

Company Overview



DEMETRA SRL



**Progettare e Costruire
in Sicurezza**

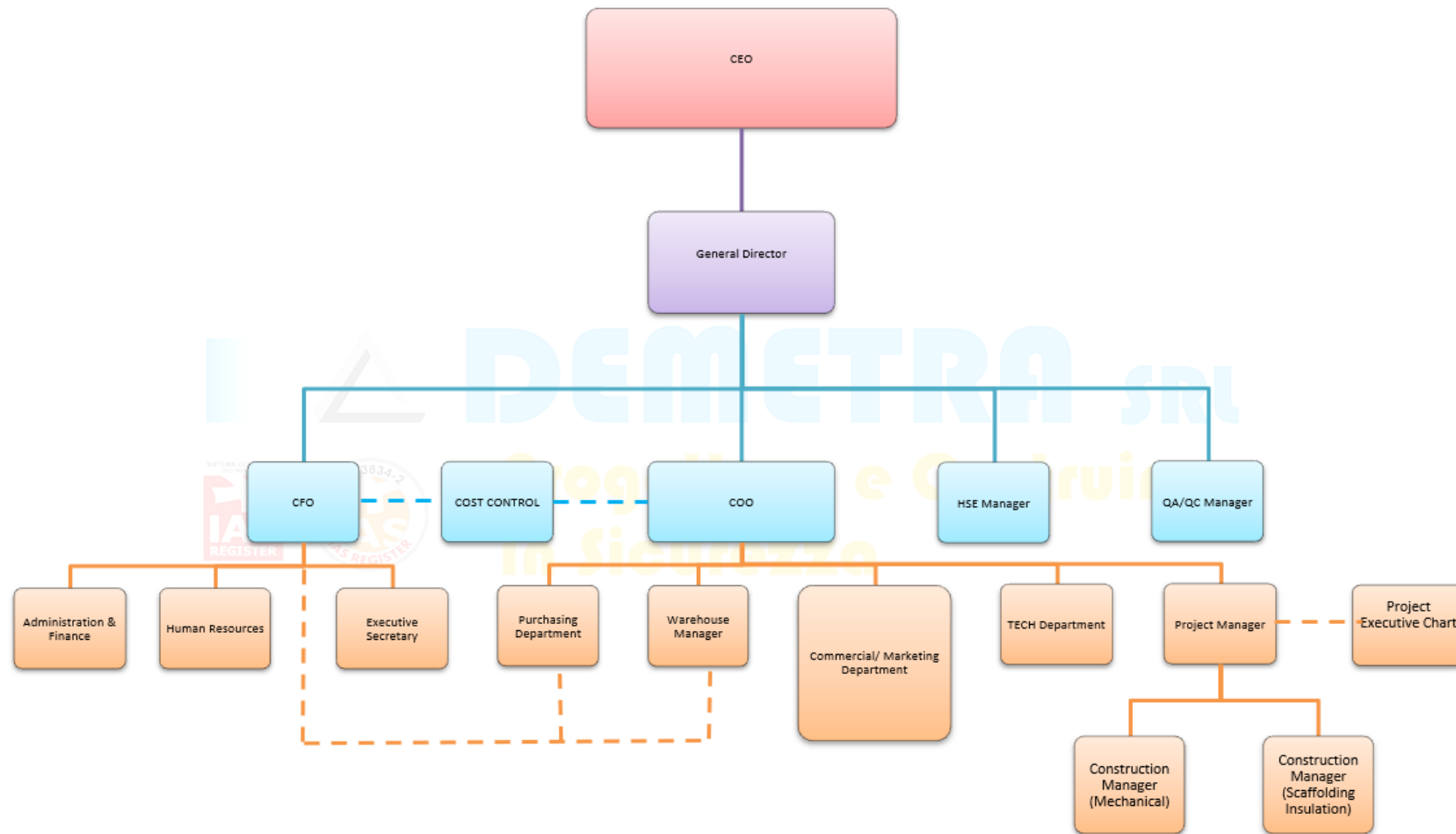
Company Details

DEMETRA Srl is an Italian private mechanical construction company, specialized in Maintenance, prefabrication/erection of piping and steel structures, erection of Equipment (rotating and static), Insulation and Scaffolding.

