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Oggetto : Saipem e TechnipFMC accordo
commerciale SURF nuove
opportunità/Saipem and TechnipFMC
SURF commercial agreement New
Opportunities

Testo del comunicato

Vedi allegato.

Saipem e TechnipFMC annunciano un accordo commerciale per il SURF volto a creare nuove opportunità

Milano, Newcastle e Houston, 28 ottobre 2021 — Saipem (MILANO: SPM) e TechnipFMC (NYSE: FTI) (PARIS: FTI) annunciano una cooperazione commerciale che consentirà loro di identificare progetti nelle diverse aree geografiche che, eseguiti congiuntamente, produrranno benefici ai propri clienti.

L'accordo commerciale perseguirà iniziative specifiche relative al mercato dei Subsea Umbilicals, Risers and Flowlines (SURF) in cui la complementarietà degli asset, delle tecnologie, dei prodotti e delle competenze delle due società contribuirà a migliorare la redditività degli stessi, riducendone i rischi, a vantaggio di tutte le parti interessate.

La collaborazione avrà accesso ad un'ampia gamma di prodotti SURF e di metodi d'installazione, contribuendo a creare una maggiore flessibilità operativa e ottimizzazione d'esecuzione su progetti SURF sia EPCI (Ingegneria, Approvvigionamento, Costruzione ed Installazione) che iEPCI™ (Ingegneria, Approvvigionamento, Costruzione ed Installazione integrati).

Stefano Porcari, Chief Operating Officer della Divisione E&C Offshore, di Saipem ha commentato: *"L'accordo commerciale con TechnipFMC rappresenta un importante traguardo per il SURF in quanto ci permetterà di fornire un'offerta più competitiva ed affidabile per i nostri clienti. L'accordo avrà accesso a navi ed infrastrutture abilitanti e complementari oltre che a competenze tecnologiche consolidate per la posa in Reel e Jay. Insieme saremo in grado di fornire un servizio completo per quegli sviluppi complessi che richiedono un'ampia gamma di tecnologie e capacità. Siamo entusiasti di questo accordo commerciale e delle opportunità che scaturiranno nell'interesse dei nostri stakeholder"*.

Jonathan Landes, Presidente, Subsea, di TechnipFMC ha commentato: *"Siamo molto contenti di collaborare con Saipem in questa alleanza. Lavorando insieme a Saipem, riusciremo a ben posizionarci per utilizzare in modo efficiente risorse e capacità tra noi complementari, per creare soluzioni tecniche ottimizzate per una più efficiente esecuzione dei progetti. È importante sottolineare che l'offerta congiunta amplierà il potenziale del modello iEPCI™ specialmente quando combinato con l'innovativo sistema di produzione Subsea 2.0™ di TechnipFMC"*.

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Important Information for Investors and Securityholders

Forward-Looking Statement

This release contains "forward-looking statements" as defined in Section 27A of the United States Securities Act of 1933, as amended, and Section 21E of the United States Securities Exchange Act of 1934, as amended. The words "expect," "believe," "estimated," and other similar expressions are intended to identify forward-looking statements, which are generally not historical in nature. Such forward-looking statements involve significant risks, uncertainties and assumptions that could cause actual results to differ materially from our historical experience and our present expectations or projections. For information regarding known material factors that could cause actual results to differ from projected results, please see our risk factors set forth in our filings with the United States Securities and Exchange Commission, which include our Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. We caution you not to place undue reliance on any forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update or revise any of our forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise, except to the extent required by law.

Saipem

Saipem è una piattaforma tecnologica e di ingegneria avanzata per la progettazione, la realizzazione e l'esercizio di infrastrutture e impianti complessi, sicuri e sostenibili. Da sempre orientata all'innovazione tecnologica, Saipem è oggi impegnata al fianco dei suoi clienti sulla frontiera della transizione energetica con mezzi, tecnologie e processi sempre più digitali e orientati sin dalla loro concezione alla sostenibilità ambientale. Quotata alla Borsa di Milano, è organizzata in cinque divisioni di business (E&C Offshore, E&C Onshore, Drilling Offshore, Drilling Onshore e XSIGHT per i servizi di consulenza ed ingegneria nella fase iniziale di definizione del progetto), è presente in oltre 60 paesi del mondo e impiega circa 32mila dipendenti di 130 diverse nazionalità.

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TechnipFMC

TechnipFMC è un fornitore di tecnologia leader per le industrie energetiche tradizionali e nuove, offrendo progetti, prodotti e servizi completamente integrati.

