



# AETS CORPORATE PRESENTATION 2020



# MISSION, VISION & VALUES



## MISSION

To provide superior products and services through innovative, fit-for-purpose, competitive and safe solutions for the on-and-offshore oil and gas industry

## VISSION

The leading provider of technical, project and operational support services, whilst creating high value to our clients and ensure prosperity of our people

## VALUES

Core Values that underpin every aspect of our business: safety, excellence, learning , integrity, clients and teamwork



# HSE POLICY

The group of companies has a clear commitment to continuously improving HSE performance of all its operations and activities.

The health and safety of everyone who works for organization is critical to the success of its operations. In line with these goals, leadership of organization is fully committed to the protection of the natural environment and to the health and safety of its staff, contractors and the communities in which it operates.



## DEMONSTRATE

strong and visible leadership in Health, Safety and Environmental protection



## MEET

all applicable HSE, legal and other requirements related to our activities



## ENSURE

that our workforce and contractors are adequately trained and competent to perform their work safely



## MANAGE

HSE performance and compliance in accordance with organizational management system and best industry practice



## FOLLOW

a rigorous process of risk assessment and risk management



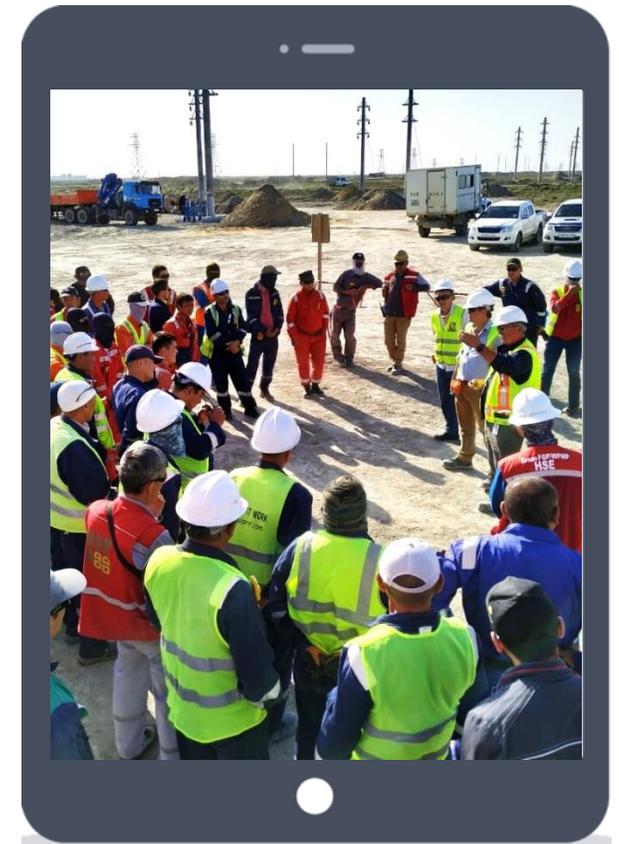
## IMPROVE

HSE performance continually through sharing of best practices and implementation of lessons learned



## REPORT

all incidents openly and accurately





# AETS COMMUNITY

The talented people we hire are the most important part of our success.

Our community comprising **more than 800 experts** work together to extend the limits of what's possible in our industry.

Policy of the company is concentrated on sustainable employee development, applying the following methods:

- Investing into top management staff through High Executive Programs
- Leadership engagement program
- Consistent training
- Coaching program
- Mentoring program
- Individual development plans

We believe that high professional knowledge of our employees will lead to the highest quality of our services and result in outstanding company performance.

