

Welcome to **Oil States Industries, Inc.**

OSI India Presentation

Presented By
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June 15, 2016



CONTENTS

Introduction

Our Expertise

**Our State-of-the-art
Facility**

Our System

**Our Organizational
Structure**

Project Gallery

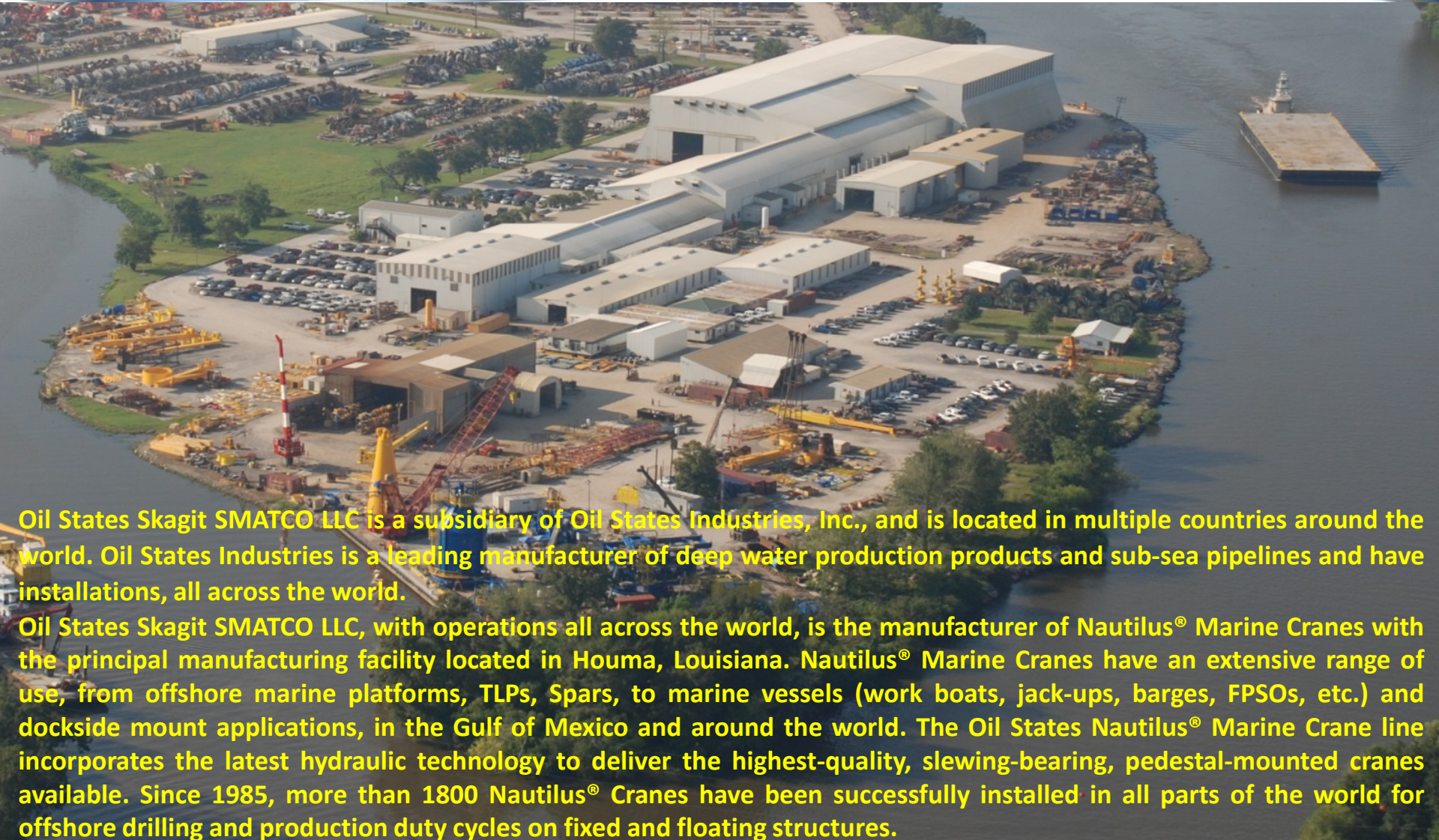
Our Customers



INTRODUCTION



OIL STATES SKAGIT SMATCO, USA



Oil States Skagit SMATCO LLC is a subsidiary of Oil States Industries, Inc., and is located in multiple countries around the world. Oil States Industries is a leading manufacturer of deep water production products and sub-sea pipelines and have installations, all across the world.