Con le nostre tecnologie proprietarie e soluzioni complete, stiamo trasformando l'economia dei progetti dei nostri clienti, aiutandoli a sbloccare nuove possibilità per sviluppare risorse energetiche riducendo l'intensità di carbonio e sostenendo le loro ambizioni di transizione energetica.

Organizzati in due segmenti di business – Subsea e Surface Technologies – continueremo a far progredire il settore con i nostri pionieristici ecosistemi integrati (come iEPCI™, iFEED™ e iComplete™), leadership tecnologica e innovazione digitale.

Ciascuno dei nostri circa 20.000 dipendenti è guidato da un impegno per il successo dei nostri clienti e da una cultura di forte esecuzione, innovazione mirata e convenzioni di settore impegnative.

TechnipFMC utilizza il proprio sito Web come canale di distribuzione di informazioni materiali sull'azienda. Per saperne di più su come stiamo guidando il cambiamento nel settore, vai su www.TechnipFMC.com e seguici su Twitter @TechnipFMC.

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Saipem and TechnipFMC Announce SURF Commercial Agreement to Unlock New Opportunities

Milan, Newcastle and Houston, October 28, 2021 - Saipem (MILAN: SPM) and TechnipFMC (NYSE: FTI) (PARIS: FTI) today announced the two companies have entered into a global commercial agreement that will allow them to identify projects worldwide that could be jointly executed for the benefit of clients.

The commercial agreement will pursue specific Subsea Umbilicals, Risers and Flowlines (SURF) projects where the combination of the companies' complementary world-class assets, technologies, products and competencies improves project economics and de-risks the overall project development for the benefit of all stakeholders.

The collaboration will have access to a broad range of SURF products and installation methods, providing greater operational flexibility and optimized execution strategies under EPCI (Engineering, Procurement, Construction and Installation) and iEPCI™ (integrated Engineering, Procurement, Construction and Installation) project execution models.

Stefano Porcari, Chief Operating Officer of the E&C Offshore Division, at Saipem commented: *"The SURF commercial agreement with TechnipFMC represents an important milestone to offer a more competitive and reliable value proposition to our clients. The agreement will provide a pool of complementary enabling vessels and facilities and a consolidated Reel laying and J-laying technology base. Together we will be able to provide a full service for those challenging developments requiring a ample range of technologies and capabilities. We are very excited with this commercial agreement and with the opportunities that will be released to the benefit of our stakeholders"*.

Jonathan Landes, President, Subsea, at TechnipFMC commented: *"We are very pleased to partner with Saipem for the creation of this alliance. Working together with Saipem, we will be well-positioned to efficiently utilize complementary assets and capabilities to create differentiated technical solutions that further optimize project execution. Importantly, the strengthened offering will also expand the potential market for iEPCI™ opportunities when combined with TechnipFMC's innovative Subsea 2.0™ production systems"*.

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About Saipem

Saipem is an advanced technological and engineering platform for the design, construction and operation of safe and sustainable complex infrastructure and plants. Saipem has always been oriented towards technological innovation and is currently committed, alongside its clients, on the frontline of energy transition with increasingly digitalised tools, technologies and processes that were devised from the outset with environmental sustainability in mind. It is listed on the Milan stock exchange and is organised into five business divisions (E&C Offshore, E&C Onshore, Drilling Offshore, Drilling Onshore and XSIGHT for consulting and engineering services in the initial phases of projects). It operates in over 60 countries around the world with 32 thousand employees from 130 different nationalities.

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About TechnipFMC

TechnipFMC is a leading technology provider to the traditional and new energy industries, delivering fully integrated projects, products, and services.

With our proprietary technologies and comprehensive solutions, we are transforming our clients' project economics, helping them unlock new possibilities to develop energy resources while reducing carbon intensity and supporting their energy transition ambitions.

Organized in two business segments – Subsea and Surface Technologies – we will continue to advance the industry with our pioneering integrated ecosystems (such as iEPCI™, iFEED™ and iComplete™), technology leadership and digital innovation.

Each of our approximately 20,000 employees is driven by a commitment to our clients' success, and a culture of strong execution, purposeful innovation, and challenging industry conventions.

TechnipFMC uses its website as a channel of distribution of material company information. To learn more about how we are driving change in the industry, go to www.TechnipFMC.com and follow us on Twitter @TechnipFMC.

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