

# Fourth Quarter and Full Year 2013 Results



Paris, February 20, 2014

**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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# Contents

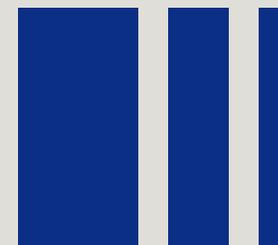
**2013: Year in Review**

**2013: Operational & Financial Highlights**

**Sustaining Profitable Growth**

**Annex**

# 2013: Year in Review





## Performance in Line with Expectations in 4Q13

### Guidance given in October

- Group revenue between €9.3 and €9.4 billion
- Subsea revenue lowered to around €4.1 billion
- Subsea operating margin<sup>(1)</sup> lowered to around 14%
- Onshore / Offshore revenue raised to around €5.2 billion
- Onshore / Offshore operating margin<sup>(1)</sup> raised to between 6.5% and 7%

### 2013 actual performance

- Group revenue of €9.3 billion
- Subsea revenue of €4.1 billion
- Subsea operating margin<sup>(1)</sup> at 14.3%
- Onshore / Offshore revenue of €5.3 billion
- Onshore / Offshore operating margin<sup>(1)</sup> at 6.7%

<sup>(1)</sup> from recurring activities



## 2013 Key Facts

### Performance

- **Revenue** increased by 14%, to €9.3 billion
- **Operating margin**<sup>(1)</sup> at 9%
- **Onshore / Offshore** segment delivered in upper end at target range
- **Net income** of €563 million, up 4% year-on-year
- Year-end **net cash** up from €183 million to €663 million
- €12.0 billion **order intake**, of which €3.2 billion in 4Q13

### Strategy and Outlook

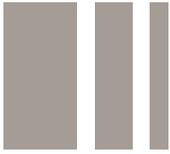
- **Year-end backlog of €16.6 billion**
- **Global footprint** strengthened and workforce expanded to nearly 40,000 people
- Portfolio **diversification** maintained
- Delivery of new **assets**
- Formation of numerous strategic **partnerships and alliances**

**[ Proposed dividend of €1.85, a 10% increase**

<sup>(1)</sup> from recurring activities

# 2013: Operational & Financial Highlights





## Fourth Quarter Subsea Highlights

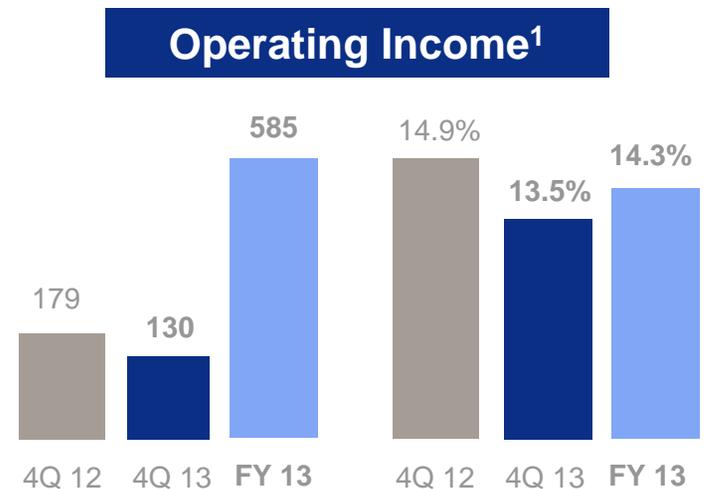
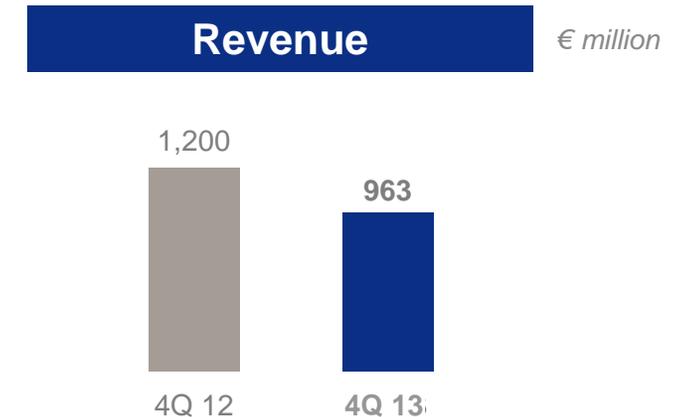
### ■ Offshore main operations completed

- Gannet, Scotland
- Brynhild, Norway
- Jack and Saint Malo, US Gulf of Mexico

### ■ Main ongoing projects

- Moho Nord, Congo
- Quad 204, Scotland
- Greater Stella, Scotland
- Bøyla, Norway
- Åsgard subsea compression, Norway
- Wheatstone, Australia
- Sapinhoa and Lula Nordeste, Brazil
- Egina, Nigeria
- Gumusut, Malaysia

