

FORWARD-LOOKING STATEMENTS

Forward-looking statements contained in this presentation regrading future events and future results are based on current expectations, estimates, forecasts and projections about the industries in which Saipem S.p.A. (the "Company") operates, as well as the beliefs and assumptions of the Company's management.

These forward-looking statements are only predictions and are subject to known and unknown risks, uncertainties, assumptions and other factors beyond the Company' control that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. These include, but are not limited to: forex and interest rate fluctuations, commodity price volatility, credit and liquidity risks, HSE risks, the levels of capital expenditure in the oil and gas industry and other sectors, political instability in areas where the Group operates, actions by competitors, success of commercial transactions, risks associated with the execution of projects (including ongoing investment projects), the recent Coronavirus outbreak (including its impact across our business, worldwide operations and supply chain); in addition to changes in stakeholders' expectations and other changes affecting business conditions.

Therefore, the Company's actual results may differ materially and adversely from those expressed or implied in any forward-looking statements. They are neither statements of historical fact nor guarantees of future performance. The Company therefore caution against relying on any of these forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, economic conditions globally, the impact of competition, political and economic developments in the countries in which the Company operates, and regulatory developments in Italy and internationally. Any forward-looking statements made by or on behalf of the Company speak only as of the date they are made. The Company undertakes no obligation to update any forward-looking statements to reflect any changes in the Company's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based. Accordingly, readers should not place undue reliance on forward-looking statements due to the inherent uncertainty therein.

The Financial Reports contain analyses of some of the aforementioned risks.

Forward-looking statements neither represent nor can be considered as estimates for legal, accounting, fiscal or investment purposes. Forward-looking statements are not intended to provide assurances and/or solicit investment.



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OPENING REMARKS AND STRATEGY UPDATE



FY 2020 OPENING REMARKS

RESILIENT IN UNPRECEDENTED SITUATION

- Protecting people top priority; early actions taken to keep operational momentum and protect financials
- FY2020 volumes supported by recovery in 4Q; margins subdued
- Delivered 2020 cost efficiency plan (€190mn) and capex reduction by c.€280mn¹
- Net debt post IFRS-16 at c.€1.2bn, outstanding performance vs expected² €1.6bn
- c.€8.7bn order intake in FY 2020, of which c.90% non-oil, leading to BtB at c.1.2x (1.7x in 4Q)
- c.€25bn³ backlog provides solid support for the mid-term
 - Key E&C onshore projects substantially de-risked
 - No significant backlog cancellations

WELL-PLACED FOR MID-TERM RECOVERY; LEADING THE NEW ENERGY PARADIGM



¹ Reduction vs former FY2020 capex guidance of c.600 million EUR (withdrawn on 15 April 2020)

² Expectation shared during 9M 2020 results conference call

³ Of which c.€2.9bn non-consolidated

STRATEGY UPDATE

ENERGY INTEGRATOR, SHAPING THE LOW-CARBON WORLD

DIVERSIFY

- APPLYING SKILLS TO NEW SEGMENTS:
 - ZERO-CARBON
 - INFRASTRUCTURES
- OPTIONALITY FROM CYCLICAL RECOVERY

DECARBONIZE

- DECARBONISATION PARTNER OF CHOICE:
 - MASTERING CO2 & HYDROGEN
 - FLEET FOR WIND FARMS (FIXED, FLOATING)
- DEVELOPING NEW ZERO-CARBON TECHNOLOGIES
- 50% GHG FMISSIONS REDUCTION BY 2035.

SAIPEM

CONTRACTOR

DNA

INNOVATE

- EARLY ENGAGEMENT & DISRUPTIVE SOLUTIONS >\SIGHT
- STRATEGIC AGREEMENTS AND R&D PARTNERSHIPS
- BOLT-ON TECHNOLOGICAL ACQUISITIONS

DIGITALIZE

- COST-EFFECTIVE DIGITAL SOLUTIONS
- DIGITAL AND EFFICIENT ORGANIZATION

EFFECTIVE ORGANIZATION

- CUSTOMER-ORIENTED DIVISIONS
- LEADERSHIP TEAM WITH RECOGNISED EXPERIENCE
- STRATEGIC OPTIONS FOR DRILLING

CAPITAL DISCIPLINE

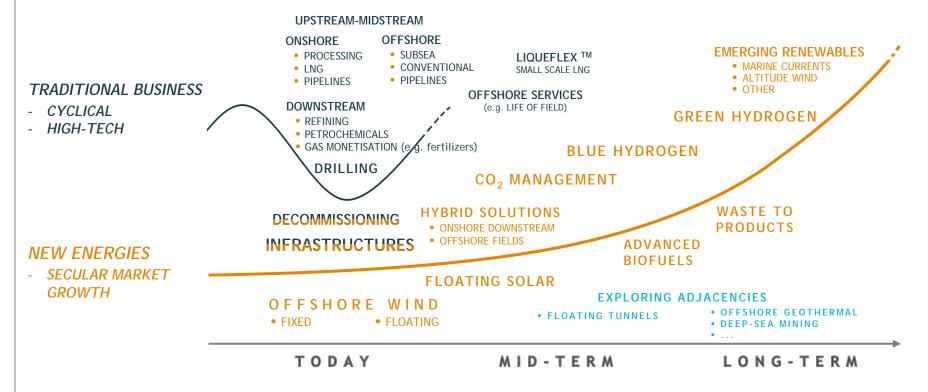
- SUPPORTING THE BUSINESS
- WORKING CAPITAL MANAGEMENT
- SOUND FINANCIAL STRUCTURE