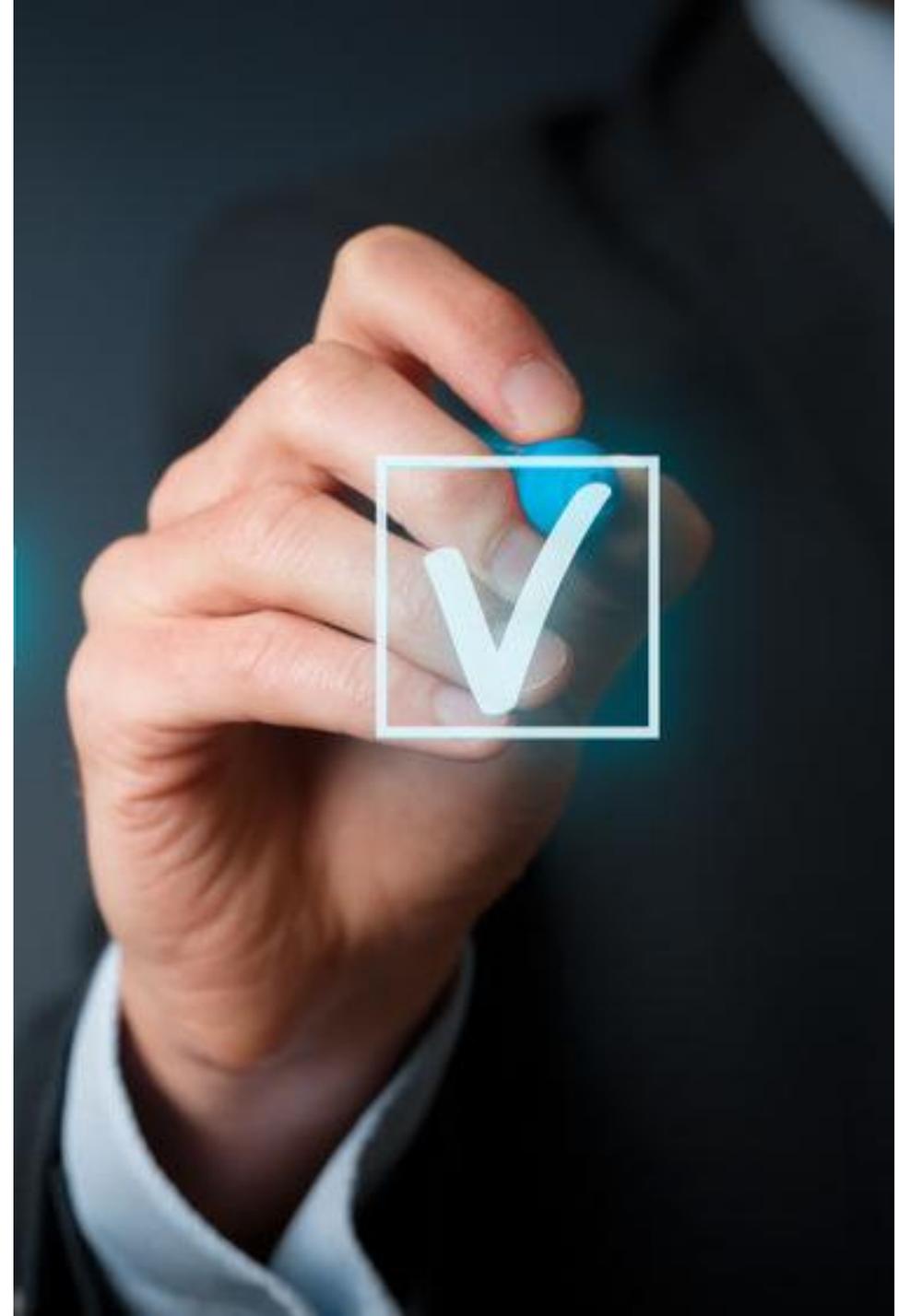




# LICENSES & PERMITS

Company is certified against ISO  
9001: 2015, ISO 14001: 2015, OHSAS  
18001:2007 international standards.

- Category I Construction works, Category 1 Engineering and Exploration works, Category I Survey
- Subsoil Use right
- License on development, production, acquisition and sale of explosive and pyrotechnic substances and items of equipment with their appliance.
- License on handling of devices and installations generating ionizing radiation
- Permission for the emissions to the environment for the objects of the 1st, 2nd, 3rd categories.
- Design and mining operations (exploration, production), petrochemical production, operation of gas pipelines, oil pipelines, oil pipelines in the field of oil and gas
- License on The handling of radioactive substances, devices and installations containing radioactive substances
- Category 1 Construction works, Category 2 Engineering and Exploration works
- Attestation for the right to perform work in the field of industrial safety
- License on transportation of dangerous goods





# OUR SERVICES IN CONSTRUCTION



ENGINEERING



CONSTRUCTION



MAINTENANCE



PROJECT  
MANAGEMENT



PROCUREMENT



OPERATIONS

**Our company collaborates with its Clients** to develop optimized integrated solutions in Engineering, Procurement, Construction, and Maintenance, Operations, Project Management and Supply Chain.



**Over the past decade** we have experienced a rapid growth by providing high-standard services and technical knowledge across each phase of the project.



# EPC FIBER OPTIC PERMANENT COMMUNICATIONS

## OUR CURRENT PROJECT FOR CHEVRON



### Ahead of schedule WE fulfilled:

- Overhead line and underground cable puling - over 400 km
- More than 70 km of horizontal directional drilling
- Installation of more than 2000 poles of different types
- More than 1 000 000 man-hours without injuries





**We have highly professional Engineering and Project Management from all of the world with NEBOSH and IOSH certificates.**

**We provide the entire range of the project services cycle from conception to completion.**



**CERTIFIED**

against ISO 9001: 2015, ISO 14001: 2015, OHSAS 18001: 2007 international standards.

**CHESM-TCO**

"Contractor Health, Environment and Safety Management" most recent A, B Ratings.

**FULL COMPLIANCE**

Full compliance with CLIENT and Industry regulations.

**ACTIVE**

member of TCO "Safe a Life Campaign" – trainings, communication and raising awareness.