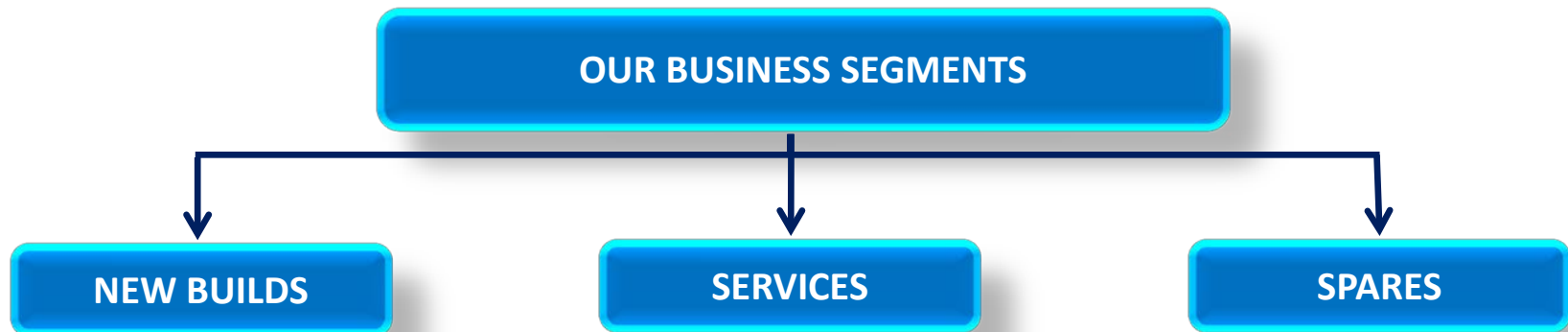
Oil States Skagit SMATCO LLC, with operations all across the world, is the manufacturer of Nautilus® Marine Cranes with the principal manufacturing facility located in Houma, Louisiana. Nautilus® Marine Cranes have an extensive range of use, from offshore marine platforms, TLPs, Spars, to marine vessels (work boats, jack-ups, barges, FPSOs, etc.) and dockside mount applications, in the Gulf of Mexico and around the world. The Oil States Nautilus® Marine Crane line incorporates the latest hydraulic technology to deliver the highest-quality, slewing-bearing, pedestal-mounted cranes available. Since 1985, more than 1800 Nautilus® Cranes have been successfully installed in all parts of the world for offshore drilling and production duty cycles on fixed and floating structures.



ABOUT OIL STATES INDUSTRIES(INDIA) PVT. LTD.

- ❖ Oil States Industries (India) Pvt. Ltd. (OSI-India) was incorporated on 2nd August 2010 in the name of G&T Oil States Industries Pvt. Ltd. (GTOSI).
- ❖ It commenced its operations in India as a Joint Venture Company, majority shareholding of GTOSI being held by an Indian Company, viz. G&T Oilfield And Offshore Services Pvt. Ltd. (GTO).
- ❖ In September 2013, Oil States Industries (Asia) Pte. Limited (a fully owned subsidiary of Oil States Industries, Inc.) bought over all shares held by Indian Company (GTO), thereby making GTOSI a 100% Oil States owned and operated company.
- ❖ Subsequent to takeover, GTOSI applied for the name change of the Company to Registrar of Companies which was approved on 25th October 2013 by Registrar of Companies and the name of GTOSI was changed to Oil States Industries (India) Private Limited.
- ❖ Moreover Oil States Industries (India) Pvt. Ltd. is now 100% EOU operational unit effective from 7th November, 2014.

Our facility is equipped with the most up to date equipment, compliance with relevant quality standards, skilled operators and technicians backed up by world class engineering support.



OUR EXPERTISE



WHAT WE DO...

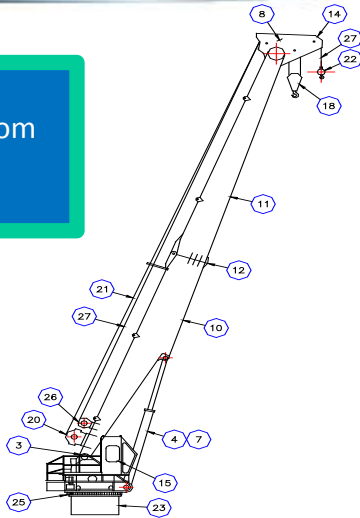
Oil states operates a Full-Service Manufacturing Facility supporting virtually all types and makes of Marine/Offshore Cranes.

- ☐ Design, manufacture, supply and providing of after-sales support for all models of Nautilus Make API 2C monogrammed Marine / Offshore Cranes
- ☐ Onshore and Offshore Repairs, Overhauling, Refurbishment, Periodical Inspections, Installation and Commissioning, Load Testing, Shifting etc. of all makes and models of API-2C Monogrammed Cranes.
- ☐ Manufacture and supply of spares or sub-assemblies for all Makes and Models of API 2C monogrammed Offshore Cranes.
- ☐ Long-term and short-term operation & maintenance contracts to support new builds or existing Marine/Offshore Cranes fleet.
- ☐ Disassembly, inspection and re-build of mechanical assemblies such as gear boxes, hook blocks and winches.
- ☐ Inspection, service and repair of Anchor / Mooring Winches.
- ☐ Modular crane on rental basis.



