



A leading  
world wide position  
in piping project management







### Groupe Genoyer's key figures

Turnover (2008) <b>400</b> M€	<b>1120</b> Employees worldwide
EBITDA (2008) <b>54</b> M€	Net profit <b>37</b> M€
Investment (2007-2009) <b>24</b> M€	<b>12</b> Certified brands
<b>Commercial sites</b> <b>29</b>	<b>Production sites</b> <b>11</b>

The **dynamic**  
of our **ambition**



## **GRUPE GENOYER's STORY / BUSINESS EVOLUTION**

- **1963** : Initially called "Phocéenne de Métallurgie", founded in 1963
- **1963 – 1970** : Stockist and local distributor
- **1970 – 1980** International trading / master distribution
- **1980 - 1990** :
  - Creation of Groupe Genoyer
  - New industrial direction
  - Specialist in managing large projects
- **1990 – 2000**
  - Project development
  - Industrial relocation (Vilmar 1992)
  - Groupe Genoyer sold to Carlyle (1998)
  - Sale of the valves division (1999)
- **2000 – 2010**
  - Industrial and logistic revolution
  - Group's NEW ACTIVITY: WATER DIVISION / VALVES DIVISION
  - Groupe Genoyer sold to CDC Capital et investissement

### **About CDC Capital Investissement :**

CDC Capital Investissement is a long-standing player in capital investment in France. In 10 years, CDC Capital Investissement has completed more than 60 operations.

CDC Capital Investissement is a subsidiary of the Caisse des Dépôts et des Consignations, a guarantee of the continuity of its implication in the investment capital, and manages in excess of 1.8 billion euros of mutual funds.

CDC Capital Investissement is developing competitive activities in two segments of the market: LBOs and major capital development operations



***Owing to its dual expertise (specific industrial and commercial knowledge) the Groupe Genoyer is world leader in supplying piping products to oil and gas industries.***

***Its business covers a broad range of services such as:***

- ▶ **Product package** : tubes, flanges, fittings and valves of all sizes and metals
  
- ▶ **World sourcing** : ability to find new sources of supply
  
- ▶ **Management of international projects** : the development of products, logistics, turnkey projects, including regionalisation and internal inventory management
  
- ▶ **Metallurgical expertise**
  
- ▶ **Integrated production** and total control of the manufacturing chain

An essential  
**industrial & commercial** operator  
for major **international**  
**oil, gas & water projects**



▶ **Hot forming**  
process for fittings and  
flanges packages in  
**Germany**

▶ Manufacturing of  
**specialised**  
**pipework** fitting in  
**Scotland** and **Flange**  
**machining** in  
**Manchester**

▶ **Rapid delivery** from  
stock  
or tailor-made fabrication  
in **Houston**

▶ **Romania** : the  
group's largest  
**production site** and a  
**sales office** in  
**Bucharest.**