**SOFTWARE**

Siemens' COMOS, PCS7, SIMIT for project management



# OUR ACTIVITIES IN CONSTRUCTION



1

EPC and commissioning of Fiber Optic infrastructure

2

EPC, commissioning, maintenance, modification works, repair works of overhead electrical transmission lines

3

EPC of electrical substations

4

Electrical & instrumentation services on electrical parts of machinery

5

Testing for electrical and electromechanical equipment and materials

6

Engineering in telecommunication and power distribution area

# THE LIST OF PRE-QUALIFIED PROJECTS

- Provision of Major Construction Works for KPO BV (Shell, Chevron, Eni)
- General Electrical Maintenance for Total
- Provision of Brownfield Plant Modification Construction Services for NCOC (Shell, ENI, ExxonMobil, Total)





## PROJECTS

### 2016-2020

Engineering, Procurement and Construction -  
Fiber Optic Permanent Communications for the  
FGP/WPMP, TengizChevrOil



### 2014 - 2018

Provision of Preventive and Corrective Maintenance  
Services for Overhead Lines, Poles and Towers in  
Karabatan, Ersai Caspian Contractor

### 2013 - 2014

Construction and Commissioning of Oily Water  
Treatment Facility Debottlenecking Phase I,  
NCOC

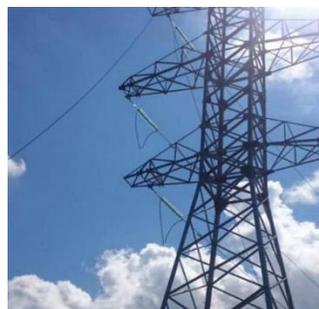


### 2008 - 2011

Provision of Work on the Design and Construction of  
110 kV Powerline to Atyrau Heat and Power Plant  
ATEC "Nursaya", Agip KCO.

### 2009 - 2011

Engineering, Procurement and Construction of  
Overhead Power Electric Line 10 kV, Punj Lloyd



### 2009 - 2011

Supply, Installation and Commissioning of 110 kV  
Line Extension, Bateman Kazakhstan Oil



# OUR SERVICES IN OIL AND GAS

**WE** are an integrated service provider to the **Oil & Gas industry**, with capabilities to serve the complete lifecycle for upstream, midstream & downstream facilities and infrastructure.



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Every day we apply our broad portfolio of technologies and services to provide innovative solutions for oil production growth and optimization.

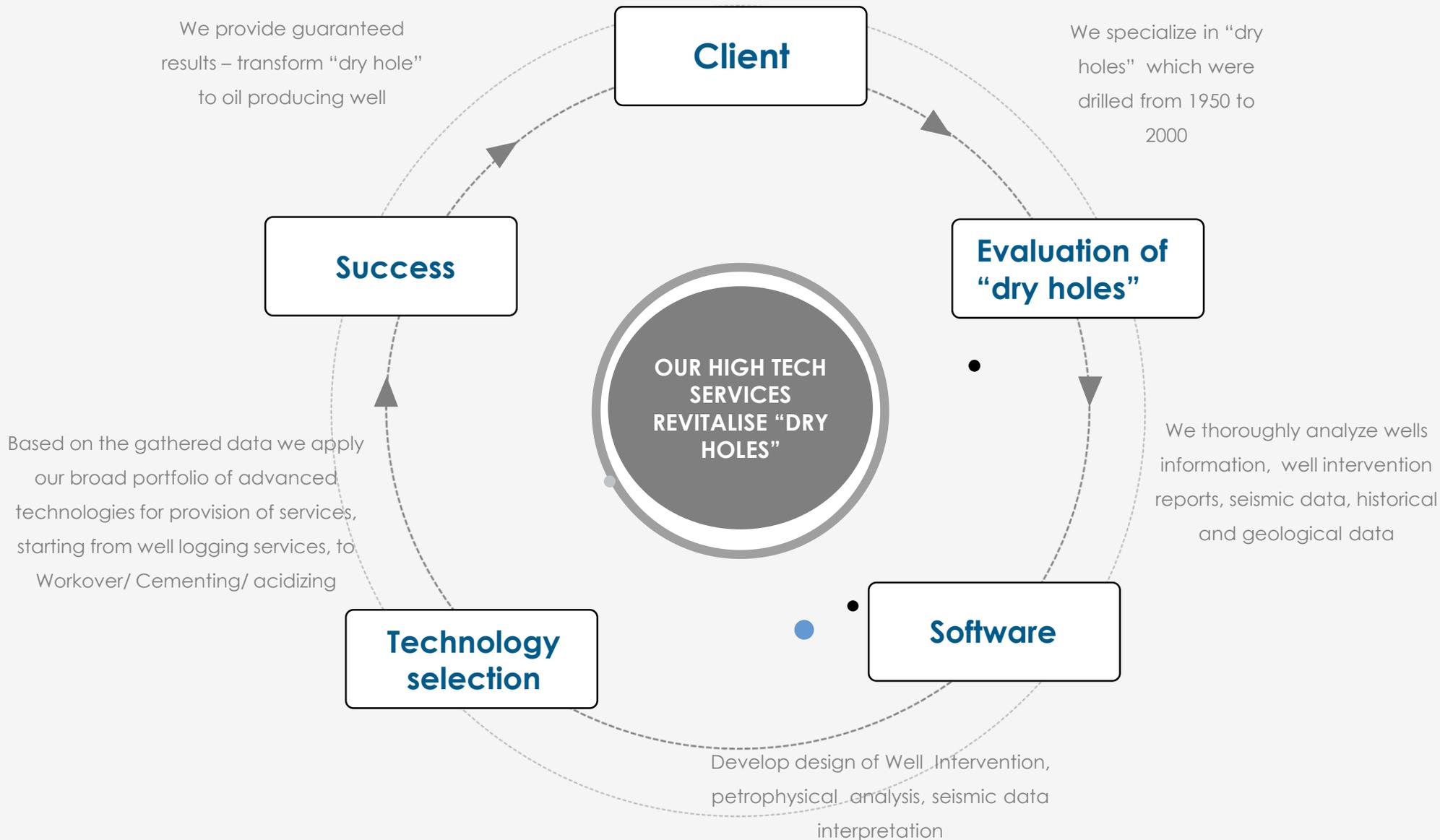
We offer an integrated approach to problem-solving: from the study of field seismology, historical data of the wells to well interventions.