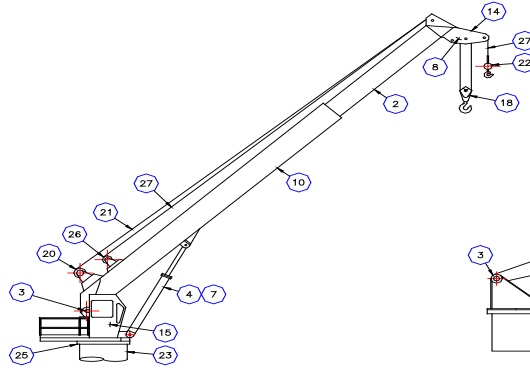
TYPES OF API SPEC 2C CRANE MANUFACTURED

Fixed Box Boom
Crane



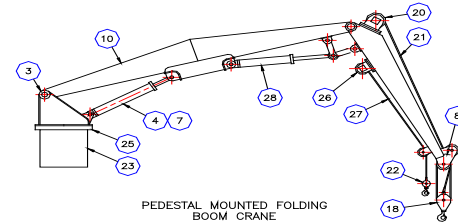
FIXED LENGTH, BOX BOOM
CYLINDER LUFFED CRANE

Telescopic Box
Boom Crane



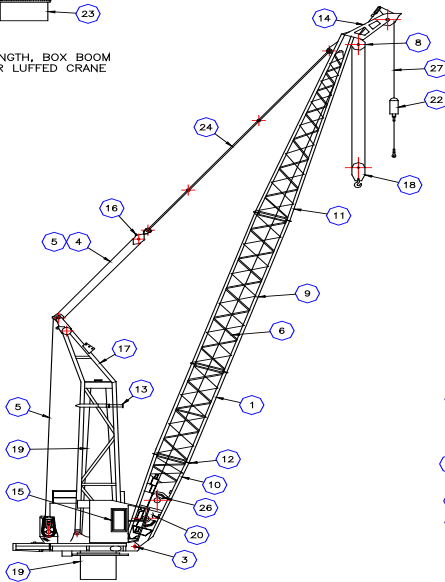
TELESCOPIC BOX BOOM
CYLINDER LUFFED CRANE

Folding Box Boom
Crane



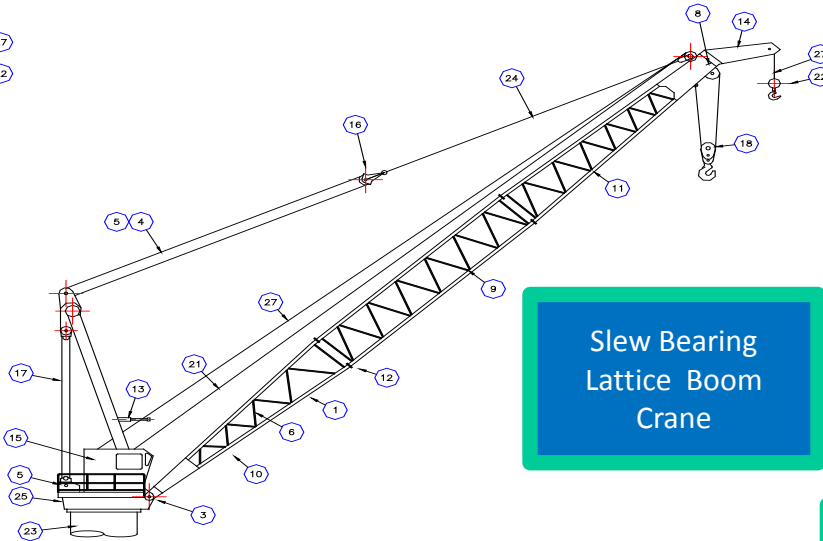
PEDESTAL MOUNTED FOLDING
BOOM CRANE

King Post Lattice
Boom Crane



KINGPOST MOUNTED LATTICE BOOM
WIRE ROPE LUFFED CRANE

Slew Bearing
Lattice Boom
Crane



SWING BEARING MOUNTED LATTICE BOOM
WIRE ROPE LUFFED CRANE

→ Our Products



FUTURE PROPOSITIONS

PROPOSED ADDITIONS

- ✓ In-house paint shop for carrying out grit blasting and painting activities
- ✓ In-house winch production capabilities
- ✓ Service, repair and refurbishment facility for winches.
- ✓ Crane Rental Contracts including Modular Cranes.
- ✓ Manufacture of power unit in India

OUR STATE-OF-THE-ART FACILITY



OUR OSI FAMILY



With the intent to support the initiatives of and efficiently service customers in the Eastern Hemisphere, commencing with customers in the Indian sub-continent, Oil States Skagit SMATCO LLC has established a Full Service Facility in MIDC Taloja, Navi Mumbai - India, under the name of Oil States Industries (India) Pvt. Ltd. The facility has over 200,000 sq.ft. of total fabrication, assembly and testing capacity.