DEMETRA Srl was established in 1989 and operates in the fields of Oil & Gas, Chemical, Petrochemical, Power Plants putting at the service of its Clients all the strength and professionalism generated by many years of business experience, technical knowledge and project management capabilities in order to achieve the common Project targets.



Company Organization Chart



What we do today (1)

We are specialized in Construction Activities, Pre-Shutdown, Shutdown & Slow-down and Maintenance

■ Piping Works

○ Prefabrication of piping

Low alloy steel, stainless steel, carbon steel

○ Erection of Piping and Supports

New installations and on stream plants

■ Steel Structures

○ Prefabrication and Erection

■ Retubing

○ Retubing Heat Exchangers, Air Fin &

Air Cooler



What we do today (2)

We are specialized in Construction Activities, Pre-Shutdown, Shutdown & Slow-down and Maintenance

- **Equipments and Machineries**
 - **Erection of equipments and machineries**
- **Internal works in confined spaces with certified personnel**
- **Insulation & Scaffolding**



What we do today (3)

We also perform other activities (by ourselves or using specialized subcontractors).

- Painting
- Prefabrication of Structures
- Not Destructive Test
- Heavy Lifting
- Heat Treatment
- Electrical and Instrumentation



Our Vision

We add our vision to projects

Experiences gained in many years of activities combined with innovation and special advanced technologies.

Team able to manage all type of projects in terms of complexity. Provide full service by developing innovative technical solutions.



Accomplish extraordinary in our core business by delivering top level performance.

Assuring the Maximum performance in quality, health and safety.

FACILITIES (1)

DEMETRA Srl is headquartered in Siracusa, Italy and operatively present in one of the most important European petrochemical area as Priolo Gargallo, in the East coast of Sicily.

Through *its prefabrication facilities*, DEMETRA has the logistical advantage to serve the needs of clients everywhere due to its facilities strategically located near the pier, in the Mediterranean Sea.



FACILITIES (2)

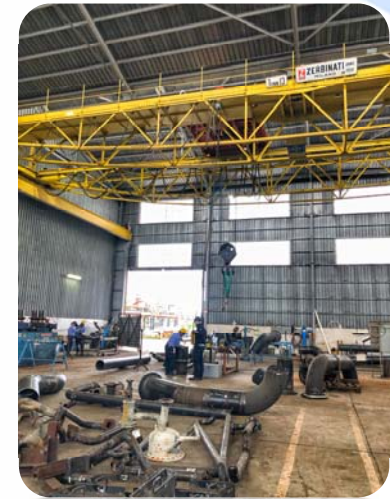
WORKSHOP DETAILS

Covered Area 2.000 sqm

Uncovered Area 24.000 sqm

n.1 Bridge crane 13 tons

n. 1 Bridge crane 5 tons



**Workshop is approx. 10 km
from the Harbour**



For the other two additional workshops, please refer to the attached related detail.

Equipment

a. Trucks



b. Cranes up to 100 tons
up to 1.500 tons through selected subcontractors

c. Welding Machines

d. Pick-up

e. Buses



Yearly Working Capacity (1)

PIPING PREFABRICATION:

Up to **600.000** welding inches

PIPING ERECTION

Over **2.600** tons

STEEL STRUCTURES ERECTION

Over **5.000** tons

STEEL STRUCTURES PREFABRICATION

Over **5.000** tons

Yearly Working Capacity (2)