### ■ Overall group vessel utilization rate: **69%** versus 78% year ago



<sup>(1)</sup> from recurring activities

**Technip**

## US Gulf of Mexico Focus

- **7 GoM projects have progressed** satisfactorily in 4Q and year-to-date 2014
- **Execution is in parallel across all projects**
- **2 projects are now complete** and being handed over to clients
- **Both Deep Blue and Deep Energy are active on these projects**
- **Deep Energy** has now **completed two major campaigns successfully:** pipelay and umbilical installation
- **Financial assumptions for the projects are confirmed as per latest guidance**



Deep Energy and Deep Blue, Mobile spoolbase



Deep Blue, US Gulf of Mexico



# Fourth Quarter Onshore/Offshore Ongoing Projects

## Upstream

- Malikai TLP, Malaysia
- Upper Zakum 750 facilities, Abu Dhabi
- Umm Lulu package 2, Abu Dhabi
- Aasta Hansteen Spar, Norway
- Martin Linge platform, Norway

## Gas, LNG & FLNG

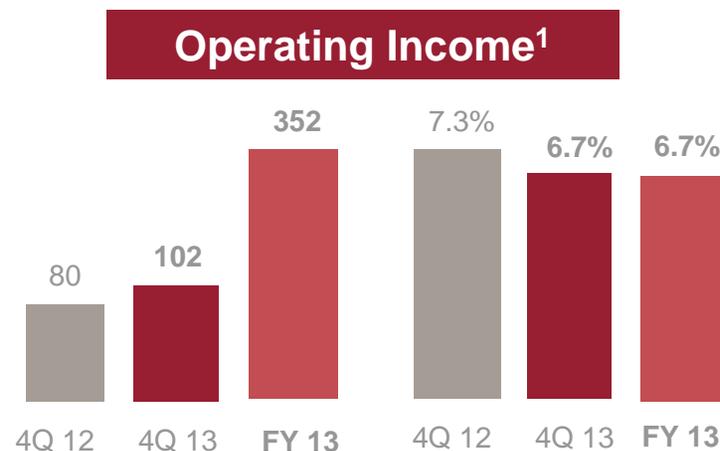
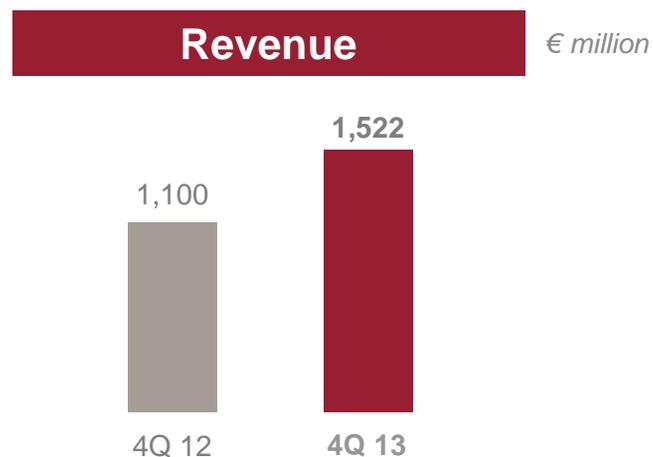
- Prelude FLNG, Australia
- Petronas FLNG1, Malaysia
- Pacific NorthWest LNG FEED, Canada
- PMP project, Qatar

## Refining

- Burgas refinery, Bulgaria
- Sulfur recovery unit, Bahrain

## Petrochemicals

- Ethylene XXI, Mexico
- Westlake ethylene plant upgrade, USA
- Halobutyl elastomer plant, Saudi Arabia



<sup>(1)</sup> from recurring activities



# Fourth Quarter & FY 2013: Operating Performance

€ million	4Q 13 not audited	Y-o-Y Change	FY 13 audited	Y-o-Y Change	Main elements
<b>Revenue</b>	<b>2,484.8</b>	<b>8.0%</b>	<b>9,336.1</b>	<b>13.8%</b>	<ul style="list-style-type: none"> <li>▪ Annual and quarterly revenue growth driven by Onshore/Offshore segment</li> <li>▪ Year-on-year foreign exchange translation impacts in line with expectations 4Q13 vs. 4Q12:               <ul style="list-style-type: none"> <li>▪ Revenue €(131) million</li> <li>▪ Operating income €(9) million</li> </ul> </li> </ul>
Gross Margin	408.9	(7.7)%	1,617.4	4.2%	
SG&A, R&D and other	(201.7)	(1.1)%	(772.9)	6.9%	
EBITDA <sup>(1)</sup>	271.9	(6.5)%	1,078.0	5.3%	
<i>EBITDA Margin</i>	10.9%	(169)bp	11.5%	(93)bp	
<b>Operating Income<sup>(2)</sup></b>	<b>207.2</b>	<b>(13.4)%</b>	<b>844.5</b>	<b>1.9%</b>	
<i>Operating Margin<sup>(2)</sup></i>	8.3%	(206)bp	9.0%	(106)bp	