▶ **Sales force**  
in **Shanghai**



▶ **Tailored sales**  
support  
in **London**

▶ **Engineered**  
**solutions**  
in **Vitrolles**

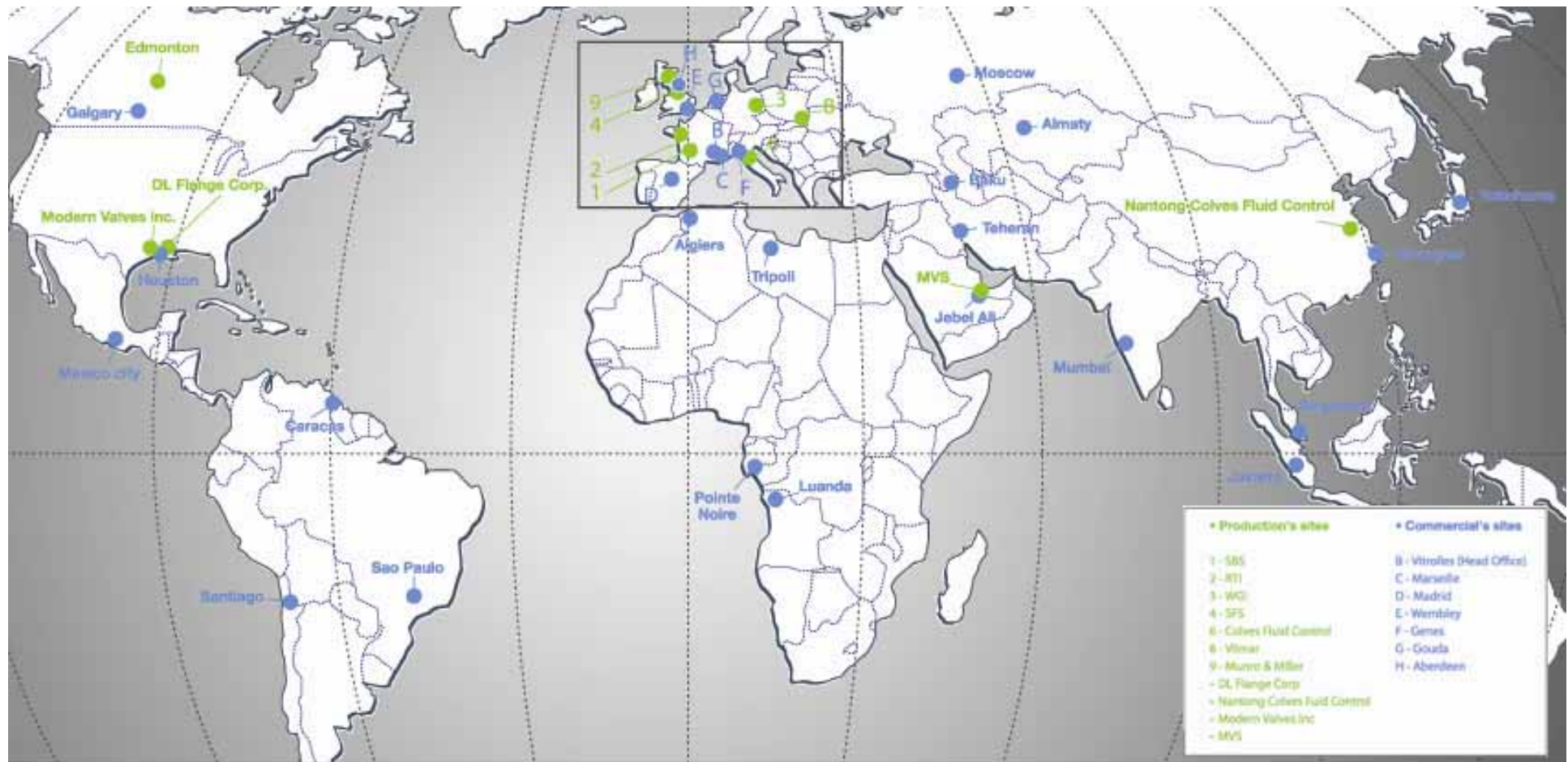


▶ A **logistic** and  
**commercial base** in  
**Jebel Ali**



40 years of **experience** and dual expertise  
**commercial** how know & **industrial** power

**"Globalisation is not a challenge, It is our group driving force"**





### Certificates & Quality

- > ISO 9001 certification, as a minimum for all the Groupe Genoyer's companies. Certifications delivered by the LRQA or BSI organization, together with a product certification or approval (ASME U / TUV / customer approval TOTAL / EXXON /ARAMCO, etc.) according to production plant.
- > These certifications ensure our customers a guaranteed quality level concerning not only our products but also our processes.
- > Computerized management system of the material certificates of the Group's and non-Group's manufacturers (EN 10204 type 3.1) for filing / archiving and quick retrieval using the customer's reference – customer item – casting n°. , etc.
- > This management guarantees a significant time saving for our customers.
- > Editing and standardisation of the final documentation (DATA BOOK : Procedures / Certificates / Reports, etc.) on a computer medium or on paper in the customer's format (Contract reference / Project / Title Block, etc.)
- > Data books available and consultable via the Internet.

