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# ENGIE FABRICOM

Atelier stakeholders Business Development Morocco / North Africa

Strategic vision for North-Africa

By Rochdi Jeddoui – Sales Manager North Africa

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Casablanca

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## Introduction

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- A. Who are we ?
- B. Highlight currents 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

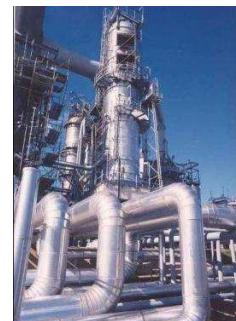
Detailed design and engineering assistance

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



# Engie Fabricom

## 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)

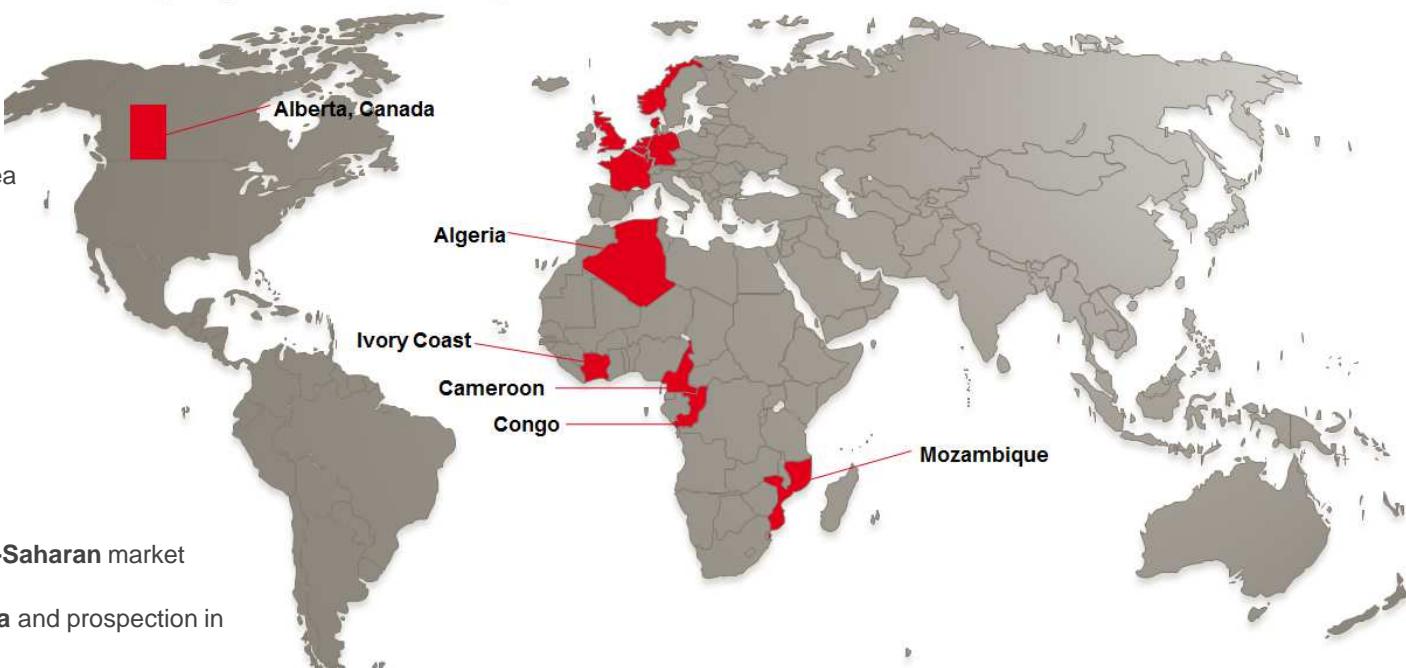
Start-up of Cofely Fabricom in:

- 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



# Contacts



**Wilmotte Denis**  
Department Manager Overseas Project

☎ +32 2 254 59 81  
📠 +32 478 21 02 28  
[denis.wilmotte@engie.com](mailto:denis.wilmotte@engie.com)



**Jeddaoui Rochdi**  
Sales Manager

☎ +32 2 370 32 27  
📠 +32 473 64 99 07  
[rochdi.jeddaoui@engie.com](mailto:rochdi.jeddaoui@engie.com)

*Thank you for your attention*