EXISTING FACILITY IN MIDC TALOJA

- ❑ Manufacturing facility in MIDC Taloja, Navi Mumbai having 25,000 sq. ft. of workshop and ware-house area, 10,000 sq. ft. of administrative block and close to 50,000 sq. ft. open storage and assembly area .
- ❑ The testing facilities are available at the MIDC Taloja facilities and two Test Stands are already operational.
- ❑ API 2C (only the second Company in India to receive this certification) and ISO 9001:2008 Certification.

ADMINISTRATION BLOCK

RECEPTION AREA



OUR OWN STATE-OF-THE-ART MANUFACTURING UNIT



OUR OWN STATE-OF-THE-ART MANUFACTURING UNIT



MORE ABOUT OUR FACILITY

Plant & Equipment



- 2 Nos. 30 Ton Overhead Cranes
- 6 Nos. 2 Ton Jib Cranes
- 2 Nos. 75 Ton Test Stands
- 1 No. CNC Plasma Cutting Machine
- 1 No. Line Boring Machine
- 1 No. Milling and Drilling Machine
- 1 No. Hydraulic Torque Machine
- 2 Nos. Hydraulic Crimping Machines
- 1 No. Lathe Machine
- 1 No. Radial Drilling Machine
- 3 Nos. Air Compressors
- 2 Nos. Heat Treatment Units, with heating pads
- 1 No. Scissor Lift
- 17 Nos. Welding Machines
- 1 No. Fork Lift
- All other required support equipment

OUR MANAGEMENT SYSTEM



QUALITY MANAGEMENT PROCESS

Our Quality Management along with an ever improving Quality Culture extends throughout all OSI India departments, processes and personnel. A true commitment to Quality on all levels is practiced and promoted by the Upper Management of OSI INDIA.

OSI India operates a Quality Management System that is certified and registered to:

- **ISO 9001:2008** awarded by American Petroleum Institute and the scope is “Design, Manufacture, Installation, Repair and Service of Marine Cranes for the Oilfield Platforms, Drilling and Production” (**Registration no. 2411**)
- **API Q1** awarded by the American Petroleum Institute and the scope is “Design, Manufacture, Installation, Repair and Service of Marine Cranes for the Oilfield Platforms, Drilling and Production” (**Registration no. API Q1-2313 And API Monogram License No. : 2C-131**).
- **API 2C Monogram** – Our facility is the second in India to have API 2C Monogram facility.



PROCEDURES & STANDARDS

OSI India Procedures

Unless otherwise specified, the following OSI INDIA Procedures shall be applicable to the extent specified herein or in contract documents.

- | | |
|--------------|--|
| ▪ IN00A-0001 | Quality Systems Manual |
| ▪ IN00D-0001 | Procedure Index |
| ▪ IN09B-0016 | Document and Change Control |
| ▪ IN09B-0015 | Control of Records |
| ▪ IN01B-0001 | Competence, Training and Awareness |
| ▪ IN03B-0001 | Sales Management & Customer Related Process |

Industry Standards

Unless otherwise specified, the following Industry Standards (as well as others) shall be applicable to the extent specified herein or in contract documents.

- **International Organization of Standardization**
 - ISO 9001** - Quality Management Systems requirements
- **American Petroleum Institute**
 - API Q1** – Specification for Quality Management Systems requirements for the Petroleum, Petrochemical and Natural Gas Industry
 - API 2C** – Specification for Offshore Pedestal Mounted Cranes
- **American Welding Society**
 - AWS D1.1** – Steel Structural Welding Code



API MONOGRAM



**American
Petroleum
Institute**



Certificate of Authority to use the Official API Monogram

License Number: **2C-0131**

ORIGINAL

The American Petroleum Institute hereby grants to:

OIL STATES INDUSTRIES (INDIA) PRIVATE LIMITED
Gat No. 11/3B & 22/1, Village: Chaal
MIDC, Taloja-Ambarnath Road, Taluka: Panvel
Raigad, Maharashtra
India

the right to use the Official API Monogram® on manufactured products under the conditions in the official publications of the American Petroleum Institute entitled API Spec Q1® and **API Spec 2C** and in accordance with the provisions of the License Agreement.

In all cases where the Official API Monogram is applied, the API Monogram should be used in conjunction with this certificate number: **2C-0131**

The American Petroleum Institute reserves the right to revoke this authorization to use the Official API Monogram for any reason satisfactory to the Board of Directors of the American Petroleum Institute.

