

Building Solutions for the Energy Industry

Julian Waldron, CFO

Credit Suisse Energy Conference, London, June 14, 2012

Technip
take it further.



Safe Harbor

This presentation contains both historical and forward-looking statements. These forward-looking statements are not based on historical facts, but rather reflect our current expectations concerning future results and events and generally may be identified by the use of forward-looking words such as “believe”, “aim”, “expect”, “anticipate”, “intend”, “foresee”, “likely”, “should”, “planned”, “may”, “estimates”, “potential” or other similar words. Similarly, statements that describe our objectives, plans or goals are or may be forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from the anticipated results, performance or achievements expressed or implied by these forward-looking statements. Risks that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among other things: our ability to successfully continue to originate and execute large services contracts, and construction and project risks generally; the level of production-related capital expenditure in the oil and gas industry as well as other industries; currency fluctuations; interest rate fluctuations; raw material, especially steel as well as maritime freight price fluctuations; the timing of development of energy resources; armed conflict or political instability in the Arabian-Persian Gulf, Africa or other regions; the strength of competition; control of costs and expenses; the reduced availability of government-sponsored export financing; losses in one or more of our large contracts; U.S. legislation relating to investments in Iran or elsewhere where we seek to do business; changes in tax legislation, rules, regulation or enforcement; intensified price pressure by our competitors; severe weather conditions; our ability to successfully keep pace with technology changes; our ability to attract and retain qualified personnel; the evolution, interpretation and uniform application and enforcement of International Financial Reporting Standards, IFRS, according to which we prepare our financial statements as of January 1, 2005; political and social stability in developing countries; competition; supply chain bottlenecks; the ability of our subcontractors to attract skilled labor; the fact that our operations may cause the discharge of hazardous substances, leading to significant environmental remediation costs; our ability to manage and mitigate logistical challenges due to underdeveloped infrastructure in some countries where we are performing projects.

Some of these risk factors are set forth and discussed in more detail in our Annual Report. Should one of these known or unknown risks materialize, or should our underlying assumptions prove incorrect, our future results could be adversely affected, causing these results to differ materially from those expressed in our forward-looking statements. These factors are not necessarily all of the important factors that could cause our actual results to differ materially from those expressed in any of our forward-looking statements. Other unknown or unpredictable factors also could have material adverse effects on our future results. The forward-looking statements included in this release are made only as of the date of this release. We cannot assure you that projected results or events will be achieved. We do not intend, and do not assume any obligation to update any industry information or forward looking information set forth in this release to reflect subsequent events or circumstances.

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References to Stone & Webster processing technologies and associated Oil & Gas engineering capabilities are subject to the closing of the acquisition announced on May 21, 2012.



Technip at Work in Second Quarter 2012



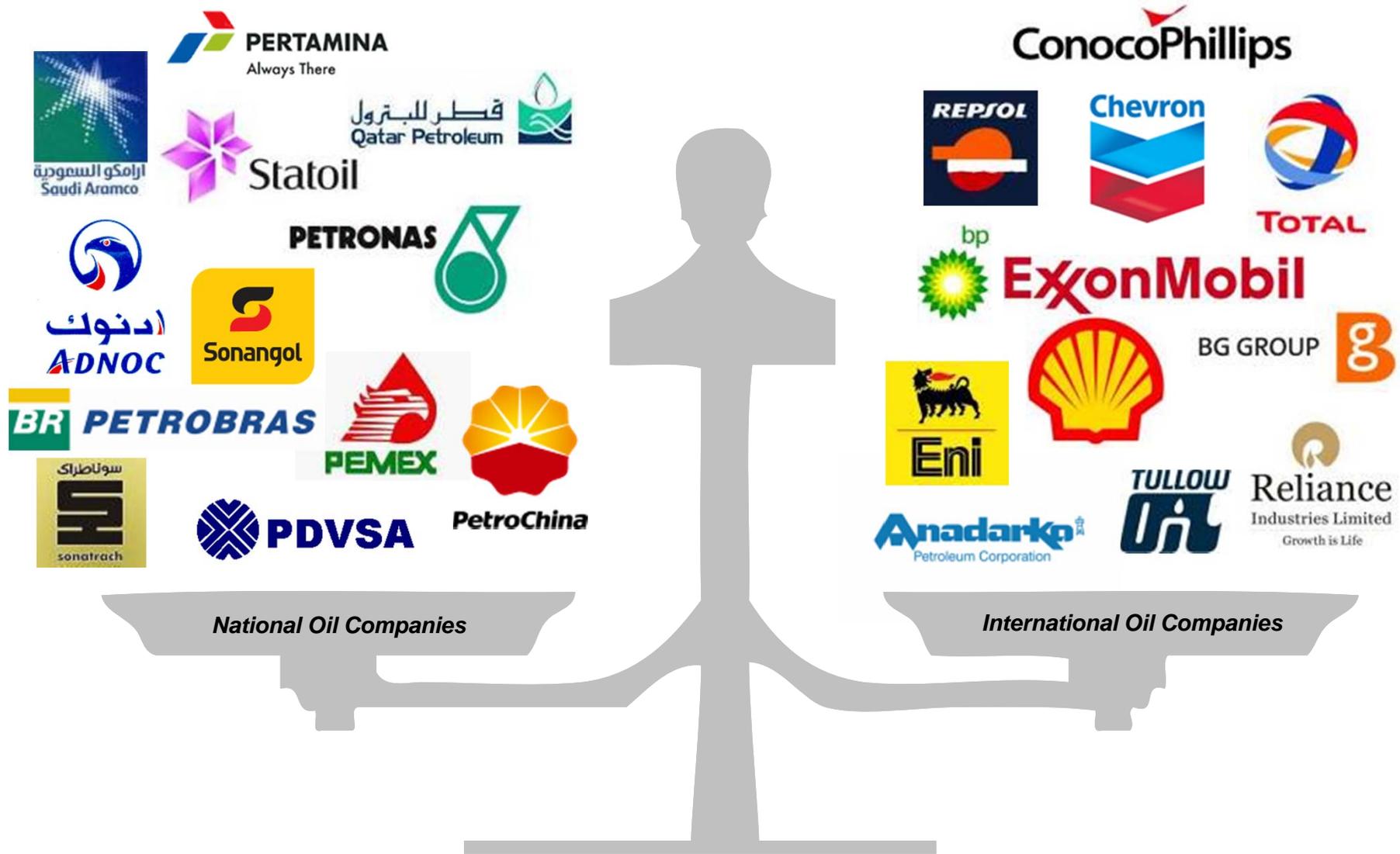
Technip's G1200 & Deep Blue vessels working on Red Hawk spar subsea development, Gulf of Mexico