SUSTAINABLE EXPOSURE TO ENERGY TRANSITION

INDUSTRY WIDEST & FUTURE-PROOF TECHNOLOGY PORTFOLIO





NEW GHG EMISSION TARGET

DRIVING ESG PERFORMANCE AHEAD

A TOP PRIORITY FOR CEO AND BOD

- Active and regular engagement with stakeholders to set priorities (e.g. materiality assessment)
- Advanced monitoring system to track and report on ESG performance
- Top-management remuneration linked to ESG targets, among which:
 - GHG emission reduction
 - Safety performance
 - Gender diversity
 - Innovation

TOP-RANKED AND INCLUDED IN KEY SUSTAINABILITY INDICES

Member of

Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Confirmed as the sector's leader in DJSI World and Europe indices





Wall Street Journal

1st Italian and 23rd globally among the 100 Most Sustainably Managed Companies in the World Refinitiv

Score 91/100 Ranked 1st place

among peers

REDUCING GHG SCOPE 1&2 EMISSIONS BY 50% IN 20351, SCOPE 2 NET-ZERO BY 2025

SAIPEM ¹ Calculated vs 2018 baseline



FOCUS ON DIVISIONS



E&C OFFSHORE STRATEGY

THREE-PILLAR STRATEGY







CORE

- Consolidate Middle East
- Gain in Americas and North Sea
- Selective in Asia Pacific
- Rationalize footprint
- Rejuvenate fleet

GREEN

- Addressing offshore wind globally
- Scouting CCUS and H2 opportunities
- Integrator of new energy technologies
- Keep on decommissioning
- Fleet GHG management

SOLUTIONS

- Subsea robotics
- Digitalization
- Client GHG reduction (Sofresid)
- Client performance enhancement
- Expand O&M¹ in wind



SHAPING THE LOW-CARBON WORLD: E&C OFFSHORE

OFFSHORE WIND

OFFSHORE WIND ANNUAL AVERAGE ADDRESSABLE MARKET 2021-2023 c.€4bn¹

FIXED WIND FARMS

C.20% OF CURRENT E&C OFFSHORE BACKLOG²

IN-HOUSE EPC CAPABILITIES:

- Engineering
- Fabrication
- Installation

PRESENTLY EXECUTING:

- NNG, Scotland
- Formosa 2, Taiwan
- Fecamp, France
- Courseulles, France (awarded)



VESSEL AVAILABILITY:

- Saipem 7000
- Saipem 3000
- De He³
- Saipem Constellation

FABRICATION CAPACITY:

Karimun Yard



FLOATING WIND FARMS

- LONG-TERM EXPERIENCE IN FLOATING MARINE STRUCTURES
- TARGETING LONG-TERM MARKET GROWTH
- BECOME A TECHNOLOGY PROVIDER

HEXAFLOAT CONCEPT





¹ Saipem estimates based on visible market ² Pro-forma year-end 2020, including Courseulles wind farm project, announced on 1 Feb. 2021

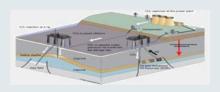
³ Leased vessel

SHAPING THE LOW-CARBON WORLD: E&C OFFSHORE

CARBON CAPTURE, HYDROGEN AND OTHERS

CCUS & H2 INFRASTRUCTURE

- CO2 STORAGE IN DEPLETED RESERVOIRS
 - Retrofitting of existing facilities
 - New infrastructure



■ H₂ BACKBONE



DECARBONIZED OPERATIONS

- DRONES FOR IMR¹
 - Hydrone
 - Flatfish





TECHNOLOGIES

SUBSEA PROCESSING (e.g. HiSep)



- NEW PRODUCTS (e.g. Sofresid)
 - Flemanta
 - Hybsea







CROSS-DIVISIONAL INNOVATION ENGINE

MISSION

- Early Engagement with Clients through premium services
- Develop Innovation to enhance Energy Transition and reduce Carbon Footprint
- Unlock opportunities for E&C divisions while keeping financially sustainable status



Decarbonization to sustain business

End-to-end proposition for Renewables and Green technologies integrated with conventional fossilbased processes



Circular economy satisfying human need

Focus on key technology building blocks for reducing waste (chemical recycling, pyrolysis, oxy-combustion)



Setting the way for a closer and diversified energy mix future

i.e. Enabling new flexible energy storage & carriers (including green H2) for boosting renewable energy



Scouting development of new business models

Identifying an early pipeline of projects to be developed up to the authorization. Sold to a third party @ Ready to Build with EPC execution handed over to the E&C divisions



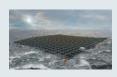
SHAPING THE LOW-CARBON WORLD: XSIGHT

GREEN HYDROGEN AND EMERGING RENEWABLES



GREEN HYDROGEN

- Agnes project Ravenna (IT)
 - Offshore wind farm
 - Floating solar park
 - 4 x 25 Mw Electrolyzer for H2 production both onshore and offshore, in collaboration with eni
- Modular electrolyzer concept for repurposing of disused offshore assets Suiso™