The scope of this license includes the following product: **Offshore Pedestal Mounted Cranes**

QMS Exclusions: No Exclusions Identified as Applicable

Effective Date: APRIL 4, 2014

Expiration Date: APRIL 4, 2017

To verify the authenticity of this license, go to www.api.org/compositelist.

American Petroleum Institute

Director of Global Industry Services

CERTIFICATIONS

API SPECIFICATION Q1 CERTIFICATE



energy **API**
AMERICAN PETROLEUM INSTITUTE

REGISTRATION NO. **Q1-2313**

Certificate of Registration

The American Petroleum Institute certifies that the quality management system of

OIL STATES INDUSTRIES (INDIA) PRIVATE LIMITED
Gat No. 11/3B & 22/1, Village: Chaal
MIDC, Taloja-Ambernath Road, Taluka: Panvel
Raigad, Maharashtra
India

has been assessed by the American Petroleum Institute and found to be in conformance with the following:

API Specification Q1

The scope of this registration and the approved quality management system applies to the:

**Design, Manufacture, Installation, Repair and Service of Marine
Cranes for the Oilfield Platforms, Drilling and Production**

API approves the organization's justification for excluding:

No Exclusions Identified as Applicable



API Spec Q1
Registered

Effective Date: April 4, 2014
Expiration Date: April 4, 2017
Registered Since: April 4, 2011


 W. Dan Whittaker
 Manager of Operations, APIQR

This certificate is valid for the period specified herein. The registered organization must continually meet all requirements of API Spec Q1, Specification for Quality Programs for the Petroleum, Petrochemical and Natural Gas Industry, and the requirements of the Registration Agreement. Registration is maintained and regularly monitored through annual full system audits. This certificate has been issued from API offices located at 1220 L Street, N.W., Washington, D.C. 20005-4070, U.S.A., it is the property of API, and must be returned upon request. To verify the authenticity of this certificate, go to www.api.org/compositelist.

ISO 9001:2008 CERTIFICATE



**QMS
REGISTERED**

Certificate of Registration

APIQR® REGISTRATION NUMBER
2411

This certifies that the quality management system of

OIL STATES INDUSTRIES (INDIA) PRIVATE LIMITED
Gat No. 11/3B & 22/1, Village: Chaal
MIDC, Taloja-Ambernath Road, Taluka: Panvel
Raigad, Maharashtra
India

*has been assessed by the American Petroleum Institute Quality Registrar (APIQR®) and
found it to be in conformance with the following standard:*

ISO 9001:2008

The scope of this registration and the approved quality management system applies to the

**Design, Manufacture, Installation, Repair and Service of Marine
Cranes for the Oilfield Platforms, Drilling and Production**

APIQR® approves the organization's justification for excluding:

No Exclusions Identified as Applicable

Effective Date: April 4, 2014
Expiration Date: April 4, 2017
Registered Since: April 4, 2011


 W. Dan Whittaker
 Manager of Operations, APIQR

Accredited by Member of the International Accreditation Forum: Multilateral Recognition Arrangement for Quality Management Systems



This certificate is valid for the period specified herein. The registered organization must continually meet all requirements of APIQR's Registration Program and the requirements of the Registration Agreement. Registration is maintained and regularly monitored through annual full system audits. Further clarifications regarding the scope of this certificate and the applicability of ISO 9001 standard requirements may be obtained by consulting the registered organization. This certificate has been issued from APIQR offices located at 1220 L Street, N.W., Washington, D.C. 20005-4070, U.S.A., it is the property of APIQR, and must be returned upon request. To verify the authenticity of this certificate, go to www.api.org/compositelist.



**QUALITY
REGISTRAR**



HSE POLICY STATEMENT OF OIL STATES INDUSTRIES



Health, Safety, and Environmental Policy Statement September 2015

Oil States Industries, Inc. (OSI) is committed to business conduct that actively promotes and protects the health, safety, and environment (HSE) of its employees, contractors, business partners, visitors and the communities where we work. Specifically, OSI is committed to the following:

- The setting of global targets for continuous improvement of HSE performance
- Employee participation through Lean 5S teams, safety committees, behavior-based observations, STOP work authority and the Hazard Hunter Program
- Global conformance with OSI's HSE management system or an internationally-recognized / certified management system and compliance with all applicable national and state HSE laws and regulations
- A systematic approach to the management of HSE but with local responsibility and accountability for the HSE program

OSI will continuously communicate its HSE commitment to employees, contractors, vendors, and customers and solicit their input in improving our HSE program. Employee participation is a vital element in the success of our HSE process. Where existing laws and regulations are not adequate to assure protection of human health, safety, and the environment, OSI will establish them internally.

Health and Safety

OSI promotes active participation of employees, contractors and business partners in achieving HSE success. Protecting the well-being of employees, contractors and the public takes precedence over all other factors.