Technip Today

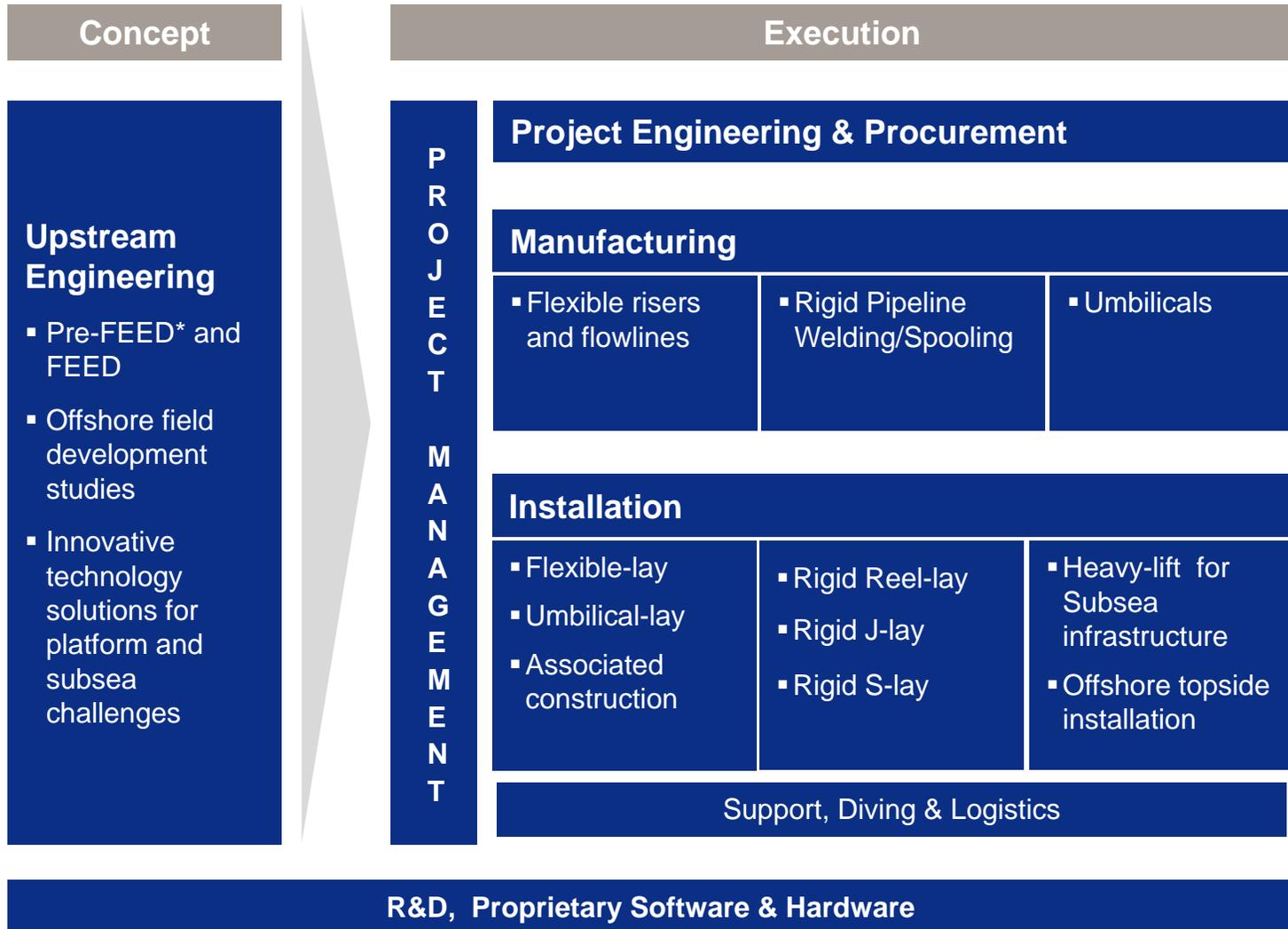
- With engineering, technologies and project management, on land and at sea, we safely and successfully deliver the best solutions for our clients in the energy business
- Worldwide presence with around 30,000 people in 48 countries
- Industrial assets on all continents, a fleet of 34 vessels (of which 4 under construction)
- 2011 revenue: €6.8 billion