FLOATING SOLAR PANEL PARK

- Technological cooperation with Equinor for open sea/harsh environment
- Cava Manzona floating solar park in calm waters Ravenna (IT), 34Mw



FLOATING WIND - HEXAFLOAT

- MoU with Plambeck for a floating wind farm in Saudi Arabia
- Agreement with CNR for research on floating foundations



MARINE WAVES

 MoU with Wello OY for development of a floating-hull technology to transform ocean waves motion into energy through a rotator connected to a generator



E&C ONSHORE: STRATEGY

RESETTING THE DESTINATION BY ACCELERATING THE 3D STRATEGY

- Complex infrastructures and smart cities
- Up to €20 bn/year addressable market¹

INFRASTRUCTURES





CONVENTIONAL

- Upstream, Refining, Floaters,
- Up to €20 bn/year addressable market¹

- CCUS, H2, Bio-Energies and Renewables
- Up to €10 bn/year addressable market¹

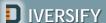
ZERO CARBON





TRANSITION

- LNG & Re-Gas, Gas Monetization, Petrochemicals
- Up to €40 bn/year addressable market¹





- Consolidate Downstream and Gas monetization
- Further expand Europe & Russia, Far East, East & North Africa
- New Clients beyond Oil&Gas
- Boost Modular approaches

ECARBONIZE



- TIER-1 role in LNG & Re-Gas
- Hybrid solutions for traditional clients and "hard to abate" industries
- Leading low-carbon tech projects & solutions
- Partnerships in new segments

I IGITALIZE



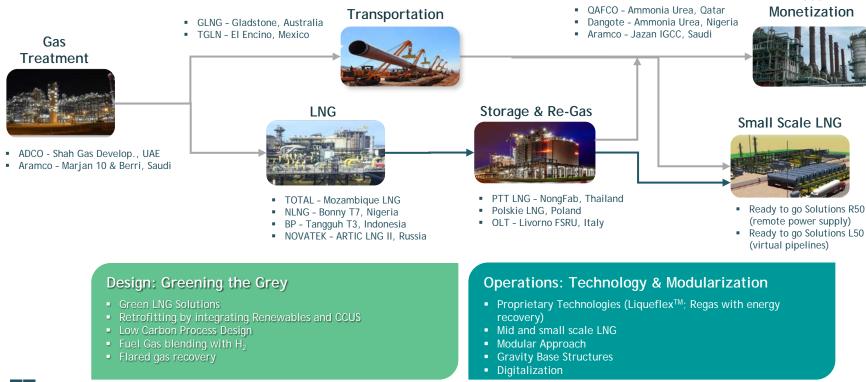
- Digital platform to enhance execution performances
- Client collaborative platforms to enhance value proposition



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SHAPING THE LOW-CARBON WORLD: E&C ONSHORE

LEADING THE TRANSITION WITH NATURAL GAS





Gas

SHAPING THE LOW-CARBON WORLD: E&C ONSHORE

APPLYING EXISTING CAPABILITIES

CO2 MANAGEMENT

GROWING MARKET MOMENTUM

- ~28 LARGE SCALE CCUS PROJECTS CURRENTLY UNDER-DEVELOPMENT WORLDWIDE
- ~\$3-5bn ANNUAL VISIBLE MARKET FOR ENGINEERING SERVICES AND EPC PROJECTS1

MASTERING THE ENTIRE VALUE CHAIN

- Designed and built 70+ CO2 removal plants worldwide
- Post combustion CO2 capture technology brought in with CO2 Solutions acquisition



Scouting opportunities in Italy (MoU with eni) and internationally

SOLID BACKGROUND IN PROCESS TECHNOLOGY, PIPELINE FLUID TRANSPORTATION AND REINJECTION



CAPTURE



REUSE



TRANSPORT



STORAGE

HYDROGEN

SCOUTING THE MARKET

- CURRENT GLOBAL HYDROGEN MARKET VALUE ~\$16 BILLION²
- 2020-2025 GLOBAL ANNUAL HYDROGEN DEMAND FORECAST TO GROW AT 2.1% CAGR²

READY FOR BLUE WHILE PREPARING FOR GREEN

- Blue H2: new plants with SMR/ATR Coupled with CCS and upgrading of existing assets with CCS tech
- Green H2: giga electrolyze plants combined with renewables
- Pipelines and plants: blending with natural gas on existing infrastructure and pure H2 on existing or new infrastructures
- Fertilizers, Heating, Power: new green methanol/ammonia plants or upgrades; power generation blend with natural gas or pure; fuel for mobility



SHAPING A BETTER CONNECTED WORLD

TARGETING DEVELOPMENT OF SMART INFRASTRUCTURES

SUSTAINABLE MOBILITY

- HIGH-SPEED RAILWAYS
- FREIGHT RAILWAYS
- URBAN TRANSIT
- SMART CITIES

Annual visible market \$20bn¹

MAIN RAILWAY PROJECTS:

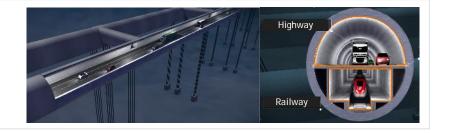
- ETIHAD RAILWAY, UAE
- MILAN-VERONA HIGH SPEED LINE, IT
- MILAN-BOLOGNA HIGH SPEED LINE, IT