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# OUR STRATEGY





## TWO BUSINESS MODELS

WE SHARE THE RISKS WITH OUR PARTNERS

- **ACTING AS INVESTOR**

We bare all the costs of Oil&Gas field development in exchange of the subsoil ownership shares

- **ACTING AS CONTRACTOR**

We provide full cycle of services at initial zero CAPEX to Client in return of conditional payment from future earnings on produced oil/gas.

## COSMIK's International Exploration Goal:

- Expansion to international oil and gas industry
- Replication of successful projects and experience abroad

### Focus on:

- Increasing hydrocarbon reserves and ultimate production within a short-term period
- Capital deployment for oil production
- Extremely attractive returns for both sides

### Guarantee:

1. COSMIK takes all costs during the evaluation of geological data and exploration
2. All costs of COSMIK are non- reimbursable in case of unsuccessful provision of services





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## International Exploration – “Why we do it”

Under-explored basins have significant “Yet to Find” potential and have been historically undercapitalized from data and technology perspective

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## COSMIK IS INCREASING PRODUCTION WITHOUT DRILLING

- Our focus area is exploration and production of O&G fields with “dry holes” being drilled from 1950 to 2000
- As historical data on under-explored basins and “dry holes” is outdated we implement our innovative technologies to evaluate actual reserves and extract them without new drilling





## USING OUR INNOVATIVE SOLUTIONS IS THE WAY TO REVITALISE YOUR “DRY HOLES”



**COSMIK's**  
technical  
solution unveil  
dry hole's  
hidden  
potential

- Geoscience services ( Seismic processing and interpretation, Geological modelling, rock physics and etc).
- Vertical Seismic Profiling ( Borehole Seismic acquisition)
- Well Integrity Services and Production logging
- Formation evaluation services (open hole and cased hole data interpretation)
- Workover /Cementing



# OUR PROJECT CASE STUDY

Our model has been implemented in over 10 onshore oil fields. Our services resulted in multiple increase of oil production and overall success of our customers – operators

Oktyabrskoye oilfield		
Well number	Daily production oil rate before us, bbls/d	Daily production oil rate after, bbls/d.
109	9	350
108	20	440
101	Dry hole	220
Zhodybai field		
100	Dry hole	125
101	Dry hole	75
Tortai oilfield		
17	Dry hole	320
Tobearal oilfield		
28	13	202
Zhylankabak oilfield		
116	5	75



# THE LIST OF PRE-QUALIFIED PROJECTS

Provision Of Packers And Completion Services for KPO (Shell, Chevron, Eni)

Provision Of Wells Stimulation Services for KPO (Shell, Chevron, Eni)

Provision Of Cementing And Pumping Services for KPO (Shell, Chevron, Eni)

Provision Of Logging And Perforating Services for KPO (Shell, Chevron, Eni)





# PROJECTS

## 2016- Ongoing

The full complex of well works at Tortay Oil Field, Zholdybai Oil Field, Oktyabrskoe Oil Field: Well logging, well integrity services: MIT, MTT, RBT, RAS, well workover, deinstallation of the surface equipment; tubular running services; remedial cementing services, perforation.



## 2017 - 2020

Provision of outsourcing Original Equipment Manufacturer support services, KPO B.V. (Shell, Chevron, Eni).



## 2008 - 2016

Provision of Operation and Maintenance Services at Bautino Base (Support base for maritime operations) for NCOC (Shell, ENI, ExxonMobil, Total).



## 2013 - 2016

Oil Recovery Works at Tobearal Oil Field, Botakhan Oil Field.