Diversified & Balanced Customer Base



Subsea Vertically Integration: Customer Support from Concept to Execution



*FEED: Front End Engineering Design

Onshore/Offshore Key Markets

Onshore Downstream Unique Position



Petrochemical & Ethylene



Refining



LNG & GTL



Fertilizer

Expertise in Full Range of Offshore Facilities



Floating LNG



Spar



Fixed platform



FPSO

Dynamic Market Environment

North America

- Low price shale gas drives downstream investments

North Sea

- Positive trend continues in mature fields
- Offshore platform opportunities
- Step change in size and complexity of projects

Gulf of Mexico

- Drilling permits increase in 2012 driving several offshore developments in US waters
- Increasing activity offshore Mexico

Europe

- First major offshore wind farm awards in France
- Some opportunities in CIS across segments

Middle East

- Good volume of activity upstream & downstream in refining and petrochemicals, both offshore & onshore

Latin America

- Downstream prospects across the continent
- Several potential offshore developments

Africa

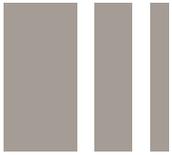
- Tendering continues across the Gulf of Guinea
- Gas discoveries in Eastern Africa
- First pre-salt discovery in Angola
- Political uncertainty in North Africa

Asia Pacific

- Strong momentum in gas-related mega projects
- Investments in refining, petrochemicals and fertilizer across countries
- Growing market for flexible pipes & umbilicals

Brazil

- First major pre-salt tenders
- High level of tendering for projects, assets and flexible pipes
- Conventional works very active
- Continuous focus on logistics & local content
- Expanding Onshore/Offshore opportunities with various clients