Environment

OSI's commitment to environmental matters is an integral part of our culture and business practices. It's our policy to ensure the integrity of our processes and facilities are protective of the environment. We strive to prevent releases to the atmosphere, land, or water and will employ waste minimization techniques wherever possible.

Commitment

The greatest strength of OSI is its employees. The success of our HSE program relies not only on management's commitment to provide a safe work environment, but also on each employee's commitment to uphold safe work practices. Accordingly, it's the responsibility of every employee and contractor to **STOP** any unsafe practice or condition until it is brought to an acceptable risk level. Stop Work Authority is granted to each employee and contractor without fear of retribution. Each employee and contractor must be committed to HSE, not only for themselves, but for their fellow co-workers and the surrounding communities. Every employee and contractor has:

- A legal and regulatory obligation to act in a safe and environmentally sound manner
- The responsibility for actively participating in peer observations and subsequent interventions
- The responsibility to follow all safety and environmental compliance requirements

Continuous Improvement

It is the expectation of OSI management to have each business unit continuously strive to improve their HSE performance, with new strategies and objectives constantly being developed. Management, along with the entire workforce, will participate in the goal of zero injuries and zero impact on the environment.

A handwritten signature in black ink, appearing to read 'Scott H. Jones'.

President
Oil States Industries, Inc.



COMPLIANCES AND REGISTRATIONS

Compliances

- ✓ Maharashtra Pollution Control Board (Consent to Operate)
- ✓ Industrial Safety and Health (Factories License)
- ✓ Maharashtra Fire Services

Registrations

- ✓ Permanent Account Number
- ✓ Taxpayer Identification Number
- ✓ Central Board of Excise and Customs
- ✓ EOU Registration
- ✓ Service Tax
- ✓ VAT and Sales Tax
- ✓ Professional Tax
- ✓ Employees Provident Fund Organization
- ✓ Employees State Insurance Corporation
- ✓ Maharashtra Labor Welfare Board
- ✓ Importer Exporter Code
- ✓ DGFT - Export House
- ✓ EEPC India
- ✓ Mumbai Shops and Establishment Act
- ✓ Maharashtra Waste Management Ltd.
- ✓ Small Scale Industries