- CONCEPT FOR MESSINA STRAIT SUBSEA TUNNEL
 - AROUND 6KM LONG TWIN TUNNEL FOR ROAD AND RAIL
 - ALMOST ENTIRELY UNDER THE SEA, PRESERVING THE LANDSCAPE
 - HIGHWAY & RAILWAY ONSHORE INTERCHANGES





¹ Saipem estimates on railways and urban transit market, 2021-2024, based on McKinsey and Bain

OFFSHORE AND ONSHORE DRILLING: STRATEGY

RESILIENT AND READY FOR THE NEXT CYCLE

MARKET

- Early cycle segment highly affected by crisis
- Several key Offshore competitors under financial stress
- Current oversupply of rigs is being rebalanced through attrition¹
- Expected medium-term market recovery







- Expected cyclical improvement beyond 2021
- "Asset light" strategy to continue in Offshore
- Fleet resizing in Offshore: green recycling of 1 Semi at 2020 year-end and 2 Jackups by mid-2021
- Cost optimization and efficiency improvement to protect margins
- Keeping high-quality standards through digitalisation, asset & operational excellence
- Scouting market for diversification and expansion (e.g. geothermal, LSTK, CO2 storage, artificial islands)

QUALITY NICHE POSITIONING

Small-medium size player with a good reputation on project execution

TOP CLIENTS

Synergic with E&C

STRENGHTENING OUR POSITION, AHEAD OF STRATEGIC OPTIONS



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OFFSHORE AND ONSHORE DRILLING

MOVING BEYOND TRADITIONAL, AHEAD OF POTENTIAL STRATEGIC OPTIONS

DECARBONISATION AND ENERGY TRANSITION

- DECOMMISSIONING
- CO2 SEOUESTRATION
 - New wells for fields dedicated to CO2 storage
 - Developing solutions and project execution standards
- GEOTHERMAL
 - Drilling of wells in geothermal fields
 - Cooperation with INGV¹

NEW ADJACENCIES, BEYOND ENERGY

- DEEP SEA MINING
 - Activities: collection of polymetallic nodules from seabed
 - Cooperation with Fincantieri

EXPLOITING OPPORTUNITIES

- Benefitting from mid-term expected market recovery
- Asset light opportunities from distressed situations: strengthening market position preserving profitability
- Active engagement in energy transition

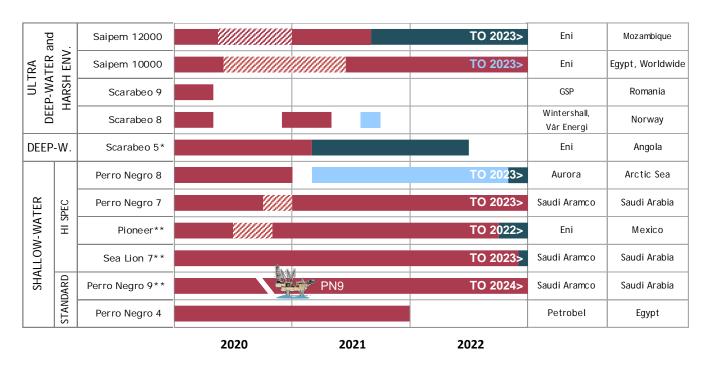
ACTIVELY SCOUTING FOR POTENTIAL PARTNERS ONSHORE

PREPARING FOR MID-TERM STRATEGIC OPTIONS OFFSHORE

SYNERGIC WITH E&C



OFFSHORE DRILLING FLEET



^{*}ENGAGEMENT FOR PRODUCTION SUPPORT







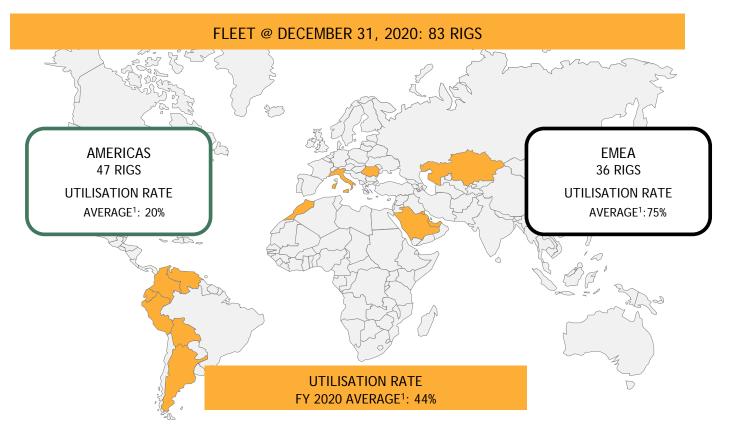


Optional period



^{**}LEASED VESSEL

ONSHORE DRILLING FLEET







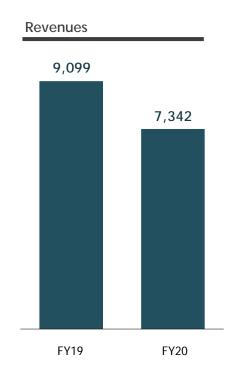


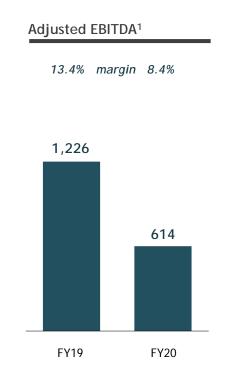
APPENDIX SLIDES FROM FY2020 PRESENTATION