Focus on Sustainable & Profitable Growth

Strategic Priorities

Well diversified, profitable backlog

Key differentiating assets

Execution capability

National presence

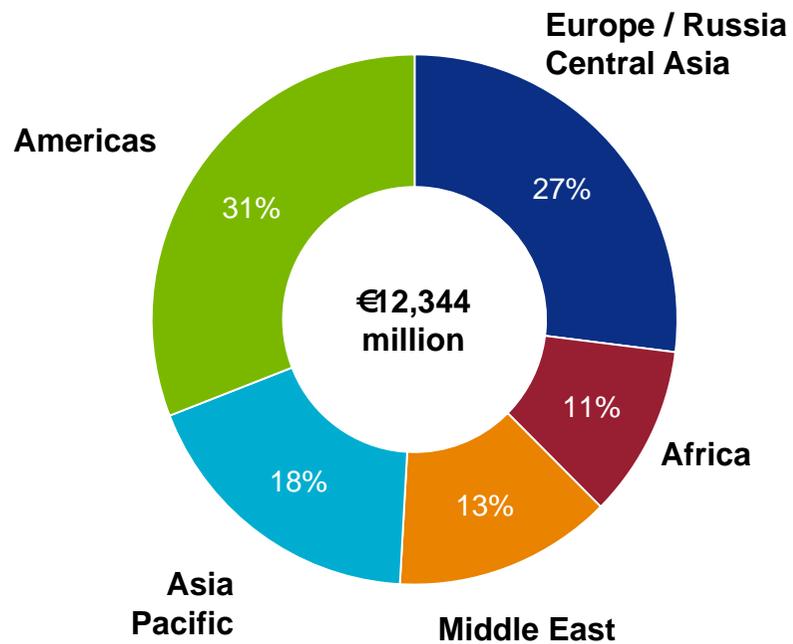
Vertical integration

Technology

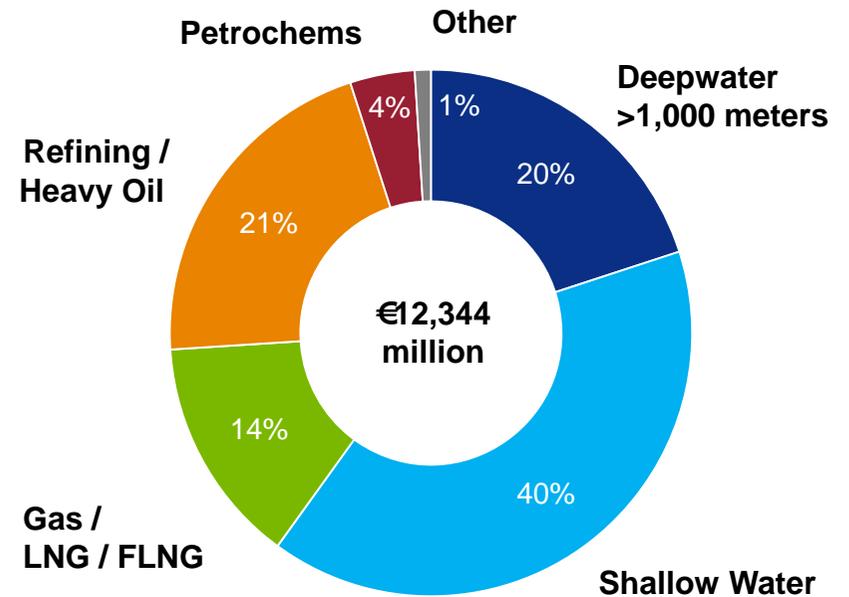
Diversified Backlog Across All Markets

As of March 31, 2012

Backlog by geography

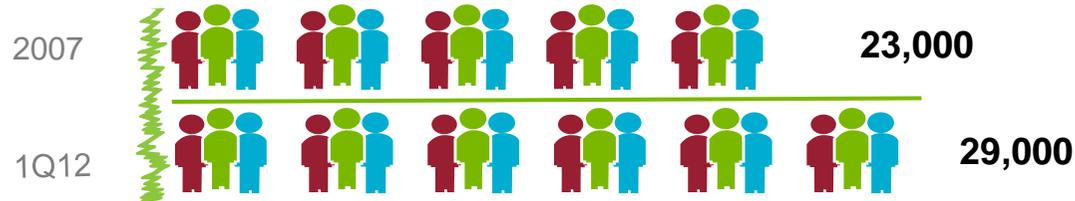


Backlog by market split



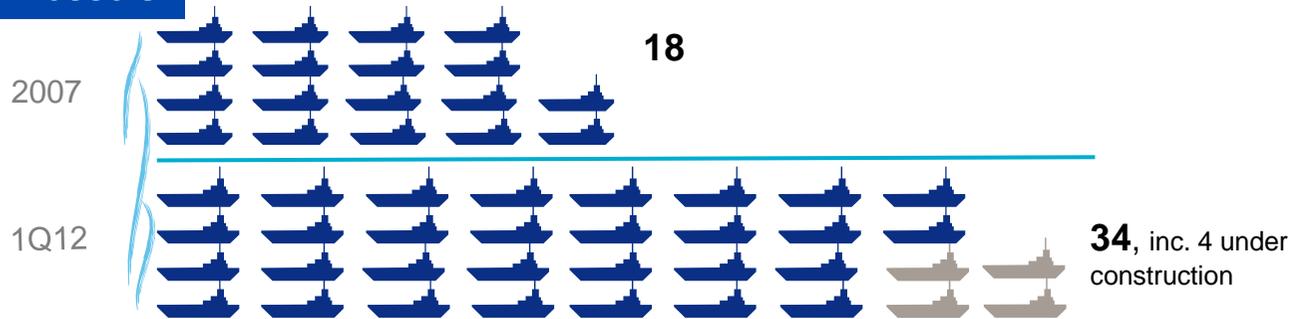