## 2008 - 2016

Provision of outsourcing Original Equipment Manufacturer support services, KPO B.V. (Shell, Shevron, Eni).

## 2016 - 2019

Supply of Industrial Trials to Maersk Oil Dunga Field (Total)



**WE are Quality and HSE driven company, with a pro-active approach, offering real added value and real time benefits.**

We have developed partnership approach with clients which has contributed to exceeding our customers' expectations and led to the sustainable success. Rich experience has been gained in automotive, technology, consumer, retail, industrial and energy sectors.

# SUSTAINABLE SOLUTIONS



**SUPPLY CHAIN SOLUTIONS**



**FREIGHT AND CARGO TRANSPORTATION**



**CUSTOMS CLEARANCE**



**ARCHIVING & WAREHOUSING**



**CHEMICAL AND EXPLOSIVE MATERIAL STORAGE**



**TRADING HOUSE**



**EQUIPMENT RENTAL**



**INDUSTRIAL MANUFACTURING**



**MAINTENANCE OF LOCOMOTIVES**



CORPORATE PRESENTATION 2020

# KEREMET INDUSTRIAL FACILITY

We provide full cycle of  
Services to our clients:

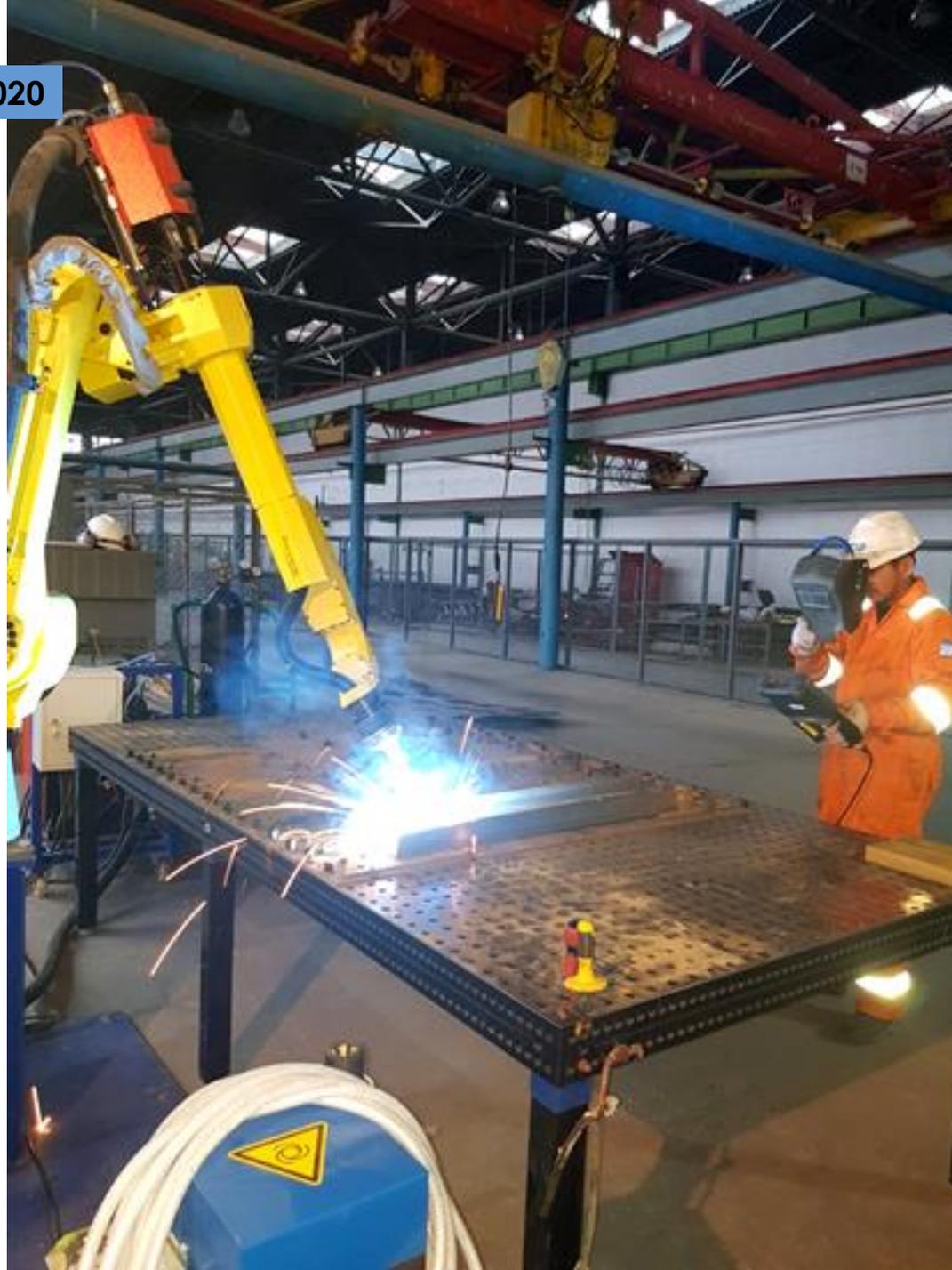
Engineering & Design  
of Metal Structure

Fabrication

Testing

Protective Paint

Supply





# KEREMET INDUSTRIAL FACILITY

Our company produces of gaskets, slings, crossarms, bolts, screws and **all type of metal structures for overhead powerline** to support our Customers and increase Local Content.