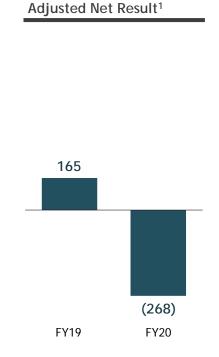


FY 2020 RESULTS

YoY COMPARISON (€ mn - IFRS16)





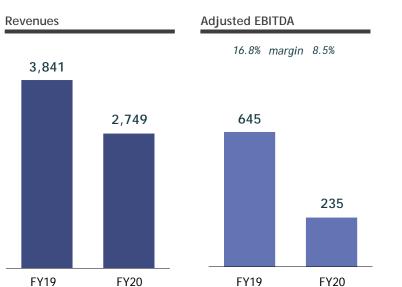




FY 2020 RESULTS - E&C

YoY COMPARISON (€ mn - IFRS16)

E&C OFFSHORE



- Lower volumes in North Africa, Middle East and Sub-Saharan due to project rephasing, partially offset by Far East, Caspian and Italy
- Results reflecting Covid-19 impact on revenue, current mix and slow progress of some projects



E&C ONSHORE1

Revenues Adjusted EBITDA 4,165 5.4% margin 5.0% 3,882 227 193 FY20 FY19 FY20 FY19

- Revenue decrease due to lower Caspian activity and Covid-19 related slowdown and rephasing mainly in Middle East, partly offset by Sub-Saharan
- Resilient margin notwithstanding revenue trend

¹ E&C Onshore including Floaters business and Xsight and not including 26 results from investments

FY 2020 RESULTS - DRILLING

YoY COMPARISON (€ mn - IFRS16)

DRILLING OFFSHORE Revenues Adjusted EBITDA 40.7% margin 24.8% 555 226 294 73

 Lower volumes, mainly driven by S10000, along with SC7, SC8, SC9 and PN7 partially offset by SC5 and Sea Lion 7

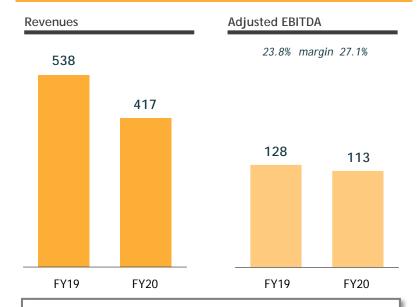
FY19

FY20

• Covid-19 impact on oil weighs on revenues and margin

FY20

DRILLING ONSHORE



- Lower activity in Latam and the Middle-East, following Covid-19 and oil price drop
- EBITDA margin improvement

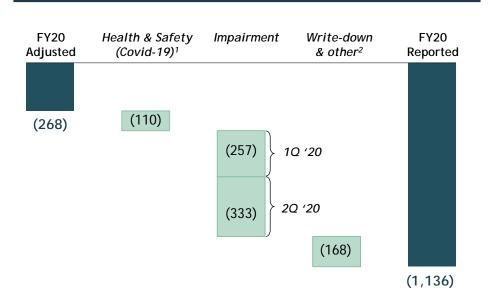


FY19

FY 2020 NET RESULT

RECONCILIATION ADJUSTED VS REPORTED

Net Result (€ mn - IFRS 16)



Higher costs from Covid-19, safety first

Principal costs related to management of pandemic and safeguarding people's health:

- Cost of personnel on stand-by (e.g. quarantine, extraordinary charter flights)
- Personal protective equipment in excess of the standard quantities
- Sanitising work areas

1Q and 2Q non-cash impairment triggered by drilling offshore market deterioration



¹ Expenses to support people's health and safety during Covid-19 pandemic

² Write-down of assets and inventories for efficiency measures; other includes provision for redundancy and the outcome of a litigation

FLEXIBILITY TO ADAPT TO MARKET EVOLUTION

In a volatile market, early actions taken to protect financials

- Efficiencies delivered in 2020: c.€190mn, of which c.€45mn structural
- Capex in 2020 reduced by c.€280mn¹

Efficiencies across the business

- Right-sizing support functions
- Reducing overheads
- Office and logistic base
- Extension of smart-working, G&A

Division-specific initiatives

- Offshore E&C fleet management
- Operational and logistic efficiencies
- Supply chain

New structural efficiencies of c.€30mn in 2021

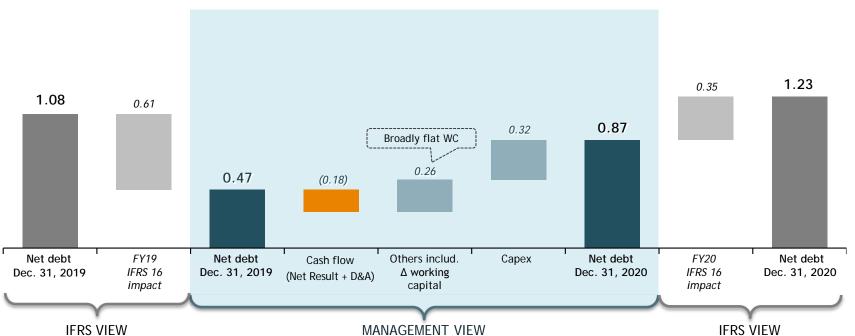
c.€75MN LOWER COST BASE FROM STRUCTURAL SAVING ACTIONS IN 2020-2021



FY 2020 NET DEBT EVOLUTION

(€ bn)