<sup>(1)</sup> calculated as operating income from recurring activities before depreciation and amortization

<sup>(2)</sup> from recurring activities

## Fourth Quarter & FY 2013: Net Income

€ million	4Q 13 not audited	Y-o-Y Change	FY 13 audited	Y-o-Y Change	Main elements
<b>Operating Income<sup>(1)</sup></b>	<b>207.2</b>	<b>(13.4)%</b>	<b>844.5</b>	<b>1.9%</b>	<b>Financial result:</b> <ul style="list-style-type: none"> <li>IAS 21/32/39: hedge ineffectiveness increased by forex movements               <ul style="list-style-type: none"> <li>4Q impact : €(21.8) million</li> <li>FY impact : €(23.6) million</li> </ul> </li> <li>Proceeds of three new private placements for €355 million in October</li> </ul> <b>Tax rate:</b> <ul style="list-style-type: none"> <li>Quarterly tax rate reflects geographical mix of projects</li> </ul> <b>EPS:</b> <ul style="list-style-type: none"> <li>Employee share issuance neutralized by share repurchase program</li> </ul>
Financial Result	(35.9)	<i>nm</i>	(84.3)	25.3%	
Share of Income of Equity Affiliates	0.3	<i>nm</i>	1.1	<i>nm</i>	
<b>Income before Tax</b>	<b>171.6</b>	<b>(14.8)%</b>	<b>761.3</b>	<b>1.1%</b>	
Effective Tax Rate	19.5%	(694)bp	25.1%	(226)bp	
<b>Net Income</b>	<b>134.5</b>	<b>(9.1)%</b>	<b>563.1</b>	<b>3.6%</b>	
Diluted Earning Per Share <sup>(2)</sup>	1.11	(9.0)%	4.68	3.3%	

<sup>(1)</sup> from recurring activities

<sup>(2)</sup> Diluted number of shares: 124,777,476 outstanding shares as of December 31, 2013

# Fourth Quarter & FY 2013: Operating Cashflow

€ million

	3 Months not audited	12 Months audited	Main elements
Net Income / (Loss) (including Non-Controlling Interests)	138.2	570.0	
Depreciation & Amortization	64.7	233.5	<b>Depreciation</b> <ul style="list-style-type: none"> <li>▪ D&amp;A reflects introduction of the Deep Energy, Deep Orient and G1201</li> </ul>
Other non-cash expenses & gains	(17.3)	93.8	
Change in Working Capital	686.2	421.3	<b>Working capital</b> <ul style="list-style-type: none"> <li>▪ As expected, working capital trended positively in 3Q and 4Q</li> <li>▪ Acceleration in 4Q reflects strong backlog growth in previous quarters and generally project progress</li> </ul>
<b>Net Cash (Used in) / Generated from Operating Activities</b>	<b>871.8</b>	<b>1,318.6</b>	

## Fourth Quarter & FY 2013: Cash Flow

<i>€ million</i>	<b>3 Months not audited</b>	<b>12 Months audited</b>	<b>Main elements</b>
<b>Cash at beginning of period<sup>(1)</sup></b>	<b>2,174.2</b>	<b>2,289.0</b>	
Net Cash Generated from / (Used in) Operating Activities	871.8	1,318.6	<b>Cashflow</b> <ul style="list-style-type: none"> <li>▪ Operating cash includes contribution from working capital               <ul style="list-style-type: none"> <li>▪ €686 million in 4Q</li> <li>▪ €421 million FY</li> </ul> </li> </ul> <b>Capex</b> <ul style="list-style-type: none"> <li>▪ Net capex spending slightly below FY estimate of €570 million</li> <li>▪ Active program of divestment</li> <li>▪ 4Q13: disposal of Iroquois and Hercules</li> </ul>
Net Cash Generated from / (Used in) Investing Activities	(99.9)	(551.9)	
Financing and Forex	292.5	183.0	
<b>Cash as of December 31, 2013<sup>(1)</sup></b>	<b>3,238.6</b>	<b>3,238.6</b>	