Invest in Differentiating Assets

People

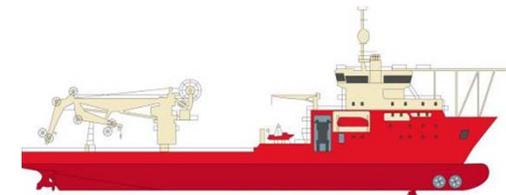


2x 550t Flex-lay vessels

Vessels

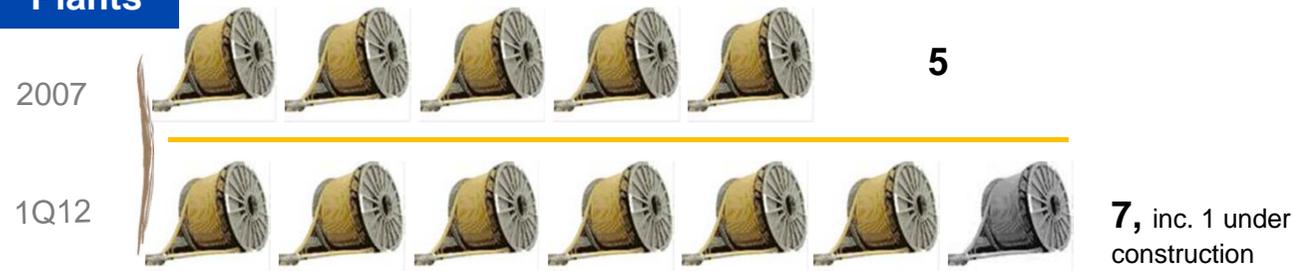


Deep Energy



Deep Orient

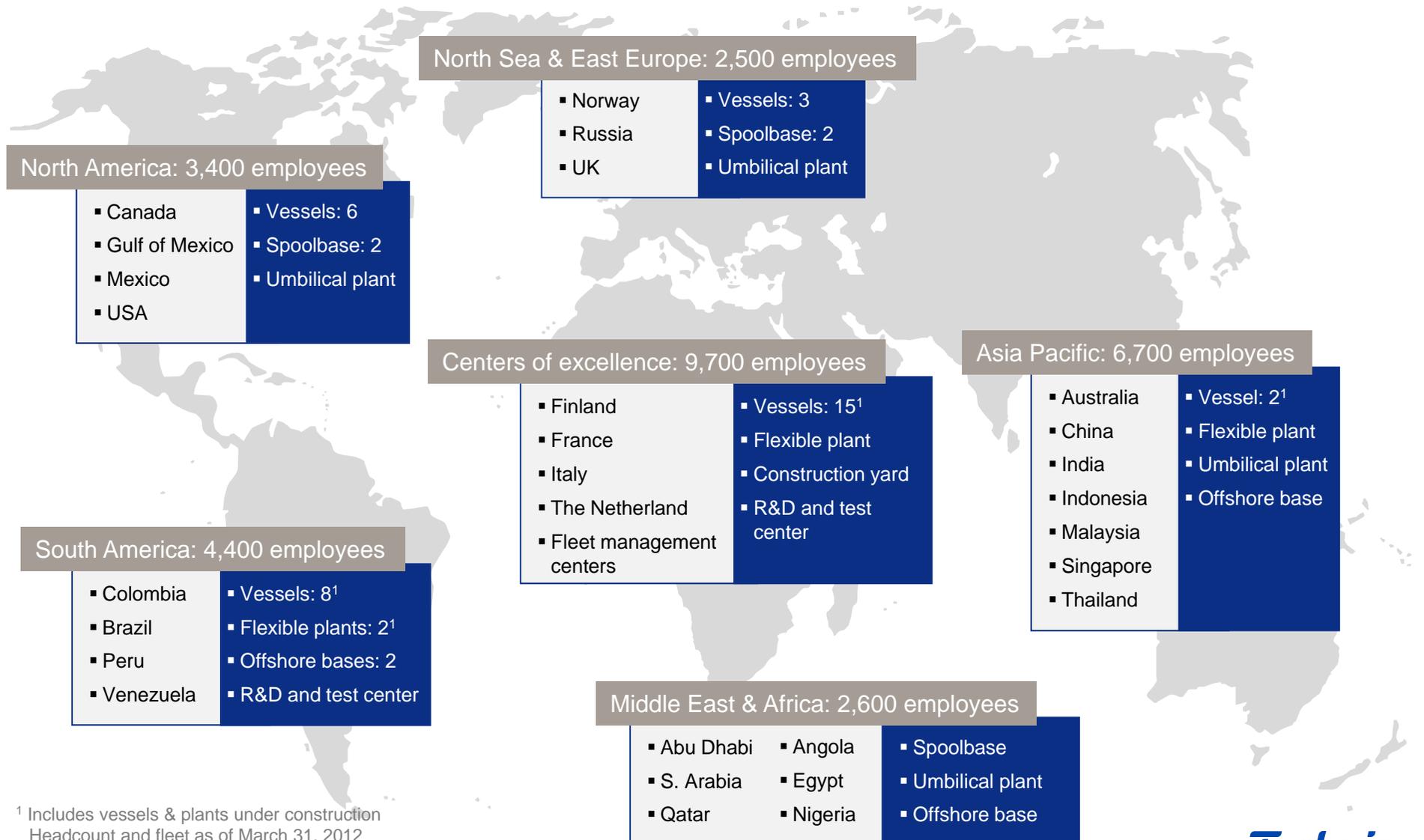
Plants



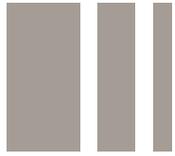
New Brazilian flexible plant,

Technip

Continuously Develop National Presence



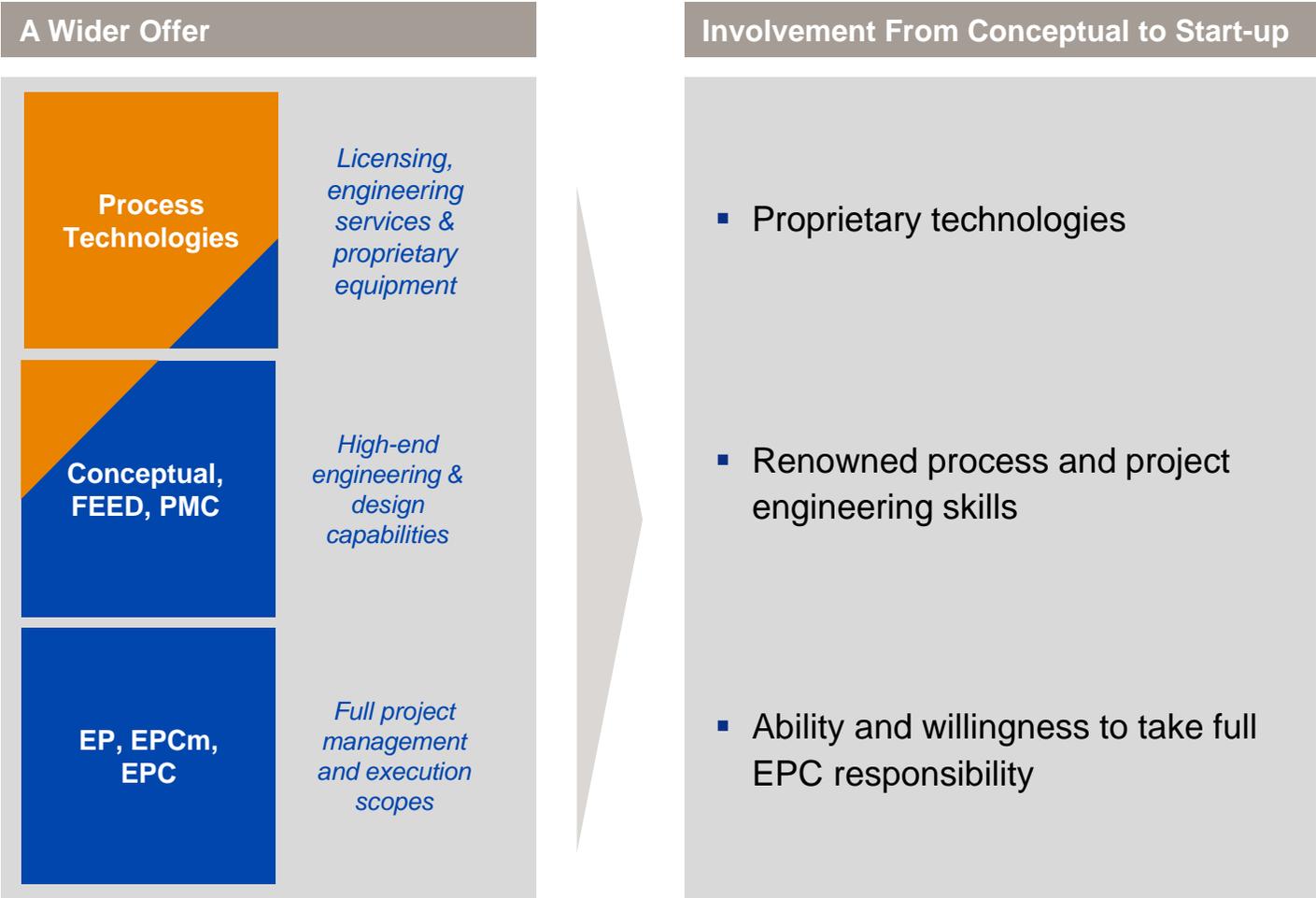
¹ Includes vessels & plants under construction
Headcount and fleet as of March 31, 2012