GOOD CAPEX AND WORKING CAPITAL MANAGEMENT IN AN EXTRAORDINARY YEAR

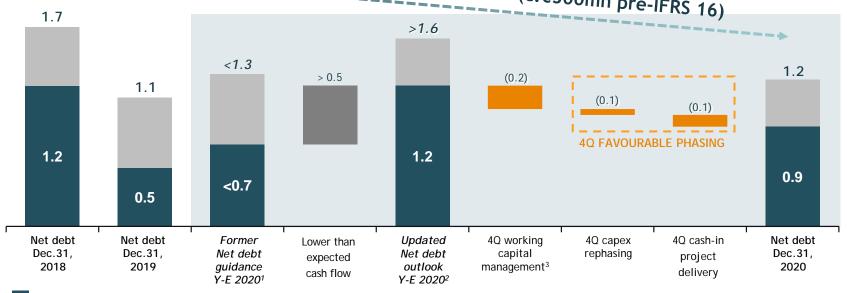




40 POSITIVE CASH FLOW PHASING

(€ bn)





Net debt pre-IFRS16

IFRS16 - lease liabilities



¹ Guidance issued on 26 Feb. 2020 with FY 2019 results, then withdrawn on 15 April 2020

² Expectation shared during 9M 2020 results conference call

³ Mainly driven by collection of overdue receivables

E&C OFFSHORE 4Q UPDATE

A MIXED PICTURE: RECOVERY OFFSET BY SOME PROJECT PERFORMANCE

- The expected recovery of both revenue and margins in 4Q vs 3Q did not materialise for E&C Offshore
- Slow progress on a project in the North Sea outweighed positive developments in 4Q, i.e.:
 - recovery of some projects with slow progress in 3Q (e.g. Africa)
 - progress in Asia Pacific, Caspian and Middle East
 - increase of yard fabrication activity quarter-on-quarter









E&C ONSHORE BACKLOG SUBSTANTIALLY DERISKED

GOOD EXECUTION AND POSITIVE COOPERATION WITH CLIENTS

Projects representing c.75% of E&C onshore backlog¹

Africa: Mozambique Area 1 LNG

- Project on schedule
- No major disruption due to pandemic
- Security risks managed in strict coordination with Client
- Options under evaluation with the Client increasing modularisation

Saudi Arabia: Haradh, Hawiyah

- Schedule extension upon Client request
- Modularization and digitalization solutions developed to mitigate risks (Hawiyah)

Russia: Arctic LNG 2 GBS + Topsides

- Project on schedule
- Large portion of the topsides and GBS contract on reimbursable basis

Saudi Arabia: Berri & Marjan

- Schedule extension upon client request
- Compensation mechanism in discussion with client for schedule modification to safeguard project cash flow

Nigeria: NLNG7

- Project awarded in 2Q, early stage
- Schedule risk-sharing approach with client for initial 12 months, activity on track
- Initial 12 months are being used to optimize the execution strategy and de-risk project supply chain

Indonesia: Tangguh LNG Expansion

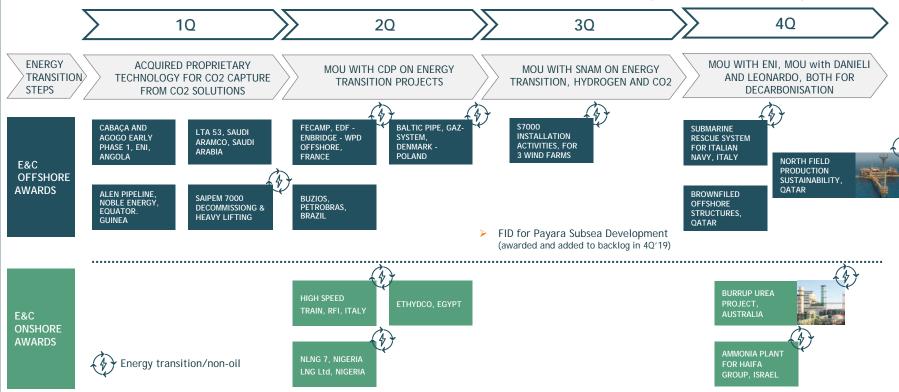
- Key construction milestones achieved ahead of contract agreed schedule, new schedule targets agreed with Client
- Covid-19 protocols applied to all personnel

¹ Including non- consolidated



FY 2020 KEY COMMERCIAL E&C DEVELOPMENTS

A DIVERSIFIED SET OF AWARDS, BOOK TO BILL OF c.1.2x IN FY (o/w 1.7x in 4Q)





2021 KEY PROJECT ANNOUNCEMENTS TO-DATE

A WELL DIVERSIFIED START OF YEAR FOR E&C OFFSHORE





Courseulles-sur-Mer Offshore Wind Farm

BACKLOG 1Q 2021

- Client: Eoliennes Offshore du Calvados SAS (EODC)
- Location: Normandy, France
- Scope of work: Design, construction and installation for 64 foundations bearing an equivalent number of turbines in water depths ranging from 22 to 31 metres

