering, Procurement, installation & commissioning for electrical & instrumentation works of a gaz treatment unit in Hassi R'Mel (Air Instrument) – for Sonatrach Upstream (with TE)

- Project has been Awarded – Contracts signed 05/05/2016
- Notice to proceed : June 2016
- Duration: 28 months



Highlights BD Engie Fabricom- Algeria

B. Main current tenders



1. EPC (Engineering, Procurement, installation & commissioning) project for the reinstrumentation & ICSS system of Alrar Gas treatment Complex – Sonatrach Amont

- Technical Bid due date : 04/09/2015 (JV with Yokogawa MA & SC Tractebel Engineering)
- Project Award phase II : Q3 2016



2. EPC (Engineering, Procurement, installation & commissioning) project for the electrical revamping of a gaz treatment unit in Hassi R'Mel – for Sonatrach

- Technical Bid due date : 04/08/2015 → commercial Bid du date : 10/07/2016
- Project Award : Q3 2016



3. FEED - Selected for competitive FEED with Metka as partner in JV and Tractebel engineering as SC – Revamping compressors stations Hassi-Messaoud

- Technical and commercial bid due date 8/06/2016



Highlights BD Engie Fabricom- Algeria



C. Current screening the market for new opportunities

1. Sonatrach TLC: SCADA's & telecom to come (RGG1, RGZ23, ...)
2. Sonelgaz: National Scada GRTE (JV with GE)
3. Sonelgaz: Electrical substation 220/60kV or 400/220kv;
4. Total lubrifiant (new plant) at Bethioua
5. Major EPC contractors for Power Plant on the mega-deal projects (Duro Felguera, Hyundai or GS engineering)
6. Others: Repsol (Reggane project), GSA (HMD Plant), ...

Keep focusing on OIL, GAS & POWER business since 1994



Highlights BD Engie Fabricom - Morocco



D. Current tenders & screening the market for opportunities

1. Oil & Gas: following future Oil & Gas projects by opportunities, GNL, Gas to power, potential future investments → Letter of interest of Engie Fabricom to Engie group for Gaz to Power project
2. OCP
 - Outsourcing of maintenance engineering
 - “Small” Power plants <100MW
 - HV substations 60KV
 - MV power distributions <10KV
 - Automation project for PRAYON (Belgian partner of OCP)
3. Pharmaceutical industry
 - Automation projects for Belgian historical clients and others
4. Other E&I projects by opportunities with partners



Highlights BD Engie Fabricom - EGYPT



D. Current tenders & screening the market for opportunities

1. Engie Fabricom present in Egypt through our bending induction activities
2. Participation to an economic mission with the Belgium embassy.
3. Oil & Gas: following future Oil & Gas projects by opportunities with IOC, for example refinery of Alexandria, potential future investments
4. Power
 - “Small” Power plants <100MW
 - HV substations > 60KV
 - MV power distributions <10KV
 - Solar PP with a Belgian partner
5. Other E&I projects by opportunities with partners



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Thank you for your attention