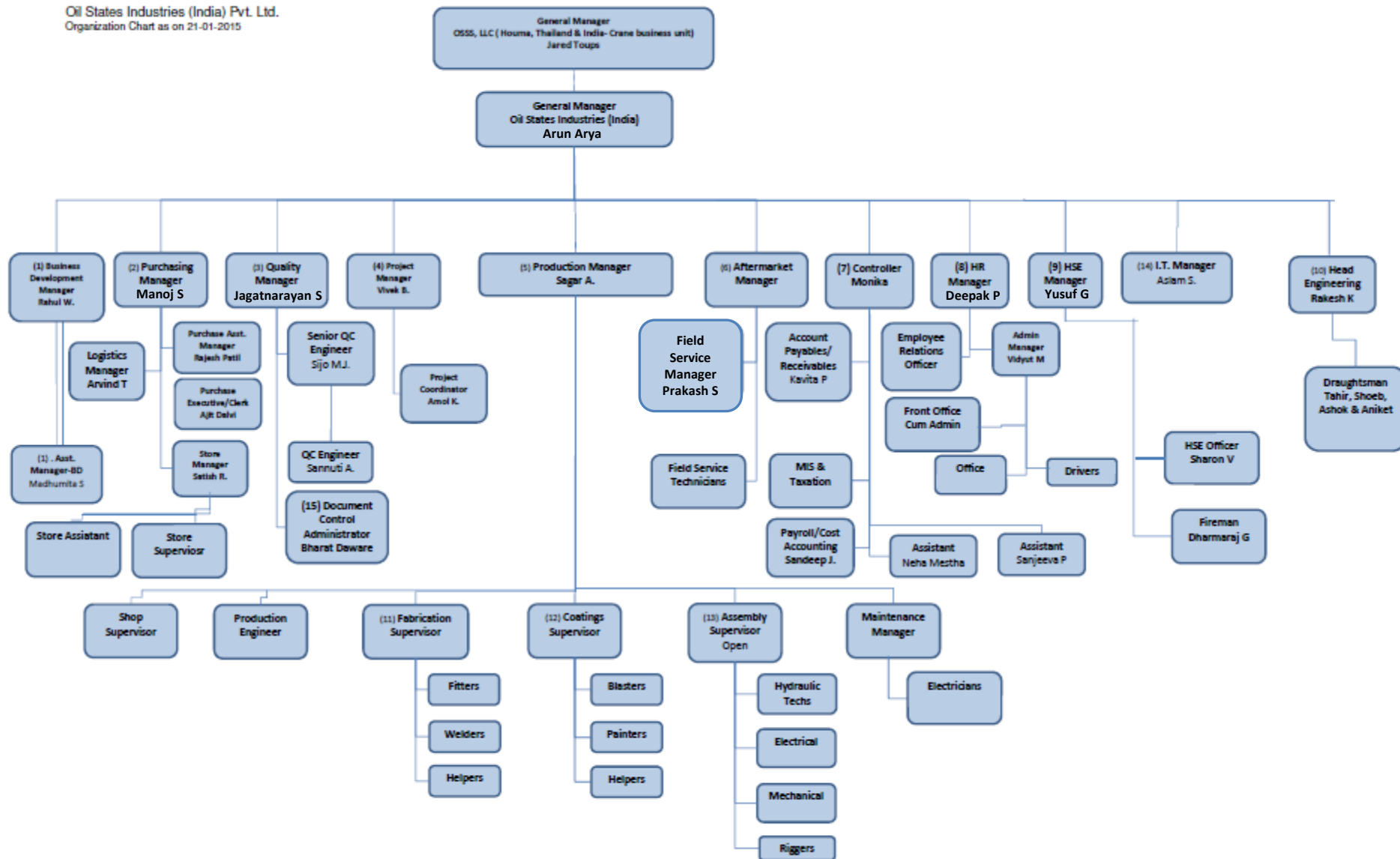


OUR ORGANIZATIONAL STRUCTURE




ORG CHART

Oil States Industries (India) Pvt. Ltd.
Organization Chart as on 21-01-2015



OUR TEAM

A strong team of over 100 personnel...



Department	Total Employees
Management	1
Projects	1
Design & Engineering	4
Business Development	2
HR & Admin	12
HSE	3
Manufacturing	56
Quality	4
Field Services	10
Purchase/Logistics/Stores	7
Maintenance	3
Finance & Accounts	5
Information Technology	1

Moreover we have skilled workforce and service teams which include Mechanics, Welders, Electricians and Hydraulic Technicians, all familiar with the Mechanical Handling Equipment business. We have trained technicians who specialize on Crane Service and Maintenance Practices and Product and Manufacturing Process at the OEM's facilities.

PROJECTS GALLERY



SUMMARY OF NEW BUILT CRANE PROJECTS

CRANES DELIVERED BY OSI INDIA

SOLD TO	Meant for	Model	Type	Lift Capacity	Qty.
Essar Offshore Subsea Ltd., India	ONGC D-1 Platform	600LHD2	Lattice Boom	15 Tons	1
McDermott, Middle East	ONGC Cluster 7 Development	600LHD2	Lattice Boom	15 Tons	4
Bumi Armada, Singapore	FPSO operating in D-1 Field of ONGC	600L	Lattice Boom	25 Tons	2
Gulf Piping Limited, UAE	Rig Sagar Samrat of ONGC	180L5	Lattice Boom	7.5 Tons	1
Gulf Piping Limited, UAE	Rig Sagar Samrat of ONGC	1000L5	Lattice Boom	25 Tons	1
Technip KT India Ltd., India	HRD Process Platform of ONGC	1100L	Lattice Boom	25 Tons	2
BG India	ONGC D-1 Platform	340BA	Box Boom	12 Tons	1
L&T Hydrocarbon Engineering Ltd.	ONGC MHN RD Phase III Wellhead Platform	400L-30M	Lattice Boom	15 Tons	5
Swiber Offshore	ONGC Daman Development Project	600L-25M	Lattice Boom	15 Tons	2

CRANES UNDER MANUFACTURING AT OSI INDIA

BUYER	Meant for	Model	Type	Lift Capacity	Qty.
Mercator Projects Pte. Ltd.	Okoro Field	600L & 340LA	Lattice Boom	40 Tons & 25 Tons	2
	Okwok Field	600L		25 Tons	1
Falcon Global	Montco Offshore 300 Class Lift Boat Motor Vessel	1000B-140	Box Boom	200 Tons	2
Swiber Offshore	ONGC Daman Development Project	600L-25M	Lattice Boom	15 Tons	4
		600L-30M		15 Tons	1
L&T Hydrocarbon Engineering Ltd.	ONGC Bassien Development Project	440L-30M	Lattice Boom	15 Tons	1
		1100L-42M		25 Tons	2
		600LHD-30M		25 Tons	1

SNAPSHOTS OF PROJECTS UNDERTAKEN

600LHD2 (15 TONS) FOR ONGC D-1
PLATFORM



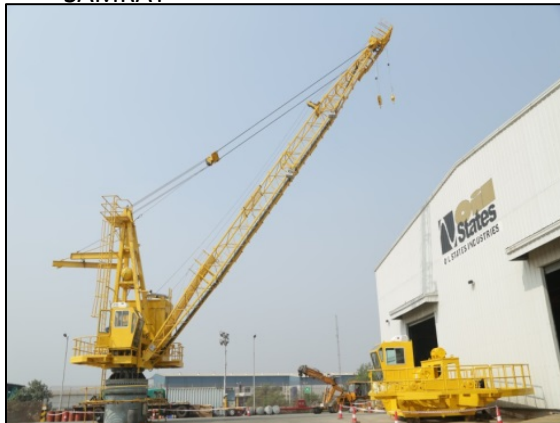
600LHD2 (15 TONS) FOR CLUSTER 7
DEVELOPMENT PROJECT OF ONGC