SCAFFOLDING

1.500.000 cubic meters

INSULATION

Up to 450.000 square meters

RETUBING ACTIVITIES ALL TEMA TYPE
EXCHANGERS, AIR FIN & AIR COOLER

Human Resources

N. of Managers: 5

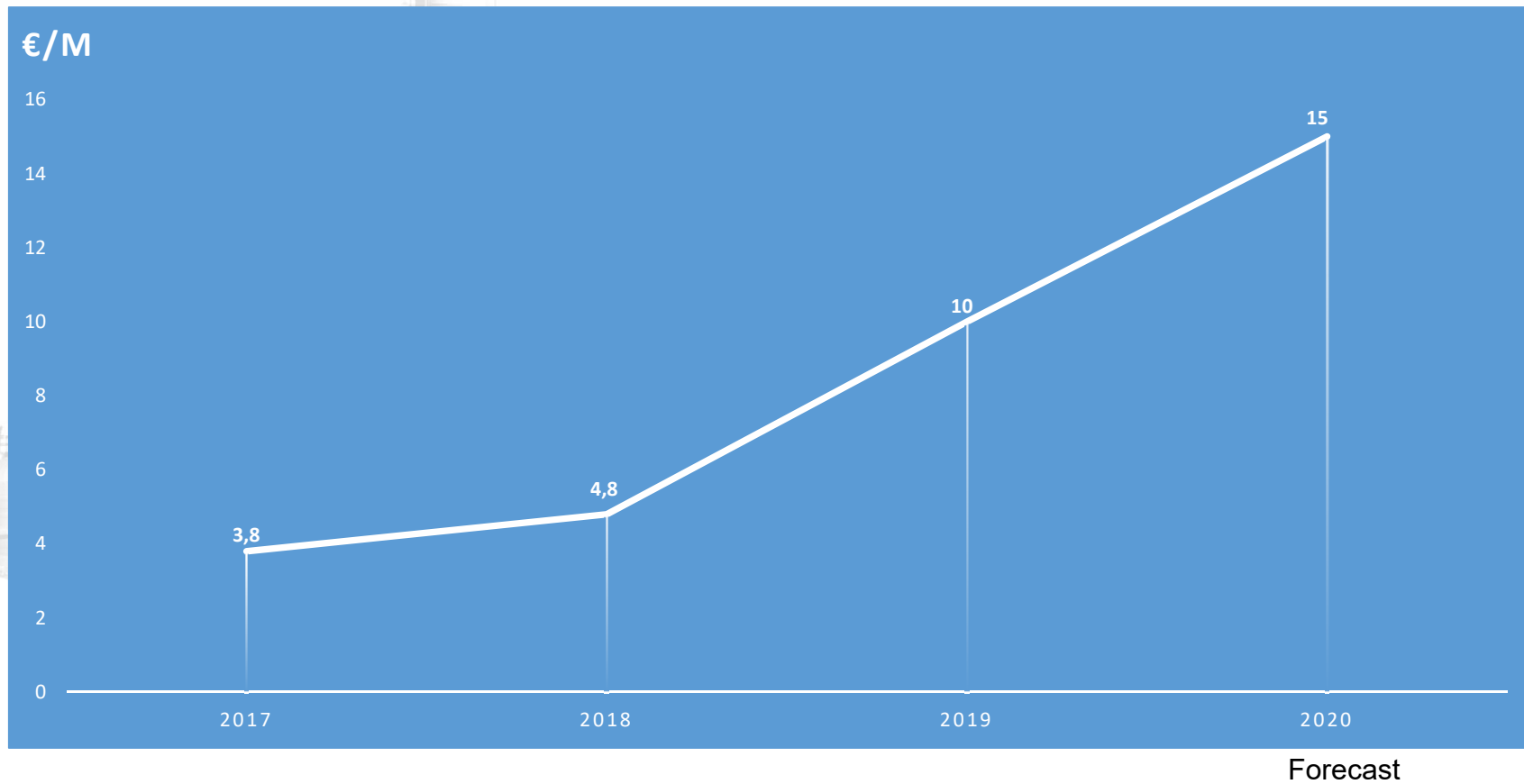


N. of Resources on payroll: 200