<sup>(1)</sup> Cash and cash equivalents including bank overdrafts

# Asset Management / Capex

- **Flexibility in managing Capex continues**
  - Manufacturing plants and core fleet assets wholly-owned / controlled
  - Additional differentiating fleet assets including charter vessels partly-owned
  - Other vessels long- or short-term leased, or bought spot for projects
  - Older vessels disposed
- **Two newly-commissioned vessels fit this approach**
- **3 Vessels sold in 2013**
  - Comanche, Hercules, Iroquois
- **2014 Capex below 2013 level**
- **IFRS 11 impacts to be described in April**

Replacement Capex:  
Diving Support Vessel



Replacement of Construction Vessel:  
Lease with purchase option



# Momentum in Delivering Differentiating Assets

## Start-up 2012/13

- G1201
- Deep Orient
- Deep Energy

## Start-up 2014/15

- Açu plant
- Newcastle plant upgrade
- North Sea Atlantic
- Coral Do Atlantico
- Estrela Do Mar

## Start-up 2016 & beyond

- New DSV<sup>(1)</sup>
- New CV<sup>(2)</sup>
- Four PLSVs<sup>(3)</sup>:  
2x 300 ton  
2x 650 ton

Newcastle plant upgrade



Two new 550 ton PLSVs  
(Coral Do Atlantico & Estrela Do Mar)