HIGHLIGHTS:

Large steel monopiles with transition pieces Installation by Saipem 3000



North Field Production Sustainability (NFPS) offshore project

BACKLOG 4Q 2020

- Client: Qatargas
- Location: Qatar
- Scope of work: Engineering, Procurement, Fabrication and Installation (EPCI) of offshore fixed facilities (4 wellhead platform topsides, 6 riser platforms), intra-field pipelines, subsea cables and significant offshore brownfield modifications at existing offshore facilities

HIGHLIGHTS:

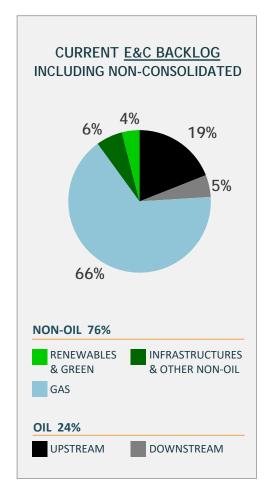
Strategic project for the Country, increasing field production capacity by c. 43% to 110 million TPA Further consolidating presence in Qatar, in continuation of Barzan successful project Qatar-based execution scheme, also in view of expected large gas developments in the Country



FY 2020 BACKLOG

WELL-DIVERSIFIED BACKLOG WITH NO MATERIAL CANCELLATIONS (€ mn)



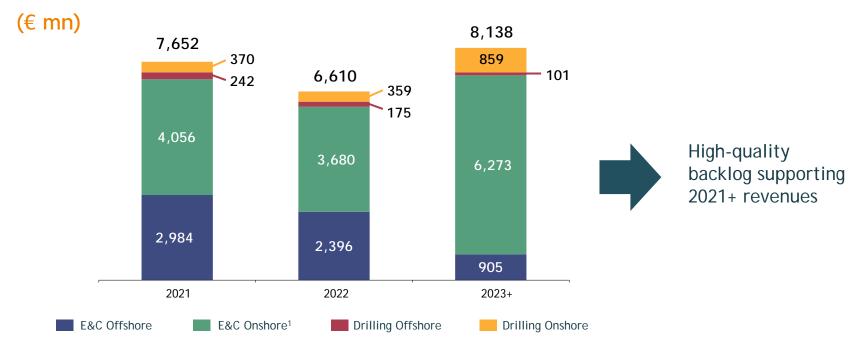




¹ E&C Onshore including Floaters business and XSight

FY 2020 BACKLOG DISTRIBUTION BY YEAR

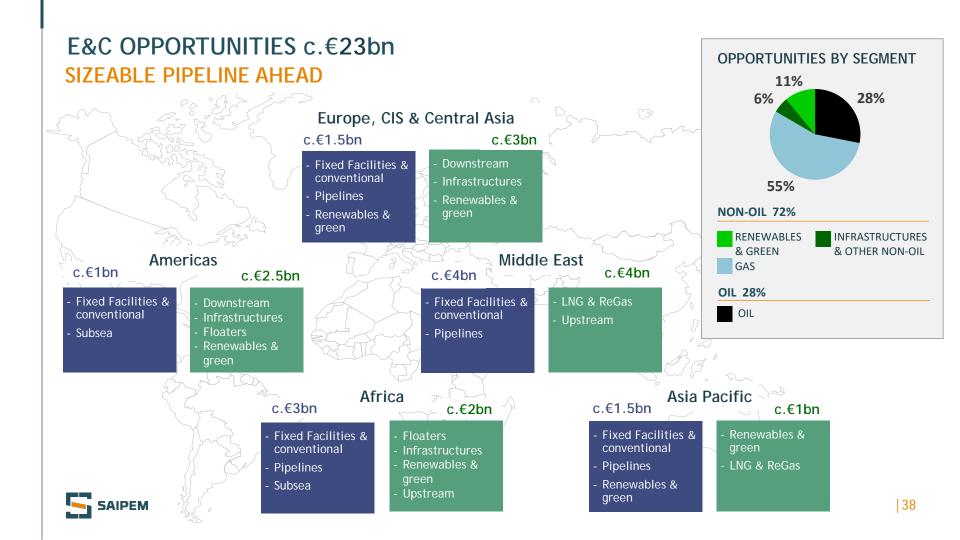
VISIBILITY UNDERPINNED BY PROJECT DERISKING



NON-CONSOLIDATED BACKLOG BY YEAR OF EXECUTION

| | 2021 | 2022 | 2023+ | |
|--------|-------|------|-------|------|
| SAIPEM | 1,218 | 652 | 1,026 | € mn |

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BUSINESS SCENARIO¹

2021

- In a scenario still impacted by Covid-19, particularly in the first half, a firm financial guidance cannot be provided
- Backlog provides support to FY 2021 revenue; project progress is expected to lead to an EBITDA adjusted at a level similar to FY 2020
- Capex expected around €450mn in FY 2021