Peak of Persons: 500



Company Turnover



Company Certification

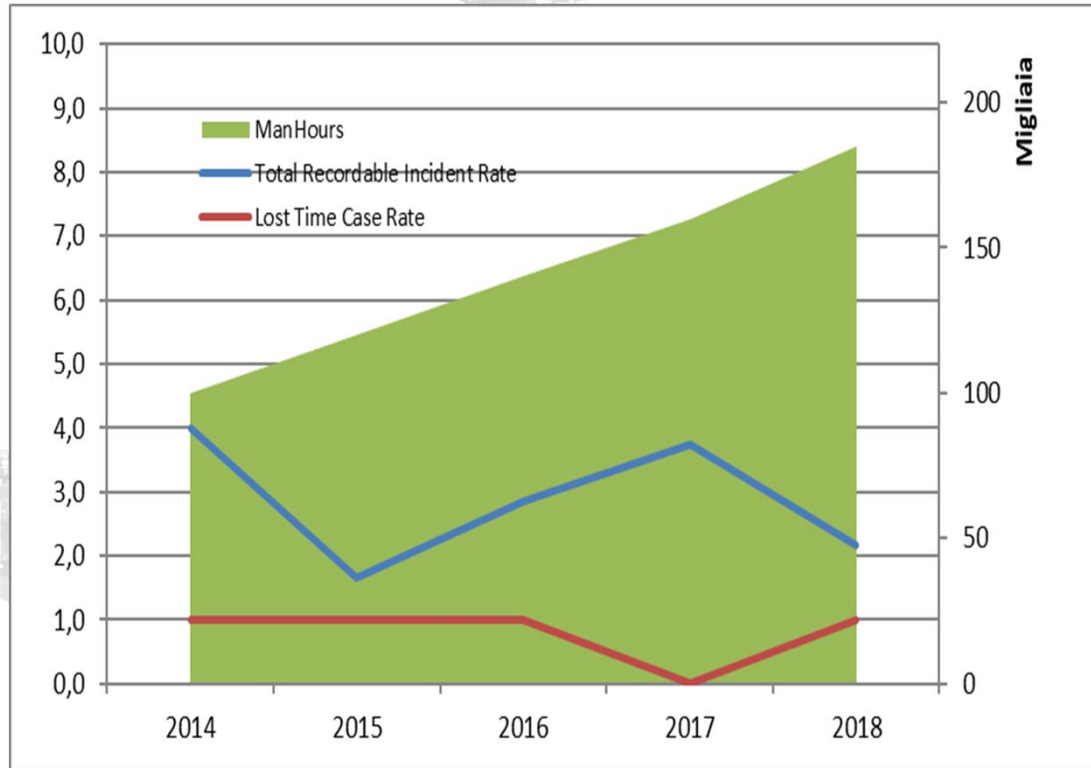
CERTIFICATES

- ❖ EN 1090-1:2009+A1:2011
- ❖ ISO 3834-2:2005
- ❖ ISO 9001:2015
- ❖ VCA-P 2017/6.0
- ❖ UNI EN ISO 14001:2015
- ❖ OHSAS 18001:2007