Stone & Webster Process Technologies

- Cash consideration of ~€225 million
- Transaction will close during second half of 2012: subject to customary regulatory and closing conditions; given the short period no material impact on 2012 revenues and profit
- Perimeter excludes Toronto and Baton Rouge sites and all legacy EPC contracts retained by Shaw
- Cost synergies (notably premises, IT) approximately €7 million, with one-off transaction and transition costs in 2012 of ~€15 million
- The acquisition roughly doubles the revenues that Technip already generates from this type of activity to ~€400 million on a pro forma basis
- Looking forward, the acquired business can generate margins above those of the Onshore/Offshore segment, as well as having a more robust and lower risk earnings profile

Stone & Webster Process Technologies: Expanded Onshore/Offshore Footprint

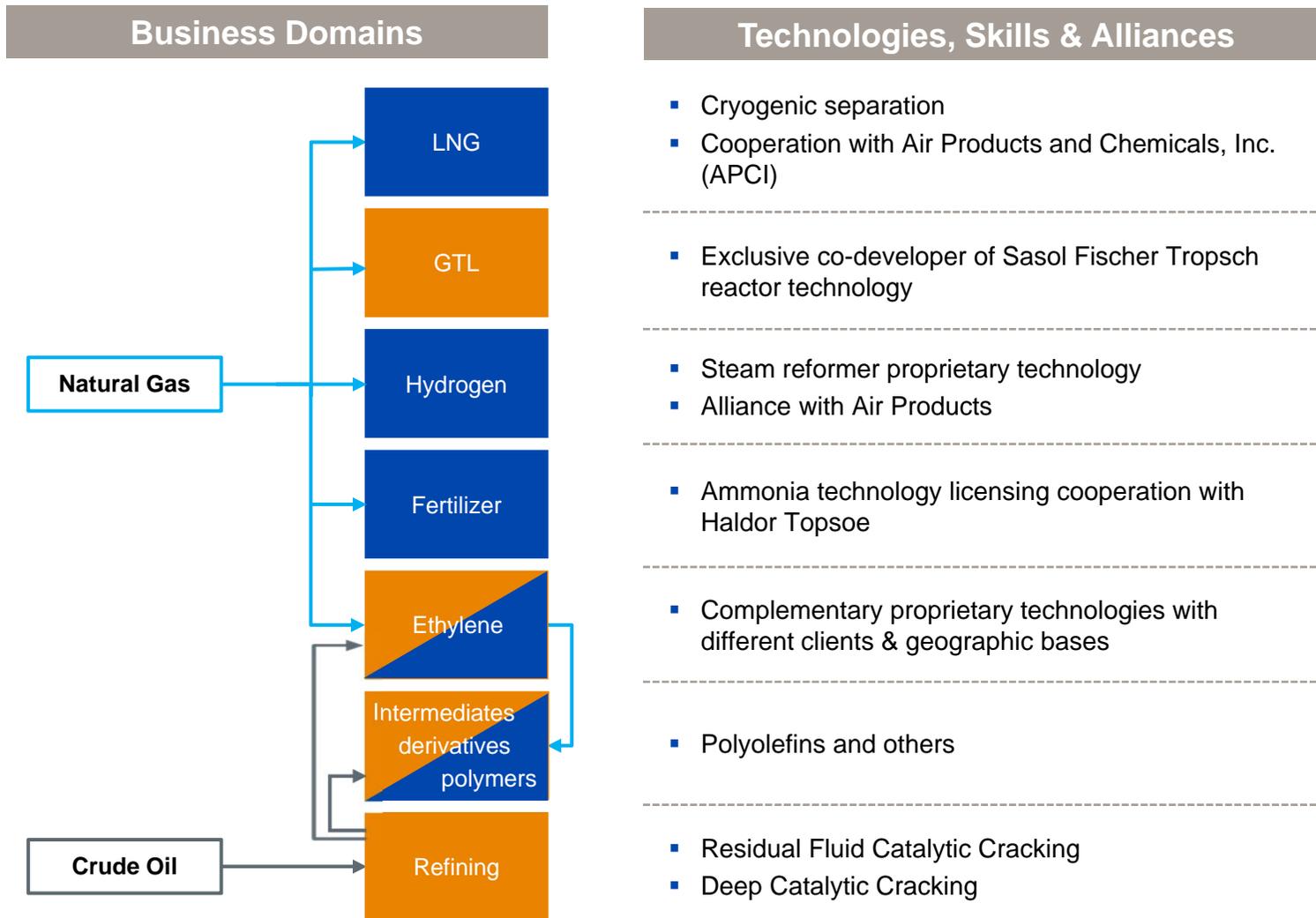


 Technip

 Stone & Webster process technologies and associated oil and gas engineering capabilities, subject to the closing of the acquisition announced on May 21, 2012