Four new PLSVs: 2x 300 ton & 2x 650 ton



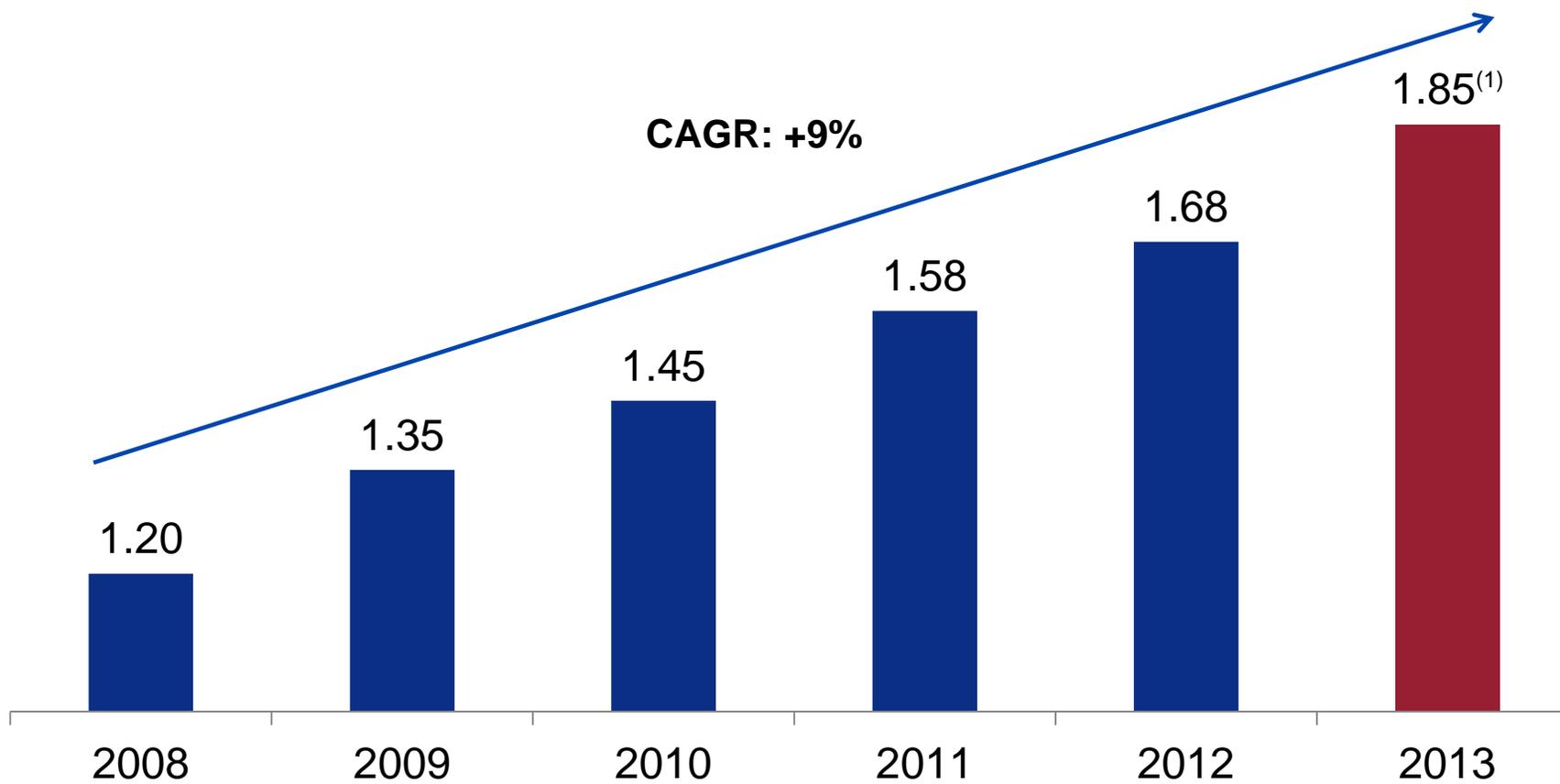
<sup>(1)</sup> Diving support vessel

<sup>(2)</sup> Construction vessel

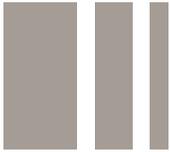
<sup>(3)</sup> Pipelay support vessel

# Proposed Dividend Increase of 10 percent

Dividend per share (€) 2008 - 2013



<sup>(1)</sup> Recommendation of Technip's Board of Directors to be approved during the Annual General Meeting



## Guidance reiterated for 2014 and 2015

### 2014

- **Subsea**

Revenue growing to between €4.35 and 4.75 billion, with operating margin of at least 12%

- **Onshore / Offshore**

Revenue growing to between €5.4 and €5.7 billion with operating margin between 6% and 7%

### 2015

- **Subsea**

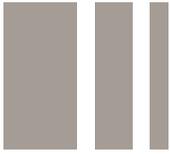
Revenue to be well above €5.0 billion, with operating margin between 15% and 17%

- **Onshore / Offshore**

Modest growth in revenues and stability in margin levels

# Sustaining Profitable Growth



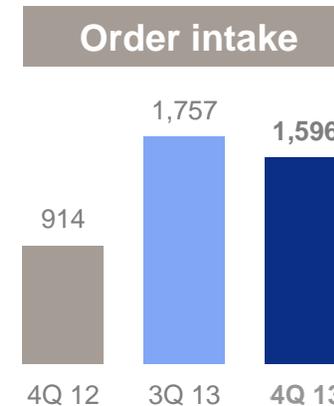


# Fourth Quarter Order Intake Trends Remain Solid

€ million

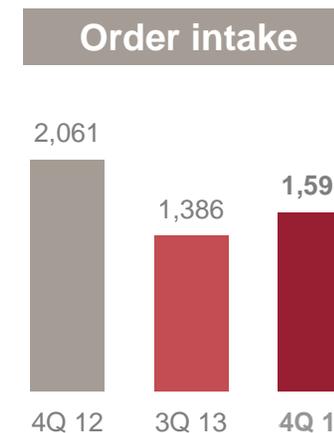
## ■ Subsea

- T.E.N. field, Tullow Oil, Ghana
- Edvard Grieg pipeline, Statoil, Norway
- Block SK316 pipelines, Petronas, Malaysia



## ■ Onshore / Offshore

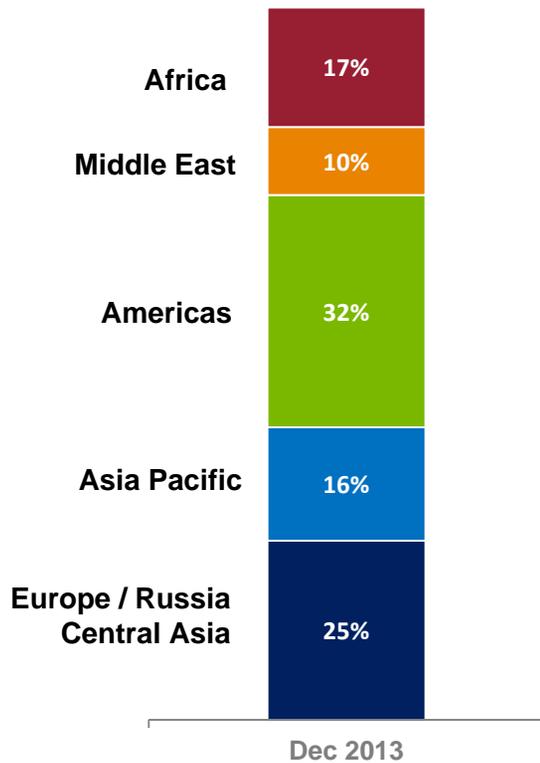
- Gas-To-Liquid facility FEED and Ethane cracker technology and engineering, Sasol, Louisiana, USA
- Polyethylene plant, CP Chem, Texas, USA
- Block SK316 platform, Petronas, Malaysia
- PMC<sup>(1)</sup> contract, Kuwait Oil Company, Kuwait