- We use only modern technologies from Italy, Germany and Korea
- High quality standards
- Improving local customer service



GASKETS



SLINGS



CROSSARMS



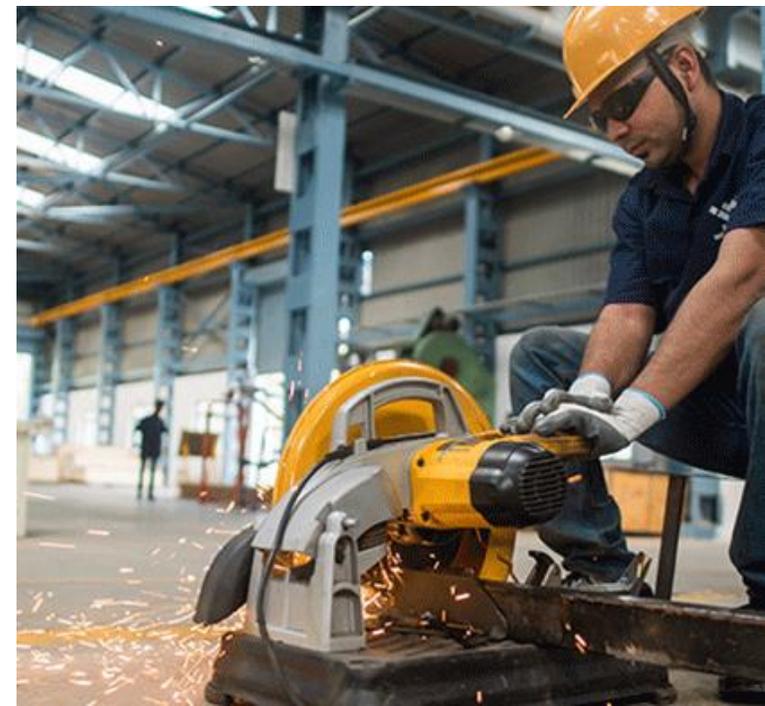
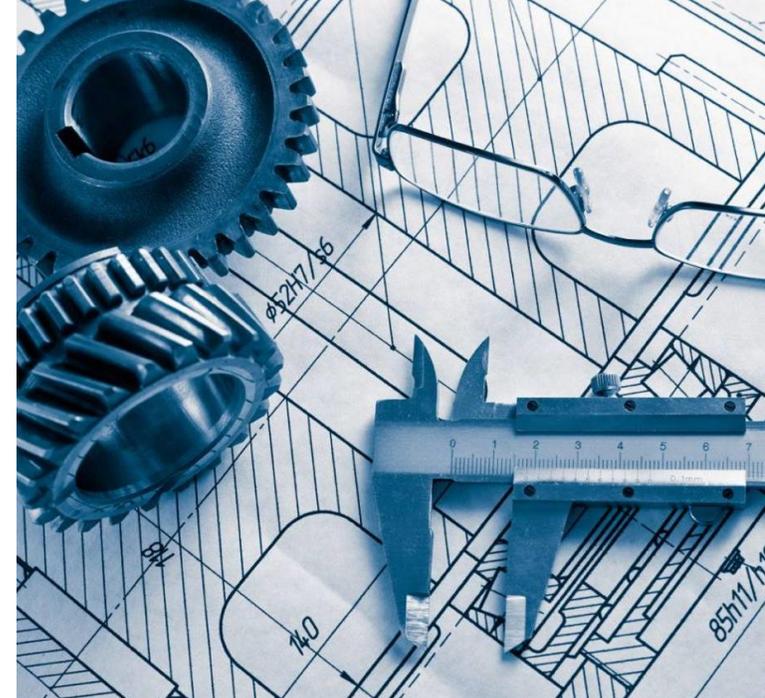
BOLTS AND SCREWS





# THE LIST OF EQUIPMENT

- 10000 KN ELECTRO-HYDRAULIC PRESS FOR CRIMPING
- 1500 KN HORIZONTAL TEST BENCH - SAHM SPLICING
- 500 KN HORIZONTAL TEST BENCH - SAHM SPLICING
- 6000 KN ELECTRO-HYDRAULIC PRESS FOR CRIMPING
- AVL-6000- ROTARY TABLE INSTALLATION
- AWM03 SEMI-AUTOMATIC MACHINE FOR MANUFACTURING
- AWM07 SPIRAL WOUND MACHINE
- WATERJET CUTTING SYSTEM MODEL - SUPERJET SJA-3040
- ROBOTIC COMPLEX FOR WELDING
- LATHE - 1 M63N
- LATHE - KUSON
- VERTICALLY MILLING MACHINE - STALEX ZX5325C
- BAND SAW MACHINE - STALEX BS-280G
- FIBER LASER MARKER MACHINE
- PLASMA ARC CUTTING SYSTEM -POWERMAX
- HORIZONTAL PRESS BRAKE PP200
- METAL SHEETS GUILLOTINE CUTTER
- FUEL INJECTION PUMP TEST STAND - BOSCH EPS 625
- INDUCTION HEATER
- ETC