BEYOND 2021

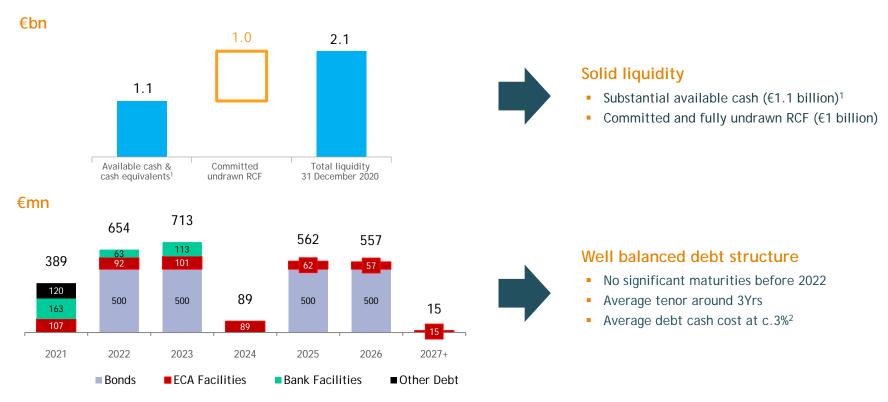
As vaccination campaign evolves, backlog unwinds supported by execution, efficiencies and further recovery of commercial activity, we expect EBITDA adjusted to be back to growth, and to restart the deleveraging path



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SOLID BALANCE SHEET AND LIQUIDITY

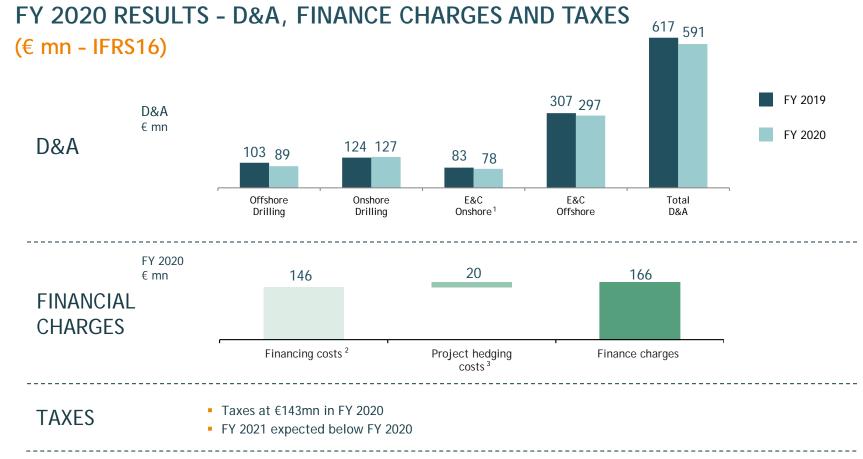
IMPROVED FINANCIAL FLEXIBILITY SUPPORTING BUSINESS EXECUTION





 $^{^{\}rm 1}\,\text{In}$ addition to this amount, the Group has c. $\rm \! \! \le \! 1.0bn$ of restricted liquidity

² Average cost of debt c.4% including treasury hedging





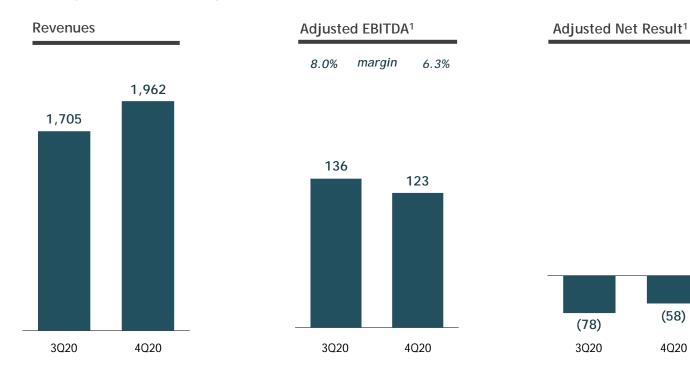
¹ Floaters business included in E&C Onshore

² Including €22mn of IFRS16 impact

³ Including exchange differences for € -19mn

40 2020 RESULTS

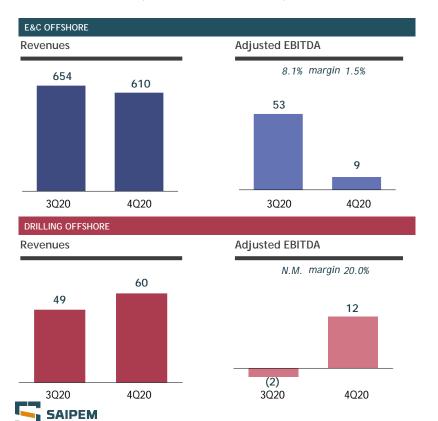
QoQ TREND (€ mn - IFRS16)

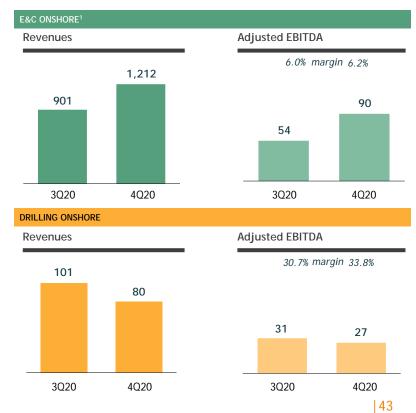




4Q 2020 RESULTS - DIVISIONS

QoQ TREND (€ mn - IFRS16)





¹ E&C Onshore including floaters business and XSight