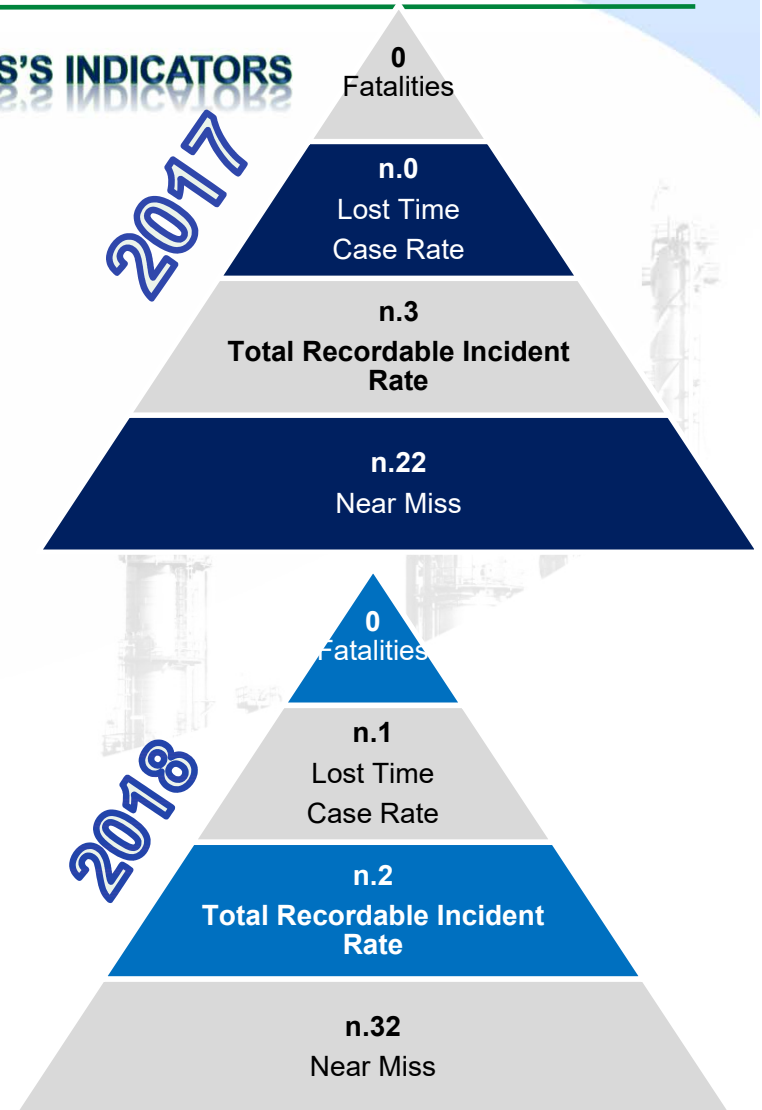
Safety Company Performance

STATISTICAL TREND ACCORDING TO OHSAS'S INDICATORS



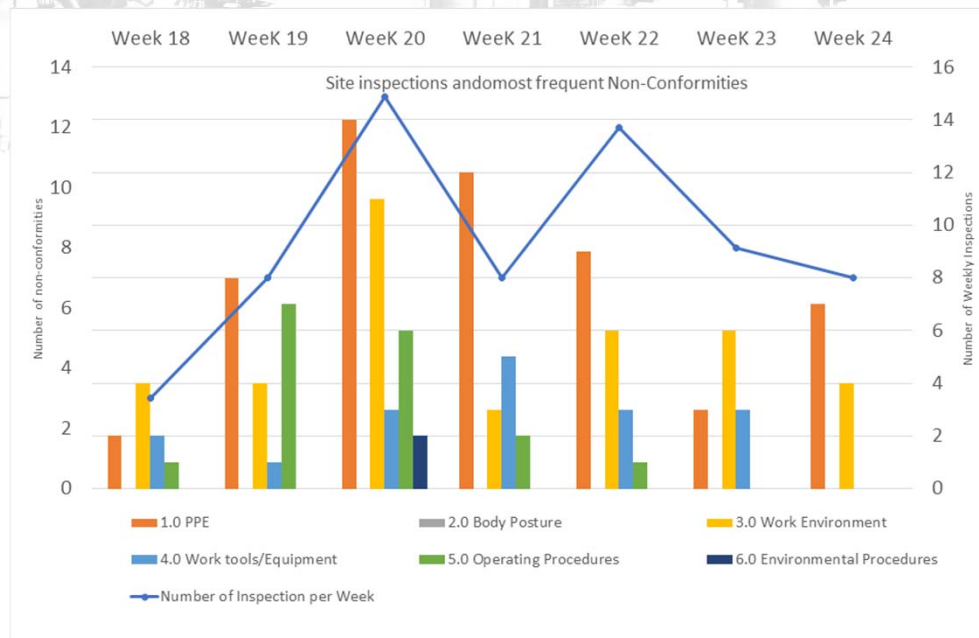
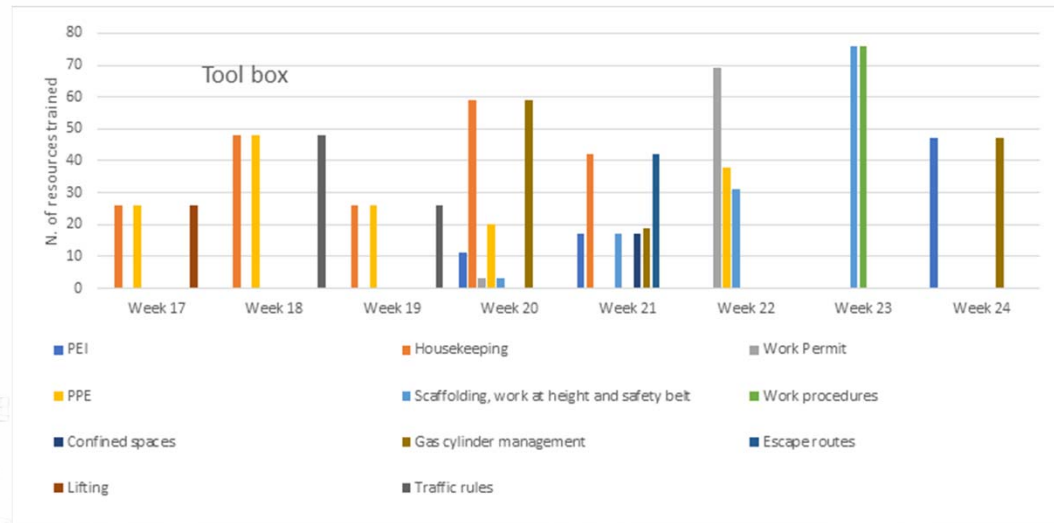
«**Safety first**» is the company goal.
Safety is our way to work.