600L (25 TONS) FOR FPSO PROJECT OF
BUMI ARMADA



180L5 (7.5 TONS) FOR ONGC SAGAR
SAMRAT



1000L3 (25 TONS) FOR ONGC SAGAR
SAMRAT



SNAPSHOTS OF PROJECTS UNDERTAKEN

1100L (25 Tons) FOR HRD Process Platform
Of ONGC



340BA (12 Tons) FOR MB PLATFORM OF BG
INDIA



440L-30M(15 Tons) FOR ONGC MHN RD
Phase III Wellhead Platform



600L-25M Cranes for Daman Development
Project of ONGC

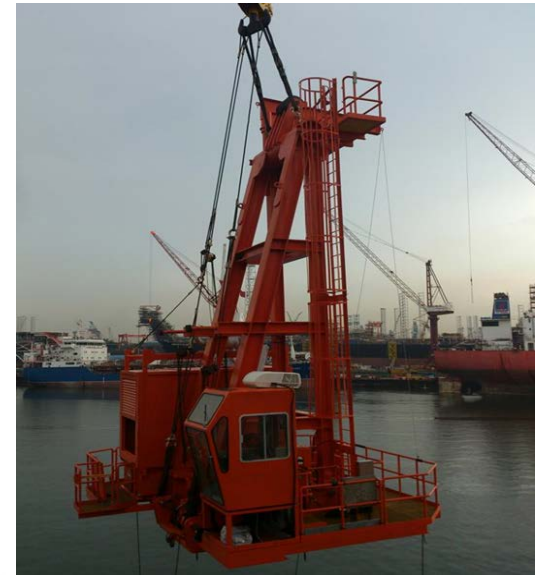


SUMMARY OF SERVICE BUSINESS

Summary of the major service jobs undertaken in India: -

- ❑ Recently bagged the contract of operation and maintenance of [245 cranes](#) of ONGC 's various assets (MH, B&S, N&H) for a period of three years.
- ❑ Annual and five yearly inspections of various makes of API 2C certified cranes on Drilling Rigs deployed in India on regular basis.
- ❑ Boom repair and replacement of [Powerarm](#) cranes (8 Nos.) installed on various ONGC platforms.
- ❑ Overhaul job on [National](#) Crane on Rig Noble Kenneth Delaney of Noble International.
- ❑ Overhaul of [FMC Link Belt](#) Cranes on rig Noble Ed Holt of Noble International.
- ❑ Repair of Hydraulic Whip Line issue of [Bucyrus Erie](#) Crane on Paragon MDS1 of Paragon Offshore.
- ❑ Repair of [Skagit](#) crane onboard Rig Energy Driller of Northern Offshore.
- ❑ Supply and installation of insulation material in the operators cabin of [Skagit 363](#) crane onboard Shelf Drilling Rig J T Angel.
- ❑ Servicing of Main Block of [FMC Link Belt](#) Cranes onboard Rig Noble Ed Holt of Noble International Ltd.
- ❑ Repair of Turret Pad Eye for [Nautilus](#) Cranes on Panna Field of British Gas India.
- ❑ Annual crane condition assessment and certification for 15 nos. of offshore deck cranes in Panna field of BG India as per API 2D recommendations.
- ❑ Repair / Refurbishment of [FMC Link-Belt](#) Cranes for Transocean.
- ❑ Repair of Booms on Hercules Rig 258 (Starboard & PORT cranes – [National](#) Make) of Hercules Offshore.
- ❑ Installation of Swing Limit Cut Off system for 9 nos. offshore cranes installed on various platforms of BG India.
- ❑ Overhaul of [Skagit](#) Crane on starboard side of Rig J.T Angel of Shelf Drilling.
- ❑ Repair of Two [Nautilus](#) cranes on ONGC's BA and BLQ-1 Platforms.
- ❑ Replacement of whip line drum of [Favelle Favco](#) crane onboard rig Discovery 1 of Jindal Drilling.
- ❑ Five year inspection of [Favelle Favco](#) cranes onboard rigs, Great drill Chetna and Chitra of Greatship India.

SNAPSHOTS OF OUR AFTER-MARKET SERVICES



OUR CUSTOMERS



OUR VALUABLE CUSTOMERS



One Source... Diversified Solutions

Thank You...

***...we appreciate your time and
encourage questions and comments!***

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