### Products

- > The Groupe Genoyer is the owner of world renowned brands and trademarks approved by the global End User and EPC firms.
- > Integrated production plants which gain strength from Group investments.
- > Emergency delivery services.
- > Inspection services close to our customers.

#### Product series:

- We can offer a complete product range in all material grades, even the most complex (Carbon Steel, Stainless steel, Duplex, Super Duplex, Nickel Alloys, Special Alloys...).
- > Fittings
  - > Pipes (Welded and Seamless)
  - > Flanges
  - > Valves: gate, globe, check, ball...
  - > Technical products
  - > Pressure vessels (orifice holders, pig launchers and receivers...)

### Finances

- > Able to put together complex international financial packages
- > Extended banking network
- > A precious know-how offered to customers in terms of adapted financial solutions.
- > Multi-currency management.
- > Responsiveness and financial strength for Bid Bonds and Performance Bonds (financial guarantees)

The **Groupe Genoyer** :

a **global offer** of **products** and **services**...



### Transports

- > Integrated Customs-Transit service : personalized and approved import/export procedures
- > Bonded Customs warehouse
- > Port partner of procedures (Ademar Protis +)
- > Able to provide optimal routings using whatever mode of transport : air, sea, road
- > Ship chartering

### Supply Chain

- > 7 supply chain bases (Europe – USA - Middle East ) and local logistics partnerships guarantee a "local" service to our customers
- > Our capability to set up dedicated supply chain bases for a customer (on-site management) allow us to respond to the most specific needs
- > Flow optimization and product grouping according to supply sources and shipping sites allow us to offer to our customers global solutions and free them from all supply chain constraints
- > Concept of temporary supply chain: dedicated stock for the duration of the project. Taking up and management on site

### Information Technology solutions

- > The Groupe Genoyer offers the following E-business solutions
- > Stock enquiries
- > Electronic copies of certificates and documentation (pdf - Word – Excel – etc.) for management, exchange and quick validation when required.
- > electronic invoicing
- > Our customers can thus rapidly access any information they may require (order follow-up, quality procedures, etc.) from wherever they are geographically located.
- > Interfacing Computer system capabilities :
- > Dedicated supply chain
- > Real time updates of the exact status of the deliveries on customer's project.
- > ERP (Enterprise Resource Planning)
- > The IT systems used within the company integrate our customer relations and allow us to be ever more responsive.
- > Totally secure information processing site
- > Realtime back-up
- > Highly secure operational system at all levels (IBM hardware and architecture, fire wall, access control, etc.)

...and **dedicated teams**





## The most **complete** and comprehensive

### ► Flanges

Welding necks (long, socket, orifice), slip on, lap joints, threaded, blinds, spectacle blinds, anchor flanges.

All steel grades and pressure classes are available according to ANSI, API, BS and AFNOR standards.

Sizes range from 1/2" to 102" or in accordance with the client's design specifications.

### ► Fittings

Butt-weld and forged fittings (SR/LR & XLR) elbows and bends, tees, concentric and eccentric reducers, caps and stub ends.

Carbon, stainless, corrosion resistant steels and non ferrous alloys.

Sizes range from 1/2" to 102" and according to the client's design specifications

### ► Steel pipes

High quality seamless, longitudinal, spiral welded pipes..

Carbon, stainless steels, alloys and nickel alloys, for chemical and petrochemical applications, water treatment plants, corrosive fluids, ... with or without coatings and linings (epoxy, PE, bitumen, anti-corrosion, ...)

Line pipes and tubes are manufactured according to ASTM, API, AFNOR and BS specifications



## package of piping equipment

### ► Valves

Cast and forged steel valves (API, ANSI, DIN standards): gate, globe, check and ball valves.

In carbon, stainless, alloys, and special steels in all dimensions and pressure classes.

Upon request, we can provide special valves for high temperature, offshore, cryogenic and power plant projects.

### ► Other equipment

Other equipment is also available such as expansion joints, pig traps, quick opening closures, orifice holders, repair clamps, stud bolts & gaskets, etc...