# “KEREMET” INDUSTRIAL FACILITY: SITE AREA





# FIVE REASONS FOR THE COMPETITIVENESS OF CLP PRODUCTS

**Custom manufacturing in hand.** Our Company also manufactures a wide range of products based on the customers'/clients' requirements along with the production line.

1

**Compliance with** high quality standards as per American Society of Mechanical Engineers (ASME) – ASME B16.20, ASME B16.47 and ASME B16.50.

2

**Our experience is your confidence.** CLP has a substantial experience in provision of services to such Clients and Partners.

3

High Industrial Relations Awareness is our advantage.

4

**Effective product team assessment,** which allows to evaluate, communicate and improve the overall capabilities of the product management team.

5



# ARCHIVING & WAREHOUSING

ARCHIVING

DOCUMENT STORAGE, SCANNING AND COPYING

ELECTRONIC ARCHIVE

DOCUMENT DESTRUCTION

## WE ENSURE:

- 100% accurate inventory of records and data;
- Quick, easy, and accurate retrieval of information;
- Controlled access to records and data;
- Sophisticated bar-code tracking system;
- Next-day, half-day and emergency document delivery services;
- All records are kept in a climate controlled environment;
- Intrusion detection and alarm systems;
- Fire detection and suppression systems;
- Flood detection systems and protection measures;
- 24/7 internal and external passive video surveillance;
- Highly trained and qualified staff teams





# SUPPLY CHAIN SOLUTIONS

## FULL-SERVICE SUPPLY CHAIN MANAGEMENT INCLUDES:

- Strategic planning of the procurement process, selection of the most appropriate manufacturer and supplier
- Determination of the optimal route of delivery, type of transportation and carrier selection
- Cost estimate and budget optimization
- Combine purchase orders and planning shipments to reduce costs and transit time
- Multimodal consolidation and route optimization
- Control of shipping documentation
- Convenient system of mutual settlements
- Consolidated invoicing
- Standard and customized reporting



# LOGISTIC

**CASPIAN LOGISTIC & PROCUREMENT IS A DIRECT CARRIER AND OWNER OF VEHICLES AND SPECIAL EQUIPMENT.**

- **AIR FREIGHT DELIVERY**
- Long-term partnership contracts with agents around the world provide the ability to deliver goods from 1 kg to 15,000 kg at the lowest possible rates.
- **MULTIMODAL TRANSPORTATION**
- Our team of professionals always selects the most profitable way to transport goods by sea from all over the world.
- **INTERNATIONAL TRUCKING**
- The service of temporary storage of goods in the warehouses of our partners abroad allows us to offer customers consolidated transportation on the most favorable terms.
- **TRUCKING IN KAZAKHSTAN**
- Loads weighing from 0.5 to 6 tons are transported by Volkswagen Caddy, Volkswagen Amarok, Ford Ranger, Hyundai. Open side and tilt Euro trucks with a lifting capacity of up to 20 tons in our fleet are represented by the brands Mercedes, Volvo, MAN, Scania, MAZ.



# WAREHOUSING FACILITIES

1	Industrial base	Maylin Str., 66, Atyrau, Kazakhstan	Total storage area – 4500 square meters Open laydown area - 4226 square meters Covered area - 274 square meters The average temperature kept in covered area - 10-20C Vacant space of covered area - 90% Height of Covered Area - 10-15 meters
2	Industrial base	Maylin Str., 95, Atyrau, Kazakhstan	Total storage area – 20000 square meters Open laydown area - 19127 square meters Covered area - 873 square meters The average temperature kept in covered area - 17C Vacant space of covered area - 90% Height of Covered Area - 10-15 meters
3	Industrial base	Atambayev Str., 16A, Atyrau, Kazakhstan	Total storage area - 2738 square meters Open laydown area - 1815,5 square meters Covered area of Warehouse- 922,5 square meters The average temperature kept in covered area - 17C Vacant space of covered area - 20% Height of Covered Area - 10 meters



