

CONFERENCE AGENDA

2013 Offshore Power & Rotating Equipment

April 18, 2013

- 8:30 am Registration and Continental Breakfast
- 8:50 am Overview of Offshore Issues Addressed Today, Bryan Kendig, SBM Offshore

- 11:45 am Lunch
- 12:45 pm Market Factors Impacting the Offshore Supply Chain, Hans Wagner, SBM Offshore

Overview of Driving Forces

Moderator: Christean Kapp, Hoerbiger Corporation of America

- 9:00 am Offshore Industry Overview, R. Michael Haney, Douglas-Westwood
- 9:35 am Status and Market Environment of Gas Infrastructure, Eric Smith, Tulane University
- 10:10 am Break

Gas & Oil Facilities Concepts

Moderator: Jay Hedlund, Elliott Turbo

- 10:35 am Floating LNG, Antonio Pelagotti, and Carlo Cortese, GE Oil & Gas
- 11:10 am Offshore Facility Concept Development, Joe Lovett, J. W. Lovett Consulting

LEAD UNDERWRITERS

**MAN Diesel & Turbo
North America, Inc.**

Solar Turbines

Elliott Group

**FMC Technologies –
Direct Drive Systems**

Neuman & Esser USA, Inc.

**Hoerbiger Compression
Technology**

SBM Offshore

Equipment Developments

Moderator: Robert Crow, Neuman & Esser USA

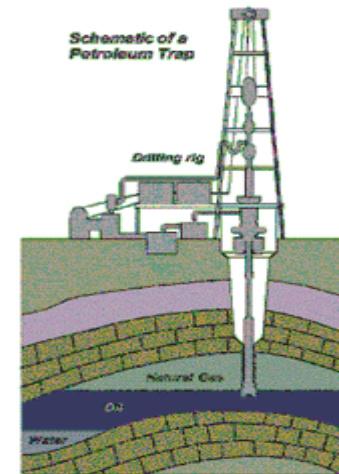
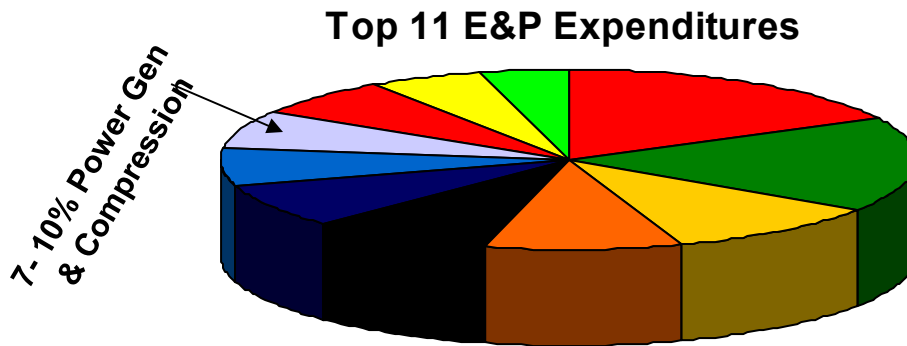
- 1:25 pm Offshore Equipment Selection, Panel moderated by Bryan Kendig, SBM Offshore; Jeff Atkinson, Marathon, Kerry Masson, Hess Corporation, Tegan Marroquin, ConocoPhillips, Anant Desai, WorleyParsons
- 2:10 pm Change Management Tools to Mitigate Operational Risk, Mike Bearrow, Optimized Systems & Solutions, Inc.
- 2:30 pm Break
- 2:50 pm Subsea Compression, Domingo Fernandez, MAN Diesel & Turbo North America, and Subsea Pumps, David Robison, FMC Technologies, Direct Drive Systems, Inc.
- 3:30 pm Packaging Turbomachinery for Offshore Applications, Rainer Kurz, Solar Turbines
- 3:55 pm Designing for Emissions Requirements and other Current Developments, Micki J. Jain, Caterpillar
- 4:15 pm Adjourn and Refreshments

Context—>Traditional E & P Company

Activity

Reservoir info	Drilling	Well construction	Infrastructure construction	Production	Incremental activity	Decommissioning
<ul style="list-style-type: none"> • Seismic acquisition, processing • Reservoir imaging • Data management & integration 	<ul style="list-style-type: none"> • Exploratory drilling • Appraisal drilling • Development drilling • HES 	<ul style="list-style-type: none"> • Casing • Testing • Completion (perforation, stimulation, etc) • HES 	<ul style="list-style-type: none"> • Engineering & architectural design • Procurement • Compression • Construction • Installation • HES 	<ul style="list-style-type: none"> • Inspection Repair Maintenance • Well/Production services (well testing, etc) • HES 	<ul style="list-style-type: none"> • Recovery - artificial lift • New field tie-backs • HES 	<ul style="list-style-type: none"> • Well plugging • Subsea equipment recovery • Pipeline abandonment • Platform salvage & removal • HES

Dollar Spend



Power Gen & Compression spend significant , but not Top Dog!

Context—>Offshore Production Equipment Integrator

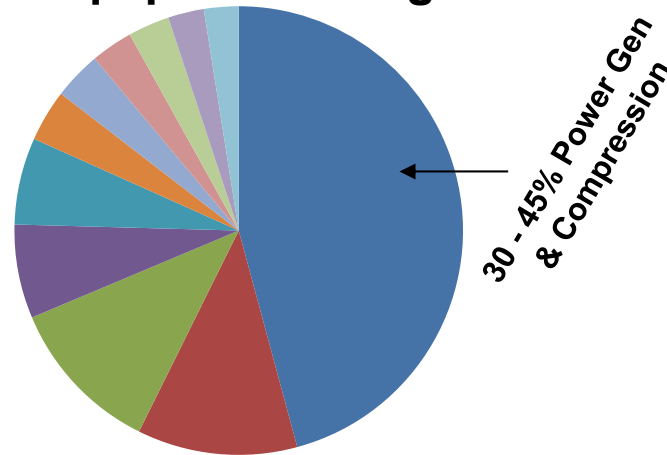
Production Equipment

Equipment

- Turbo-Machinery
- Offloading hose assembly
- Anchor Chain
- Sulphate Reduction Package
- Cables
- Transformer
- Steel Wire Rope
- Hydraulic Winch
- Amine Unit
- Switchgear - LV
- Uninterruptible Power Supply
- Hydraulic Power Unit (HPU)
- ICSS
- Crude Oil Metering Package (Fi)
- Separators - Oil/ Gas/ Water
- Mooring Polyester Rope
- Pedestal Crane
- Scrubbers
- Paint
- Diesel generator
- Gas Dehydration Package
- Water Injection Pump
- Printed Circuit Heat Exchanger
- Chemical Injection Package
- Shell and Tube Heat Exchanger
- Passive Fire Protection
- Fire Water Pump
- Anchoring accessories
- Plate Heat Exchanger
- Switchgear - HV
- Screw Compressor
- Hydrocyclone
- Hoses
- Internals / Packing / tray
- Pig Launcher/ Pig Receiver

Top 11 Equipment Categories

Dollar Spend



Power Gen & Compression spend significant , and Top Dog!

Capacity

- Hydrocarbon Supply & Demand
- Technology Development
- Deep Water Contractors
- Risk Management
- Qualified Personnel
- HSE & Corporate Social Responsibility