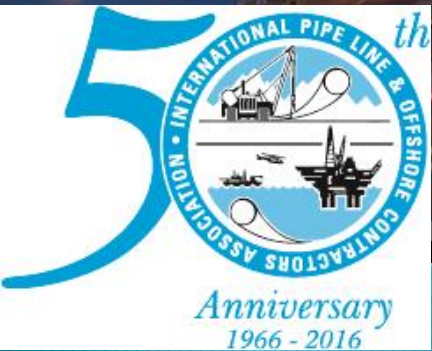


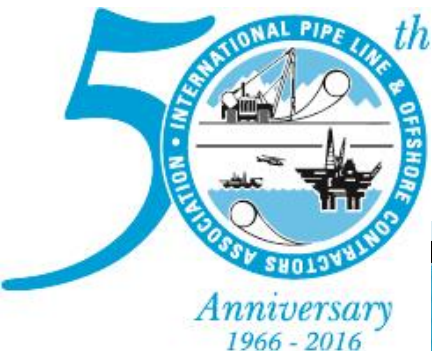
IPLOCA Regional Conference Europe Eastern



► Moscow, April 26, 2016

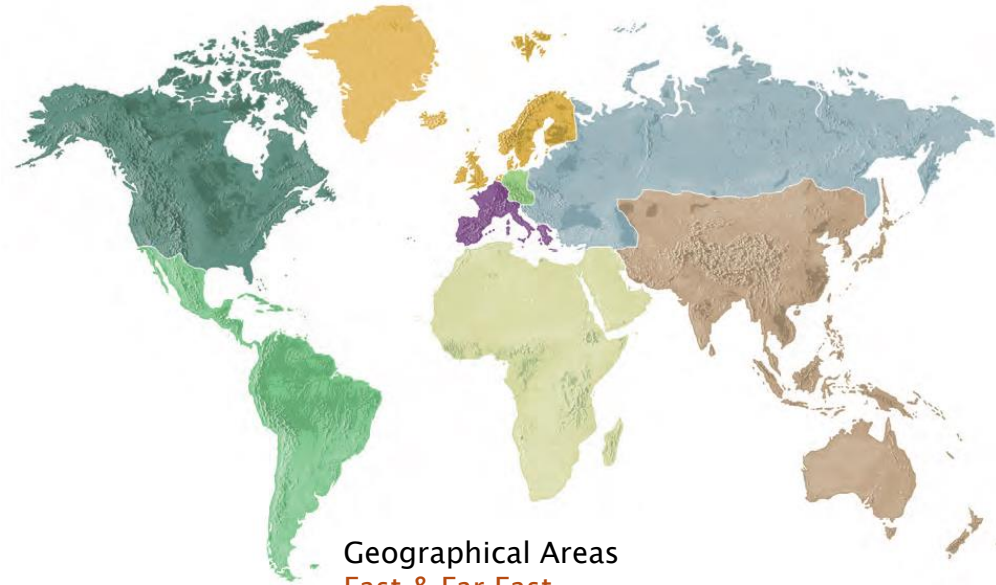
IPLOCA Overview

- ▶ Non-profit organization, formed in 1966
- ▶ Mission: provide value to members through a forum for sharing ideas, engaging the industry and its stakeholders, facilitating business opportunities and promoting the highest standards in the pipeline industry
- ▶ More than 260 members all over the world
- ▶ Headquarters: Geneva



Membership categories

- ▶ Regular members: 110 regular members, 8 geographical regions
- ▶ Associate members: 125 members, companies providing vital services, equipment and machinery to the industry
- ▶ Corresponding members: interested in Association's work and technical guidance
- ▶ Academic members: universities and research institutions for oil and gas industry



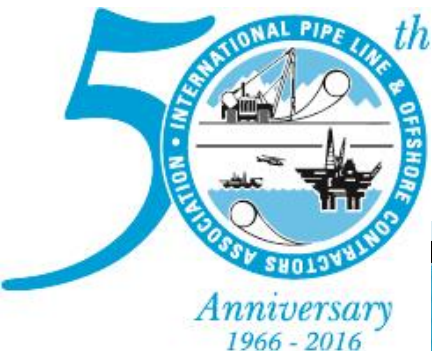
Geographical Areas
East & Far East
Europe Central
Europe Eastern
Europe Mediterranean
Europe North-West
Middle East & Africa
Latin America
America North



