

ENGAGEMENT

FEEDBACK

KEY INTERESTS

FINANCIAL STAKEHOLDERS



- Organisation of 12 road show days and attendance at 6 international investor conferences.
- Organisation of the field trip 'Innovation and Technology Day' during which Saipem presented a selection of its main technologies and innovative tools ('Value creation through innovation' presentation).
- Active participation to the Italian Sustainability Day 2017 organised by Borsa Italiana and to several one-to-one meetings.
- 3 reverse-road show days hosted at Saipem's headquarter.
- Over 420 individuals, including portfolio managers and buy/sell side analysts, met.
- More than 1,200 people attended the four quarterly financial results conference calls and webcast.
- 13 financial stakeholders involved in Saipem's Materiality Assessment regarding sustainability key topics.

High interest in the Company's management practices, particularly in corporate governance, tax and transparency, internal control system, Anti-Corruption procedures, whistleblowing process and integrated risk management.

Other topics considered highly significant concern the management of people safety and focus on innovation.

Stakeholders who answered the questionnaire assessing materiality issues said that sustainability is already, or will soon become, a factor affecting investment decisions.

- Corporate Governance;
- Anti-corruption and ethical business practices;
- Technology and operational innovation;
- Tax and transparency;
- People safety.

APPROACH

- Continuous dialogue with the financial community (i.e. roadshows).
- Ensure full transparency and equal access to the disclosure of confidential information.
- Periodic disclosure of information through press releases and presentations, as well as periodic meetings with institutional investors and financial analysts.
- Individual shareholders may interface directly with the Company Secretary function.