# WAREHOUSING FACILITIES

4	Industrial base	Kuttygai batyr Str., 25, Atyrau, Kazakhstan	Total storage area - 10000 square meters Open laydown area - 5422 square meters Covered area - 4578 square meters Office with a total area 421 square meters Warehouse with a total area 1611,8 square meters Warehouse with a total area 1609,2 square meters Warehouse with a total area 924,5 square meters Boiler room with a total area 11,7 square meters The average temperature kept in covered area - 10-20C Vacant space of covered area - 10% Height of Covered Area - 10-15 meters
5	Industrial base	Kabdolov Str., 74, Atyrau, Kazakhstan	Total storage area – 2750 square meters Open laydown area - 1216 square meters Covered area - 1534 square meters Office with a total area 254 square meters Warehouse with a total area 1270 square meters Boiler room with a total area 10 square meters The average temperature kept in covered area - 10-20C Vacant space of covered area - 80% Height of Covered Area - 5-15 meters



# EQUIPMENT RENTAL

CLP provides equipment rental of a wide variety of machinery that can be mobilized to meet short or long term demands of the client.

Our operators are the most qualified in the field. We strive to stay on top with latest equipment and fully trained service department to keep the machinery in good-as-new condition.

## THERE ARE FOLLOWING EQUIPMENT AVAILABLE FOR RENT:

- Crane 25 t Ural Kamaz (15 units)
- Crane 60 t Ural
- Crane 100 t LIEBHERR
- Manlift ( AGP) (5 units)
- Auger truck (82 mm)
- Boom truck
- Bus 55 seats
- Crew bus 25 seats
- Pickup
- Excavator – Backhoe
- Excavator (New Holland, Doosan) (8 units)
- Roller Compactor XCMG
- Mini Roller Compactor
- Mini Excavator New Holland
- Fuel Truck
- Self-propelled grader GR -215
- Fork-type loader Hyundai
- Vacuum Truck
- Water Truck ( 2 units)
- Dump Truck
- HDD
- Pole carrier
- Splicing Equipment



# DEAD END SIDING

## RAILWAY DEADLOCK SERVICES

Capacity - 5 railway carriages

- Provision of a railway track for unloading goods at Atyrau station
- Registration of all necessary documents for the supply and cleaning of rolling stock;
- Acceptance, loading and unloading of goods to the site, or with simultaneous loading into vehicles with subsequent transportation of goods along the route agreed with the Client.

# LOCOMOTIVE MAINTENANCE

- Maintenance of all types of diesel locomotive in the volume of TO-3, TO-6, TO-7 and TO-4 (turning of wheel sets without rolling out from under the locomotive on the KZh-20 machine) As well as the replacement and repair of large assemblies and assemblies: re-laying of crankshafts shafts, repair of the main generator, repair of the traction engine, etc.
- Seasonal and unscheduled inspection of locomotives.



# “VOLVO” and “URAL” AUTHORIZED SERVICE STATION



- **MAINTENANCE OF ALL TYPES OF TRUCKS**
- **HIGH QUALIFICATION OF MECHANICS**
- **SPECIAL EQUIPMENT AND FULLY TRAINED SERVICE DEPARTMENT TO KEEP THE MACHINERY IN GOOD-AS-NEW CONDITION.**
- **EQUIPMENT RENTAL**
- **DISTRIBUTION OF VOLVO AND URAL SPARE PARTS**

## SERVICE OPERATIONS

- ✓ Maintenance according to the factory schedule
- ✓ Warranty service & repair
- ✓ Full computer diagnostics of electronic systems of trucks and trailers with further repair
- ✓ Diagnostics & repair of suspension & steering system
- ✓ Diagnostics & repair of engines & drivelines despite of difficulty level
- ✓ Diagnostics & repair of electrical systems of trucks & trailers
- ✓ Wheel alignment for trucks & trailers
- ✓ Windscreens replacement or repair
- ✓ Washing services
- ✓ Ad-Blue refilling

## GENUINE SPARE PARTS

- ✓ A wide choice of original spare parts & accessories (over 5 000 articles at the stock)
- ✓ Precision spare parts delivery from the Distribution centers in Moscow or Almaty
- ✓ Parts Exchange program – sales of spare parts remanufactured in the factory conditions
- ✓ Genuine oils & lubrications
- ✓ Spare parts delivery to the customers
- ✓ High quality of selection of spare parts for trucks of any model year
- ✓ Original merchandise & souvenirs
- ✓ Flexible discount system, special proposals & campaigns



## CLP PROJECTS

**2019-2020**

Fabrication and supply of crossarms to AETS for TengizChevron.



**2019**

Provision of electrical transport to National Post Service – KazPost.

**2015 - 2021**

Provision of low value goods and services through trading house for NCOC (Shell).



**2012 - 2022**

Venture document storage including archive, document management and courier services for NCOC (Shell), Schlumberger.

**2012 - 2013**

Supply of spare parts for mechanical equipment including procurement, logistics and custom clearance, Agip KCO.



**2006 - 2017**

Supply, Installation and Commissioning of 110 kV Line Extension, Bateman Kazakhstan Oil

**2007 - 2012**

Material and spare parts procurement, transportation, warehousing and customs clearance, Punj Lloyd.





# CONTACT DETAILS



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