

BUILDING
BUSINESSES
IN EURASIA



CIFAL

INTERNATIONAL TRADE, INDUSTRIAL AND BUSINESS SERVICES
IN THE ENERGY AND INFRASTRUCTURE RELATED SECTORS IN EURASIA



cifalgroupe.com



BUILDING
BUSINESSES
IN EURASIA

PRESENTATION PLAN

1. **CIFAL AT A GLANCE**
2. **A RELIABLE PARTNER IN THE OIL & GAS RELATED SECTORS**
3. **A WIDE RANGE OF INDUSTRIAL AND TECHNICAL SERVICES**



1. CIFAL AT A GLANCE

1.1 A LEADING COMPANY IN EURASIA

1.2 GLOBAL NETWORK

1.3 AN ESTABLISHED NETWORK OF AFFILIATES

**1.4 A FOCUS ON GROWING BUSINESSES
IN THE CIS COUNTRIES**

1.1 A LEADING WESTERN TRADING AND SERVICES SUPPLIER COMPANY IN EURASIA

- ▼ **60 YEARS OF INDUSTRY EXPERIENCE IN THE CIS COUNTRIES**
- ▼ **KEY PARTNER OF THE RUSSIAN NUCLEAR INDUSTRY FOR 40 YEARS**
- ▼ **MORE THAN 200 PROFESSIONALS FROM A DOZEN COUNTRIES**
- ▼ **1 BILLION EUROS OF ANNUAL GENERATED REVENUE**
- ▼ **CENTRAL ASIA AND CASPIAN REGION : ESTABLISHED IN ALL COUNTRIES**
- ▼ **FOUNDED IN FRANCE 1946, HEAD OFFICE IN PARIS**

1.2 GLOBAL NETWORK



▼ EUROPEAN OFFICES

FRANCE
RUSSIA
ITALY
GERMANY

▼ CENTRAL ASIAN / CASPIAN MIDDLE EAST OFFICES

AZERBAIJAN
KAZAKHSTAN
UZBEKISTAN
TURKMENISTAN
UNITED ARAB EMIRATES

1.3 AN ESTABLISHED NETWORK OF AFFILIATES



CIFAL S.A.
CIFAL Exploration & Production (CE&P)
TOO CIFAL KAZAKHSTAN
TOO CIFAL CERTIFICATION
CIFAL INDUSTRIAL SERVICES (FZCO)
CIFAL DECO
LLC CIFAL NEFTEGAS
ASIA GULF SERVICES (A.G.S.)
CIFAL Groupe GmbH
CENTROTURKMEN
TOO MPH – CIFAL KAZAKHSTAN

1.4 A FOCUS ON GROWING BUSINESSES IN THE CIS COUNTRIES

▼ ENERGY / NUCLEAR INDUSTRY

- *KEY PARTNER OF THE RUSSIAN NUCLEAR INDUSTRY FOR 40 YEARS
(REPRESENTATIVE OF AREVA AND PARTNER OF TENEX)*
- *OIL & GAS : UPSTREAM EXPERTISE, PROJECT INTEGRATION, INDUSTRIAL AND COMMERCIAL SERVICES, TRADING,
EQUIPMENT AND SPARE PARTS DISTRIBUTION*