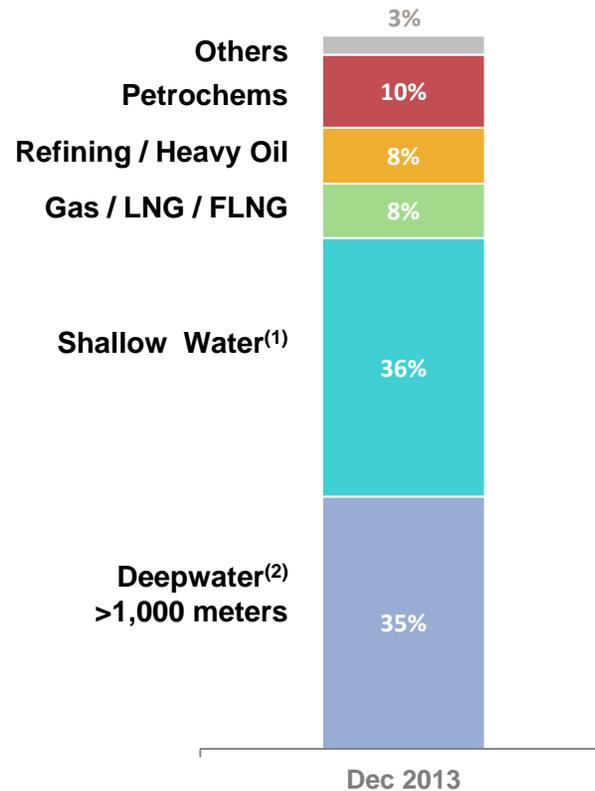
<sup>(1)</sup> Project Management Consultancy

# Backlog Diversification...

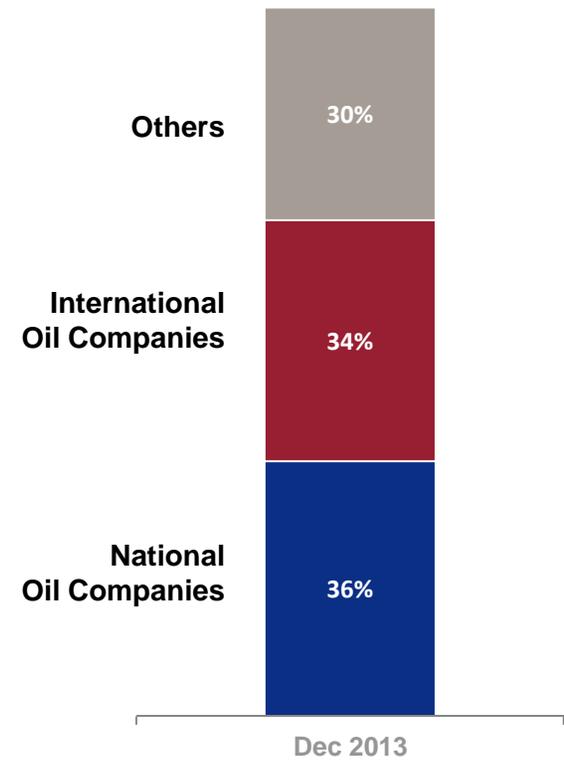
## By Geography



## By Market Split



## By Customer



<sup>(1)</sup> Includes offshore (15%) and subsea projects (21%)

<sup>(2)</sup> Includes offshore (4%) and subsea projects (31%)



## ...And by Contract Size

### Subsea

- **€8.6 billion backlog**
- **Moho Nord, our largest project, added over €1 billion**
- **Next largest projects:**
  - T.E.N., Ghana
  - Quad 204, Scotland
- **~15 projects in €100 - 350 million**
- **~65 projects in €10 - 100 million**

### Onshore & Offshore

- **€7.9 billion backlog**
- **Largest projects:**
  - Prelude FLNG, Australia
  - Martin Linge platform, Norway
  - Ethylene XXI, Mexico
- **17 projects in €100 - 600 million**
- **Over 60 projects in €10 - 100 million**

# Business Trends

## SUBSEA

- **Mid-term drivers**
  - Proving out of resources in deep water basins in Brazil, Angola, Gulf of Mexico,
  - Open up of substantial new markets in Mexico, India, China, Indonesia, West & East Africa, North Sea
  - Proving out of flexibles for deep water developments
  - More complex subsea processing

## LNG/FLNG

- **Mid-term drivers**
  - Gas is increasingly the clean fuel of choice
  - Long term demand from Asia appears intact
  - FLNG to become mainstream technology

## DOWNSTREAM

- **Mid-term drivers**
  - Shale gas as abundant industrial feedstock
  - Ageing installed base: explore technology improvement in revamp or rebuild using latest technology
  - NOCs driving strategic investment downstream



# Business Environment

## North America & Caribbean

- Early phase engineering in the GoM, Caribbean & Canada for offshore developments >2015
- LNG & downstream near-term opportunities
- Proliferation of LNG FEEDs moving into EPC
- Expansion & revamps for Technip Stone and Webster Process Technologies worldwide