# Piping Project Management

## Customer designated stock

- Project specific : On site stock
- Local partnership
- Flexible conditions
- Logistics provided (if necessary)
- Prefabrication

### Group 's Integrated stocks

Gelsenkirchen

Baton Rouge

Jebel Ali

Aberdeen

Valenciennes

Vitrolles

### Integrated Manufacturing plants

Mass  
production

**Vilmar**  
*Romania*

**Munro & Miller**  
*Scotland*

**MGI**  
*Romania*

Emergency  
services

**SBS**  
*France*

**DL FLANGE**  
*USA*

**SFS**  
*England*

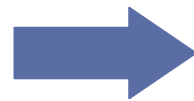
**MVS**  
*UAE*

**RTI**  
*France*



**Product** and **logistic**

**Management**



**Global agreement partnership**

- ▶ Prices are defined for the duration of the contract
- ▶ Market fluctuations are renegotiated
- ▶ Purchasing milestones are defined with resulting reductions
- ▶ The combined purchasing power of the client and the Group will provide increased savings from our suppliers which we can pass on
- ▶ Avoiding duplicating or mirroring processes will lead to reductions in time and overheads

**Outsourcing** for and on behalf of the client

Fast reaction time due to **fixed prices**

**No time lost** in negotiation

No time lost in inquiry price analysis

Limited staff in procurement & expediting

Bulk discount



## **Integrated solution**

### **On-site stock management**

- ▶ Local storage facility
- ▶ All the parts required are available on-site and the constraints usually encountered in terms of lead-times, manpower and investment are eliminated
- ▶ Information system designated to each customer to ensure overall vision of exact status of projects
- ▶ Evaluation of future needs
- ▶ Consideration of contingencies
- ▶ Construction team receives what is required on time
- ▶ Full responsibility of management & control for the on site stock management partner

Less order cancellations  
Less purchase order amendments  
Less overheads, shortages & damages



## Close-site stock management

- ▶ All commodities are available from our logistic platform or local distributor partner
- ▶ Dedicated team for projects
- ▶ 1 location for inspection
- ▶ 1 location for delivery for all commodity materials
- ▶ Total integration into ERP with web access for overall vision of the exact status of projects
- ▶ Training of our local partner within our own facilities on all technical, administrative and logistic aspects

Less administration and shipping arrangements

All costs are **included**

Possibility to discuss a mutually agreed **buy back clause**

**Quick delivery** for urgent top-ups at the project end

Quicker reactivity and **streamline process**

No time lost for custom clearance



## Our references



### MW KELLOGG US SINGAPORE OLEFINS PROJECT / SYNGAS

#### Global agreement

- ▶ Outsourcing for and on behalf of the client
- ▶ Fast reaction time due to fixed prices
- ▶ No time lost for inquiries, price analysis : expediting already done with one vendor
- ▶ Limited staff in procurement & expediting

For MW Kellogg, we worked on a blanket order agreement basis for their SOP project as they were completely satisfied with this service; this agreement was "rolled over" for their SYNGAS project. In addition, through our regular partner, we provided local inventory to ensure a rapid response



14 million €

## REPSOL SM / OP TARRAGONA

**ON-Site Stock Management (OSSM)**

- ▶ Local storage facility
- ▶ Savings manpower and investment
- ▶ Information instantaneously available on-line for all parties involved in the project. This included items available within the stock itself in addition to parts on order or to be delivered.
- ▶ Global vision of the exact status of the project.
- ▶ "Buy-back" clauses were agreed upon which guarantee that the client is not left with additional stock once the project is completed.