Taking our Technologies Portfolio Further



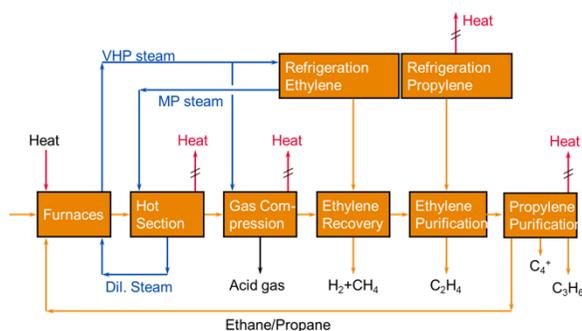
■ Technip
■ Stone & Webster process technologies and associated oil and gas engineering capabilities, subject to the closing of the acquisition announced on May 21, 2012



Technology Strength Diversifies Our Revenue

Process Technologies

Licenses



- Licensed proprietary technologies chosen at early stage of projects

<US\$5 million*

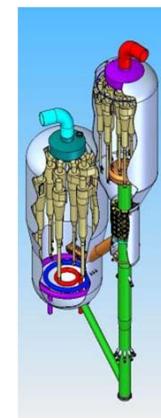
Process Design / Engineering



- Process design packages / engineering to guarantee plant performance
- Assistance to plant start-up and follow-up during plant production

<US\$50 million*

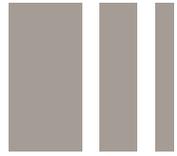
Proprietary Equipment



- Design, supply and installation of critical proprietary equipment

~US\$50 million*

* Project size order of magnitude



Stone & Webster Process Technologies: Key Takeaways

- Enhance substantially Technip's position as a technology provider to the refining and petrochemicals industries
- Diversify further Onshore/Offshore segment, adding revenues based on technology supply
- Strengthen Technip's relationships with clients and partners worldwide, backed by the Stone & Webster reputation
- Expand in promising growth areas such as the US, where downstream markets will benefit from the supply of unconventional gas
- Add skilled resources notably in research in the US, and in engineering in the US, the UK and India

2012 Full Year Outlook Confirmed¹

- Group revenue between €7.65 and €8.00 billion
- Subsea revenue between €3.35 and €3.50 billion, with operating margin² around 15%³
- Onshore/Offshore revenue between €4.3 and €4.5 billion, with operating margin² between 6% and 7%

¹ based on year-to-date average exchange rates, excluding cost related to ongoing S&W PT acquisition

² from recurring activities

³ including Global Industries





Backlog Providing Good Visibility

€ million

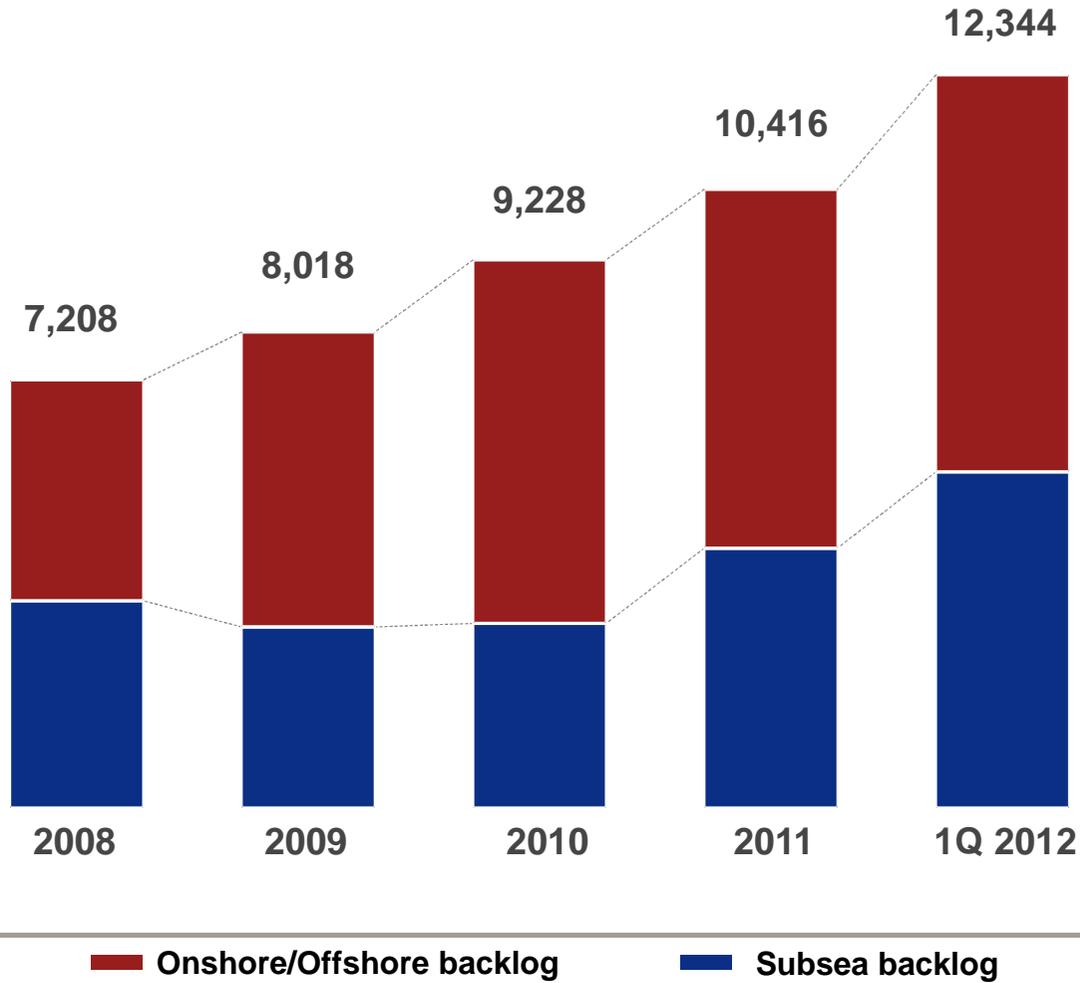
	Subsea	Onshore / Offshore	Group
2012 (9 months)	2,267.2	3,008.0	5,275.2
2013	1,770.3	2,456.0	4,226.3
2014 and beyond	1,627.1	1,215.5	2,842.6
Total	5,664.6	6,679.5	12,344.1