## North Sea

- Increase in platform activity & brownfield works
- Larger & more complex projects in early phase (including Arctic)

## Europe & CIS<sup>(1)</sup>

- Opening of promising resources in Russia

## Middle East

- Good opportunities offshore
- Greenfield demand for downstream

## Asia Pacific

- Shift from onshore LNG to offshore FLNG (cost effectiveness) in Australia
- Emerging deeper water prospects
- GDP growth driving refining, petrochemicals and fertilizer investments

## Brazil

- Petrobras progressing with pre-salt subsea system awards...
- ...and necessary assets including FPSOs and PLSVs

## Africa

- Strong momentum in West Africa subsea
- Early phase engineering for East Africa
- New discoveries to drive future onshore & offshore developments

<sup>(1)</sup> Commonwealth of Independent States

# Technip's Strengths Driving Backlog Growth...

**To Deliver Sustainable & Profitable Growth**

**Technology**

**Key differentiating assets**

**Execution capability**

**Vertical integration**

**National content**

**Well diversified, profitable backlog**

**Ethylene and hydrogen**

**Specialized** refining and petrochemical technologies

**Strong track record** in major projects execution

**Pioneers** in LNG & FLNG

**High-end** flexible products

**Innovative** rigid pipe designs

Conceptual technology and FEED resources for **early involvement**

**Vessels and manufacturing plants**

Experts close to our market worldwide: **40,000 people** today spread over **48 countries**

**Technip**



# ...and Make Technip an Attractive Long Term Partner

## Long Term Partnerships & Alliances

- Shell
- ExxonMobil
- BP PTA
- Sasol GTL FEED
- COOEC
- Huanqiu
- Heerema

## Conceptual & Licensing / FEEDs won

- Mosaic Fertilizer, USA
- BG Trunkline LNG, USA
- Pacific NorthWest LNG, Canada
- Sasol Ethane Cracker, USA
- Sasol GTL, USA
- Subsea production architecture, Mozambique
- Petronas Rapid complex, Malaysia

## Ongoing EPC projects where Technip had early involvement

- Ethylene XXI, Mexico
- Burgas refinery, Bulgaria
- PMP project, Qatar
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway
- Prelude FLNG, Australia
- Julia field, US Gulf of Mexico
- Block SK316, Malaysia



## Backlog Visibility<sup>(1)</sup>

€ million

	Subsea	Onshore/Offshore	Group
<b>2014</b>	3,427	4,314	7,741
<b>2015</b>	2,913	2,596	5,509
<b>2016+</b>	2,302	1,029	3,331
<b>Total</b>	<b>8,642</b>	<b>7,939</b>	<b>16,581</b>

<sup>(1)</sup> Backlog estimated scheduling as of December 31, 2013



## Contracts Announced Thus Far in 1Q 2014

- **Jalilah B field development** Subsea EPIC, *UAE*
- **Sapinhoa Norte & I5 pre-salt fields development** Subsea Supply, *Brazil*
- **Åsgard Subsea Compression Stations** Subsea IMR<sup>(1)</sup>, *Norway*
- **Project Management Consultancy services for the Zakum field** PMC, *UAE*
- **Proprietary furnace technology and services** Onshore Supply, *Kazan, Russia*

<sup>(1)</sup>IMR: Inspection, Maintenance and Repair

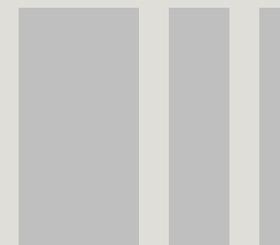


## 2014 & 2015 Priorities

- Maintain a **diversified project portfolio**, increasing the technology and product mix in our business
- Relentless focus on current **project execution**
- Maintain flexibility and prudence in **capex management**
- Pursue investments in **people, technology and national content**
- Continue to provide customers **value-added earlier in their project life cycles**

[ **Reinforce our leading position in our industry** ]