$$TRIR = \frac{(\text{Death} + \text{Days away from work} + \text{Medical treatment beyond first aid} + \text{Loss of consciousness}) \times 200,000}{\text{Hours Worked}}$$



Safety Company Performance - Main HSE Activities:

- Weekly Tool Box Meeting



- Weekly Work Place Inspection



Safety Company Performance - Main HSE Activities:



- Safety Monthly Meeting and Monthly HSE Award: best Safety Behaviours



Main Project References 1/2

Project Name	Main Contractor - Client - Country	Year	Manhours
Steam Leakage Elimination Project - North South -IGCC Contract No.4600001320	Isab-Lukoil / Italy	2018-2020 Ongoing	85.000 Estimated
Replacement of reactor bottom R3501-A	Priolo Servizi / Italy	2020 (ongoing)	3.833 Estimated
Mechanical Manitenance Multiskill - Contract No. 4600001432	Isab-Lukoil / Italy	2019-2022 Ongoing	250.000 Estimated
Oil Pipeline Replacement 25A from marine platform 1-2 to platform 5-6at the South Pier	Isab-Lukoil / Italy	2019 Ongoing	6.000 Estimated
Adjustment of South Pier for flow increase of 60ktons fuel	Isab-Lukoil / Italy	2019 Ongoing	20.000 Estimated
Pipe lines Prefabrication TA 2020 South-IGCC	Isab-Lukoil / Italy	2019 Ongoing	70.000 Estimated
Maintenance Framework contract	Air Liquide	2013 Ongoing	250.000
Multiskill Maintenance Framework contract	Priolo Servizi	2016-2019 Ongoing	35.000
Fire Fighting replacement TAS Plant	Priolo Servizi / Italy	2018	4.200
Shutdown Activity CR37S North Plant	Isab-Lukoil / Italy	2018	21.166
Start-up and Commissioning CR30 Noth Plant	Isab-Lukoil / Italy	2018	73.333
Multiskill Sart-up and Maaintenance CR30 North Plant	Isab-Lukoil / Italy	2018	16.666
Sostituzione convettiva forno F101 Imp.Sud	Isab-Lukoil / Italy	2018	2.833
Multiskill Mechanical Maintenance - Contract No. 4600001319	Isab-Lukoil / Italy	2018	62.333
Maintenance Framework Contract in Versalis Plant, Priolo (SR) 2017 - 2020	Eni Versalis / Italy	2017-2020 Ongoing	250.000
Mechanical Demolition and asbestos risk removal within the Project "Valorizzazione Taglio C9" - Versalis Plant, Priolo G.(SR)	Saipem / Italy	2017	14.000
Mechanical Erection, painting, Insulation related to Lot 2 of the Project "Taglio C/9" in Versalis Plant, Priolo G. (SR) - (JV. CIPIS-SICIMONTAGGI-RIVA&MARIANI-ITALSABI).	Saipem / Italy	2017/2018	111.333
Expansion for tanker trucks loading South Plant	Isab-Lukoil / Italy	2017	18.500
Fire fighting system adjustment for tanks DA 1077 - DA 1053 - DA 1083 North Plant	Isab-Lukoil / Italy	2017	10.550
Maintenance Framework Contract 2017-2019 4600006536	Priolo Servizi / Italy	2017	15.333
General Shut-down - IGCC Project	Isab-Lukoil / Italy	2017	45.000
Maintenance Contract CR30	Isab-Lukoil / Italy	2017	13.333
Replacement of plates columns CR30	Isab-Lukoil / Italy	2017	4.000