## Total Fina Elf Indonesia : Wells Development Projects Balikpapan, East Kalimantan

10 million \$



### Close-Site Stock Management (CSSM)

For the Wells Development Project, Groupe Genoyer has created with its Indonesian partner a specific Logistic Platform in Indonesia to fulfill TotalFinaElf's stringent requirements:

- ▶ Training of the Indonesian Staff by Groupe Genoyer's affiliated companies
- ▶ Building of a warehouse, with a maximisation of the local sub-contracting
- ▶ 1 location for inspection
- ▶ 1 location for Delivery FOT for all commodity materials
- ▶ Materials available very quickly to the Site
- ▶ A Team fully dedicated to TotaFinaElf requirements

## Lazaro Cardenas (Minatitlan –Mexico)

→ **Legal aspect** : Settlement of a company referring to Mexican legislation. This company is the one who invoices the client : creation of a local subsidiary

→ **Logistic aspect** : the logistic specificity involves several issues:

- the workshop is built close to the site.
- Qualified manpower is requested : Phocéenne provides their own staff to manage the project

→ **Customer dedicated stock / On site stock.** Groupe Genoyer delivers all its products at the workshop. So customers can come to pick them up whenever it's needed.

- Manufacture prefab spools
- Realize the building units.



30 million \$



## BP Flowlines (Azerbaijan)

- **Anticipation** of all needs of the project
- **Stocking the complete needs** of materials for the whole project
- All the material are stocked in our company in Baku with the possibility for customer **to pick up the goods over a period of 1 year.**



**3 million \$**

## The Houdini project, Shell (Singapore)

A true business partnership has been initiated with a local partner.

Organisation of the project:

→ Phocéenne supplies the flanges, carbon steel welded pipes and fittings, delivered carriage-free to Singapore.

→ Phocéenne uses its expertise and knowledge in order to manage the project.

a dedicated team works directly **for and with** the client, in other words in Holland, at the premises of ABB.



60 million €



# New project : Cartagena Refinery Expansion- Repsol (Spain)

- Exclusive warehouse for the project close to the site.
- Integration of Repsol Codes into Genoyer's system :
  - Faster receipt of project needs
  - 1 place for inspection
  - Full management of the stocks
  - Faster pick up of material
  - Regular reports about "in" and "out" of the stocks
  - Better control of prefabricators
- Construction of 3000 Sq Mtrs warehouse on a 20 000 Sq Mtrs open yard
- 2 separate warehouses dedicated to 2 different EPC orders (F.W. & Intecsa)



**1st MTO Value  
30 million €  
8000 line items**



## References list

CUSTOMER	END USER	COUNTRY	PROJECT NAME	MATERIALS	YEAR
LARSEN & TOUBRO	LARSEN & TOUBRO	INDIA	CAIRN ENERGY PROJECT	X65 PIPE	2009
SAMSUNG	IOCL	INDIA	IOCL MEG PROJECT	SS FORGED FITTINGS	2009
CBI HOLLAND	SHELL SINGAPORE	SINGAPORE	HOUDINI	package CS, SS et Ni Alloy Fittings, Flanges, Pipes	2006 to 2009
TECNICAS REUNIDAS	PETROLEOS DE Portugal	Portugal	RECONVERSAO DA REFINERIA DE SINES	INTEGRAL PROJECT - Package CS, AS, SS	2009
INTECSA	SAUDI ARABIAN MINING CO. (MA'ADEN)	SAUDI ARABIA	DAP GRANULATION PLANT	Package Stainless and Carbon steel	2008
SAMSUNG	IOCL	INDIA	MEG	Weldolets	2008
BHEL	BHEL	INDIA	Inhouse	Flanges	2008
STROYTRANSGAZ	Syrian Gas Company	Syria	SMAGP	VALVES	2008
STROYTRANSGAZ	Syrian Gas Company	Syria	SMAGP	PIPING BULK	2008
STROYTRANSGAZ	Arabian Gas pipeline	Syria	Arabian Gas pipeline Phase 1	VALVES	2008



# References list

CUSTOMER	END USER	COUNTRY	PROJECT NAME	MATERIALS	YEAR
<b>STROYTRANSGAZ</b>	SONATRACH	ALGERIA	GK1 - SKIDA	PIPE	2008
<b>STROYTRANSGAZ</b>	SONATRACH	ALGERIA	GK1- SKIDA	FITINGS & FLANGES	2008
<b>KAZSTROYSERVICE</b>		Kazakhstan	Chinavorskoe Oil & Gas Condensate Field, Uralk Oblast	PIPING BULK	2008
<b>AKER KVAERNER</b>	ARTENIUS	Portugal		PACKAGE	2008
<b>SAIPEM</b>		Italy	LIVORNO	PACKAGE	2008
<b>CBI</b>		UK	GRAIN LNG	PACKAGE	2008
<b>CBI</b>		PERU	PERU LNG	Flanges	2008
<b>CBI</b>	GNL Chile	CHILI	Chilean LNG Project	PACKAGE	2008
<b>FISIA</b>	Mitsui	KOWAIT	SHUAIBA NORTH PLANT	PACKAGE	2008