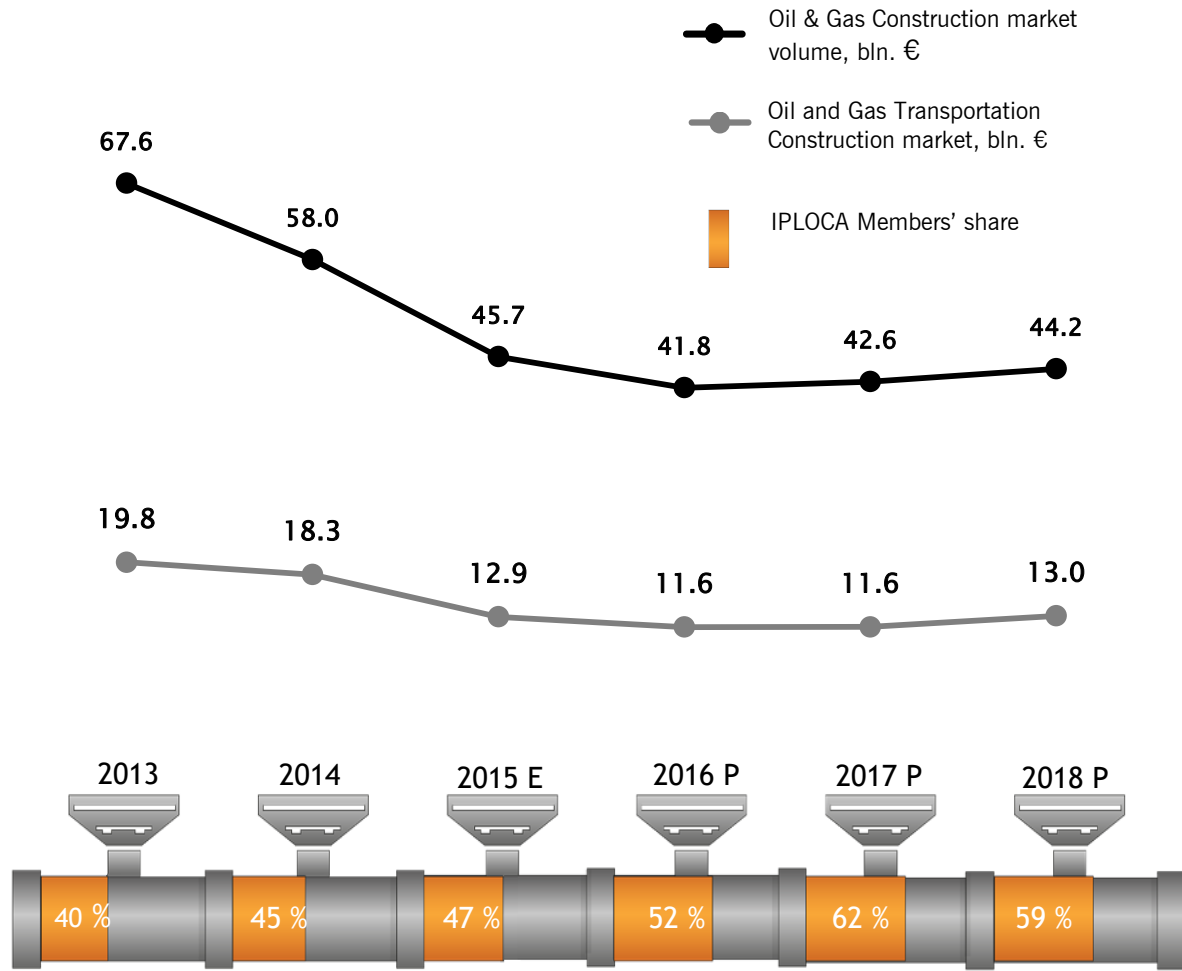
Anniversary
1966 - 2016

Opportunities for contractors

- ▶ New construction technologies: **Onshore Pipelines: The Road to Success** published and updated constantly
- ▶ Research and collaboration: partnership with **Pipeline Research Council International (PRCI)** and other research groups to conduct research for the benefit of the industry-at-large
- ▶ Health, Safety and the Environment (HSE): workshops, awards, development and encouraging the best practices
- ▶ Training: Pipeline Construction Safety Instructors Tool – in collaboration with the CSC (Canada) and with the support of the PLCA (Canada) to assist in employee training

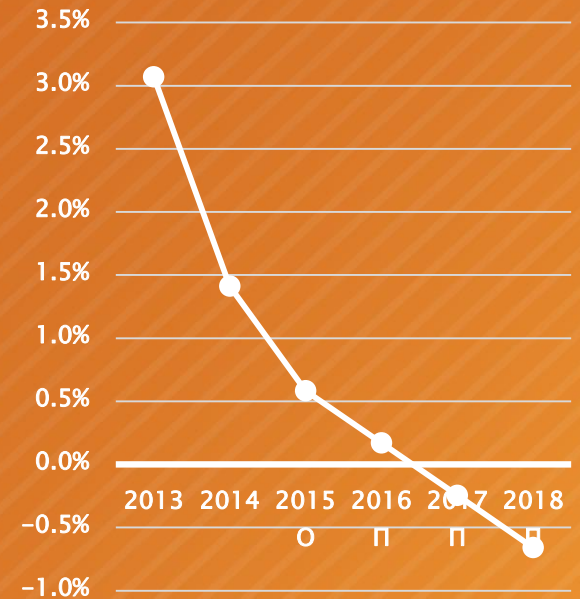


Oil & Gas Transportation Market in Russia, 2013–2018



Russia's Oil and Gas Companies Financial Results, SCRIN

Russian construction companies EBIT profitability, 2013-2018



Contraction of Oil & gas transportation construction market.

Inefficient system of planning and execution of capital-intensive and long-term contracts

Thank you for your attention