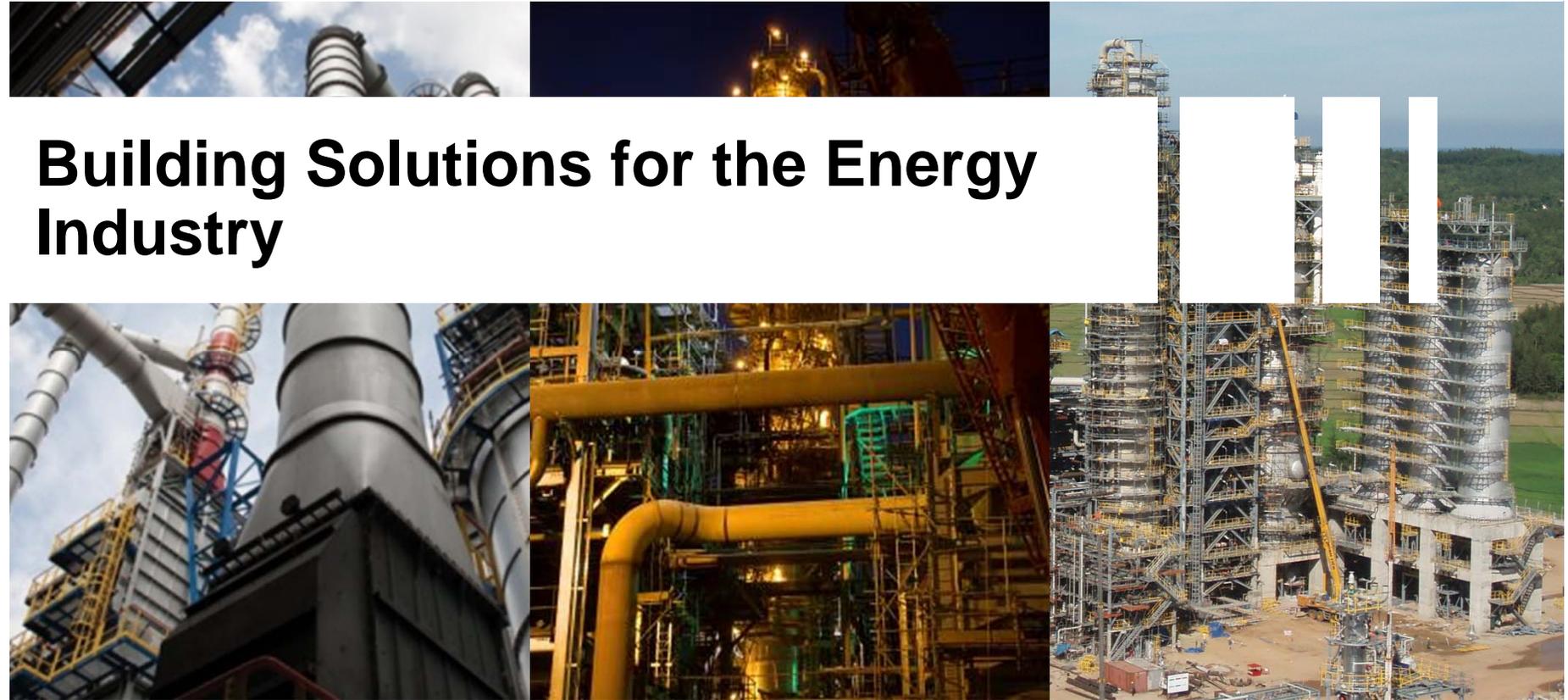
Backlog estimated scheduling as of March 31, 2012

Growing Backlog

€ million

Backlog





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