▼ CONSTRUCTION

- *DESIGN AND ARCHITECTURE*
- *REAL-ESTATE PROJECT DEVELOPMENT*
- *PROJECT MANAGEMENT*

▼ COMMUNICATIONS / ELECTRONICS

- *SCADA*
- *AIR TRAFFIC CONTROL*
- *CIVIL AND SECURE COMMUNICATIONS*

2. A RELIABLE PARTNER IN THE OIL&GAS RELATED SECTORS



2.1 A WHOLE RANGE OF COMMERCIAL, TECHNICAL AND INDUSTRIAL SERVICES

2.2 A SOLID PORTFOLIO OF BUSINESS ASSOCIATES

2. A RELIABLE PARTNER IN THE OIL& GAS RELATED SECTORS

March 2009

2.1 A WHOLE RANGE OF COMMERCIAL, TECHNICAL AND INDUSTRIAL SERVICES

- ▼ OIL & GAS RESERVE ASSESSMENT and FINANCIAL ANALYSIS
- ▼ COMMERCIAL ASSISTANCE, FINANCIAL ENGINEERING and LOCAL CONTENT
- ▼ TRADING and DISTRIBUTION ACTIVITIES
- ▼ SPARE PARTS ASSETS MANAGEMENT
- ▼ CERTIFICATION and METROLOGY
- ▼ EQUIPMENT REPAIRS and MAINTENANCE
- ▼ MECHANICAL and ELECTRICAL FIELD OPERATIONS and MAINTENANCE
- ▼ SUPPLYING HIGHLY SKILLED and TRAINED PERSONNEL
- ▼ MANPOWER
- ▼ TECHNICAL TRANSLATIONS

2. A RELIABLE PARTNER IN THE OIL & GAS RELATED SECTORS

March 2009

2.2 A SOLID PORTFOLIO OF BUSINESS ASSOCIATES

DEVELOPED THROUGH A SERIES OF AGREEMENTS ON:

- Business Support
- Sales
- Spare Parts
- Maintenance & Repairs
- Certification
- Manpower

AOS
BONATTI
DEGREMONT
DIETSMANN
DRESSER / MASONEILAN
EUSEBI IMPIANTI
HAMON D'HONDT
ITECO
MAN FERROSTAAL PIPING SUPPLY
NAVALMARE
PROSERNAT
ROSETTI
SERCEL
THALES OIL&GAS
TOZZI SUD / COMART
TRANSOCEAN SEDCO FOREX
TGS NOPEC
TEKNOKON
ULTRAFLUX
VALVITALIA



3. A WIDE RANGE OF INDUSTRIAL AND TECHNICAL SERVICES

3.1 CERTIFICATION, INSPECTIONS AND METROLOGY

3.2 TRADING AND DISTRIBUTION

3.3 MANPOWER

3.1 CERTIFICATION, INSPECTIONS AND METROLOGY (KAZAKHSTAN)

▼ CERTIFICATION OF CONFORMITY

SINGLE SHIPMENT CERTIFICATES
SERIAL PRODUCTION CERTIFICATES
AUDIT OF FOREIGN MANUFACTURING PLANTS



▼ CERTIFICATION OF METROLOGY

METROLOGICAL ATTESTATION
CERTIFICATE OF TYPE



▼ PERMITS TO USE

INCLUDING : TECHNICAL PASSPORTS, EXPLOSION,
EXPLOSION-PROOF CERTIFICATES, FIRE SAFETY
CERTIFICATES, etc.

▼ METROLOGY

CALIBRATION AND REPAIR SERVICES
MOBILE / PORTABLE SOLUTIONS
OPERATIONAL BASES : AKSAI and ATYRAU
NEW GENERATION TESTING EQUIPMENT
ISO 9001 COMPATIBLE SOFTWARE



3.2 TRADING AND DISTRIBUTION

▼ **DISTRIBUTION**

DISTRIBUTOR AND/OR AUTHORIZED DEALER OF MORE THAN 20 WESTERN COMPANIES

▼ **OIL & GAS EQUIPMENT TRADING**

TO SUPPORT TRADING OPERATIONS, CIFAL IS USING ITS DUBAI TRADING PLATFORM

▼ **HEAVY MACHINERY EQUIPMENT AND SPARE PARTS**

CIFAL CAN SOURCE SECOND-HAND HEAVY MACHINERY EQUIPMENT AND SUPPLY ASSOCIATED GENUINE SPARE PARTS

3. A WIDE RANGE OF INDUSTRIAL AND TECHNICAL SERVICES

March 2009

3.3 MANPOWER

CIFAL MANAGES THIS ACTIVITY THROUGH A JOINT VENTURE WITH MPH, A COMPANY BASED IN EUROPE AND THE UNITED ARAB EMIRATES.
MPH IS SPECIALIZED IN PROVIDING TECHNICAL EXPERTS TO LARGE EPC PROJECTS.

- ▼ OIL & GAS and PETROCHEMICALS
- ▼ POWER ENERGY
- ▼ INFRASTRUCTURES





PARIS

MOSCOW

ALMATY

BAKU

ASHGABAT

TASHKENT

ASTANA

BERLIN

ATYRAU

DUBAI

MILAN

BUILDING
BUSINESSES
IN EURASIA