# References list

CUSTOMER	END USER	COUNTRY	PROJECT NAME	MATERIALS	YEAR
TECHNIP		GREECE	MOTOR OIL	PACKAGE	2008
HQCEC	Shenhua Ningxia Coal Industry Group	CHINA	SNCG Coal Based Propylene Project	Fittings and Flanges	2008
SEI	National Iranian Oil Engineering & Construction Company	IRAN	IRAN Shazand Arak Refinery Expansion and updating project	Fittings-CS/SS/AS	2008
DAELIM	Saudi Kayan Petrochemical	Saudi Arab	Saudi Kayan HDPE project	BW Fittings and Forged Fittings	2008
DAPENG	DAPENG LNG COMPANY	CHINA	Guangdong LNG Terminal Phase I & Tank 3 Auxiliary Facilities project	CS/SS FLANGES	2008
SICHUAN BOILER	CNOOC	CHINA	Huizhou Oil Refinery Waste Heat Boiler Project	347H Pipes	2008
SICHUAN BOILER	CNOOC	CHINA	Huizhou Oil Refinery Waste Heat Boiler Project	A335 P91 Pipes	2008
HARBIN BOILER	Datang Corporation	CHINA	Guizhou Liupanshui Project	Forged Ring Incoloy 825	2008
PETRONAS MITCO JAPAN	SARAWAK SHELL BERHAD	MALAYSIA	REDEVELOPMENT PROJECT B11	INCOLOY & FULL INCOLOY FLANGES	2008



# References list

CUSTOMER	END USER	COUNTRY	PROJECT NAME	MATERIALS	YEAR
<b>PETRONAS MITCO JAPAN</b>	SARAWAK SHELL BERHAD	MALAYSIA	F28	DSS, LTCS & X65 PIPES, FITTINGS & FLANGES	2008
<b>CV SPESIAL</b>	TOTAL E&P Indonesie	INDONESIA	TOTAL CTBM 726 - Provision of Flanges For Well Connection 2008	X65 & CLADDED FLANGES	2008
<b>HYFLUX</b>		SINGAPORE	TIANJIN DAGANG NEWSRING DESALINATION PLANT	SDSS WN FLANGE	2008
<b>TOTAL E&amp;P BORNEO B.V.</b>		BRUNEI	MLJ1-07 TIE IN	CS, SS, DSS WN FLANGES	2008
<b>PT FEDSIN</b>	TOTAL E&P Indonesie	INDONESIA	GUNANUSA - PECIKO 6	SS SCP FLANGES	2008
<b>Zelan Construction Arabia Co. Ltd.</b>		SAOUDI ARABIA	SHUQAIQ II INDEPENDENT WATER AND POWER PROJECT	X65 PIPES	2008
<b>CHIYODA-CME ENGINEERING FZCO</b>	QATAR SHELL GTL LIMITED	QATAR	QATAR SHELL PEARL GTL PROJECT	CS FLANGES 20" AND ABOVE + SPECTACLE BLINDS + DRIP RING	2006 TO 2008
<b>TECHINT</b>	TRANSPORTADORA DE GAS DEL PERU	PERU	CAMISEA - CHIQUINTIRCA COMPRESSION STATION	X70 PIPE AND FITTINGS	2008
<b>ABB LUMMUS / TECHINT JV</b>	PETROTRIN	TRINIDAD & TOBAGO	Point a Pierre Refinery Gasoline Optimization Project	CS pipe, SS flanges and fittings, Alloy 20 pipe, flanges, fittings	2008





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