Main Project References 2/2

Project Name	Main Contractor - Client - Country	Year	Manhours
Torches Revamping related to Lot 3 offsite TA/2018	Isab-Lukoil / Italy	2017	5.000
Pipelines Extension 71-75 Project	Isab-Lukoil / Italy	2016	13.500
Framework Contract for "Filters Revision and cleaning LLDPE" in Priolo Plant (SR)	Versalis / Italy	2015	8.333
Maintenance Framework Contract in Syndial Plant, Priolo (SR)	Versalis / Italy	2014	2.666
Maintenance Framework Contract in Versalis Plant, Ragusa	Versalis / Italy	2013	14.000
Tank Fabrication Isab South Plant 500, Priolo G. (SR)	Isab-Lukoil / Italy	2013	5.173
Replacement of tip torch in Isab Refinery South Plant.	Isab-Lukoil / Italy	2013	10.055
Restoration of OL 3° step related to the replacement of the pipeline 51A of the "Superpontile" Pontile super on a parallel track	Isab-Lukoil / Italy	2013	4.209
Shut-down Activities Isab Refinery North Plant CR27	Demont / Italy	2013	17.636
Shut-down Activities - Isab Refinery - North Plant - CR27	Demont / Italy	2013	533,33
Maintenance Framework Contract Isab Refinery - North/South Plants	Isab-Lukoil / Italy	2012	8.333
Maintenance Framework Contract - Isab Refinery, North Plant	Priolo Servizi / Italy	2012	4.000
Replacement of footpath 20 and 21 of Superpontile - Isab North Plant, Priolo G. (SR)	Isab-Lukoil / Italy	2012	3.725
Dismantling CR10 Isab Refinery - North Plant	Isab-Lukoil / Italy	2012	8.825
Nuovo sistema Backup aria con accumulo Raffineria Isab Impianti Sud	Isab-Lukoil / Italy	2012	3.664
Replacement of Pipeline 51A and Slop, Isab Refinery - North Plant	Isab-Lukoil / Italy	2012	6.820
Replacement of pipeline 27 and 24 - Isab Refinery - North Plant	Isab-Lukoil / Italy	2012	27.942
Plant Revamping and raw water pumping - Safety works P.O. Syndial Plant, Priolo (SR)	Saipem / Italy	2012	1.333
Plant Dusts Reduction 1300 Plant 1° step.	Isab-Lukoil / Italy	2012	2.027

Major Client List



polimeri europa

Technip

take it further.



versalis



ISAB



TECHINT



Priolo Servizi



LUKOIL
OIL COMPANY



sasol
reaching new frontiers



Air Liquide
creative oxygen



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