# Annex

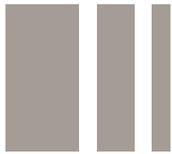


# A World Leader Bringing Innovative Solutions to the Energy Industry

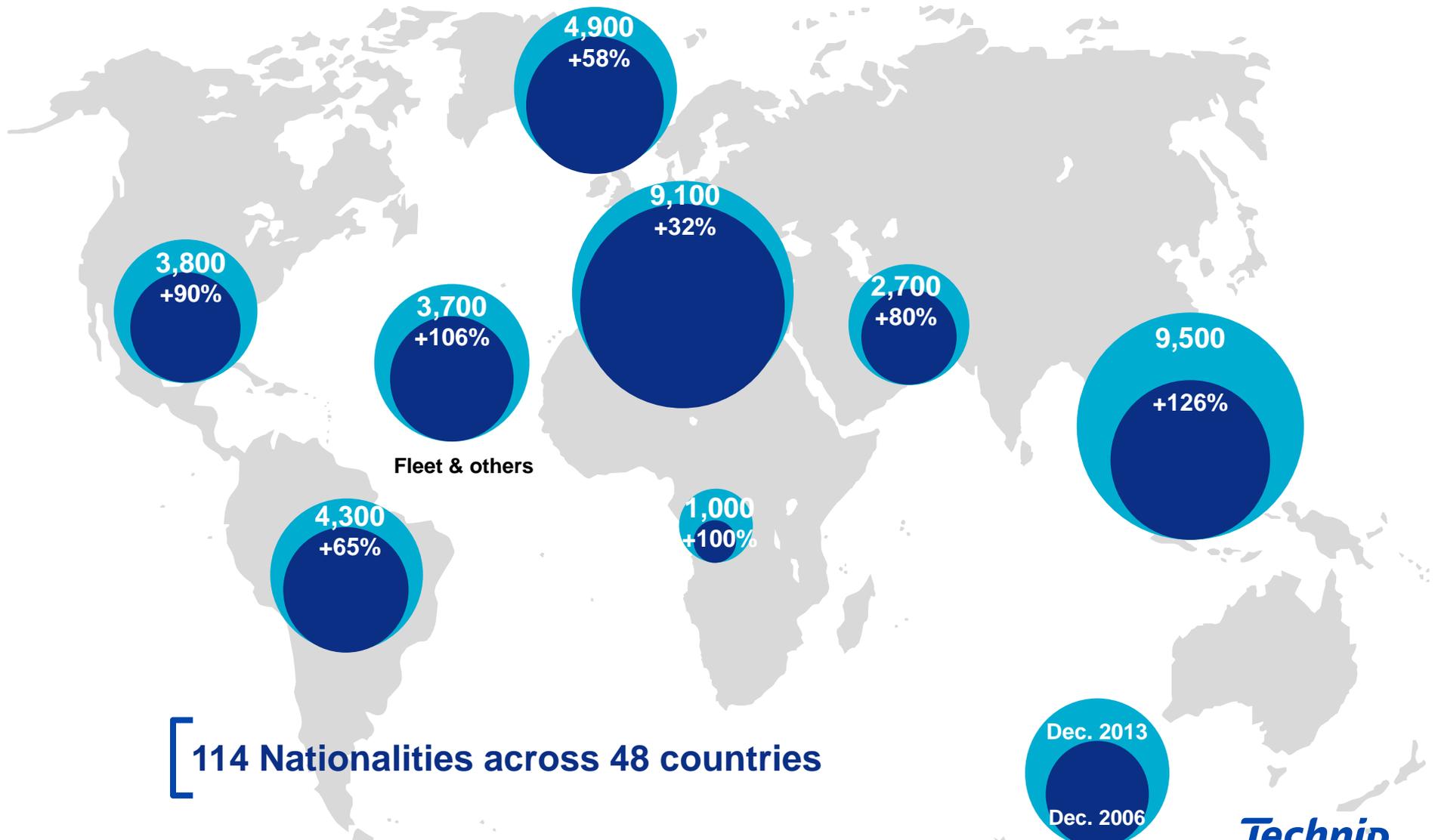
- A world leader in project management, engineering and construction for oil & gas, chemicals and energy companies
- Revenues driven by services provided to clients Onshore/Offshore and Subsea
- 40,000 people in 48 countries
- 2013 Revenues: €9.3 billion; Operating margin<sup>(1)</sup> of 9.0%



<sup>(1)</sup> From recurring activities



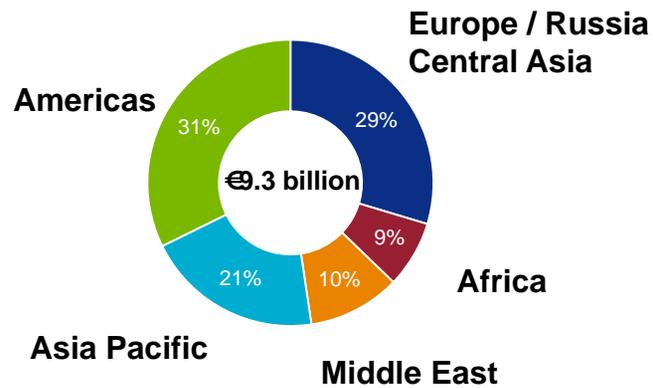
# 40,000 People Throughout the World, Growing Close to Clients



**[ 114 Nationalities across 48 countries**



# 2013 Revenue Split by Geography





# Consolidated Statement of Financial Position

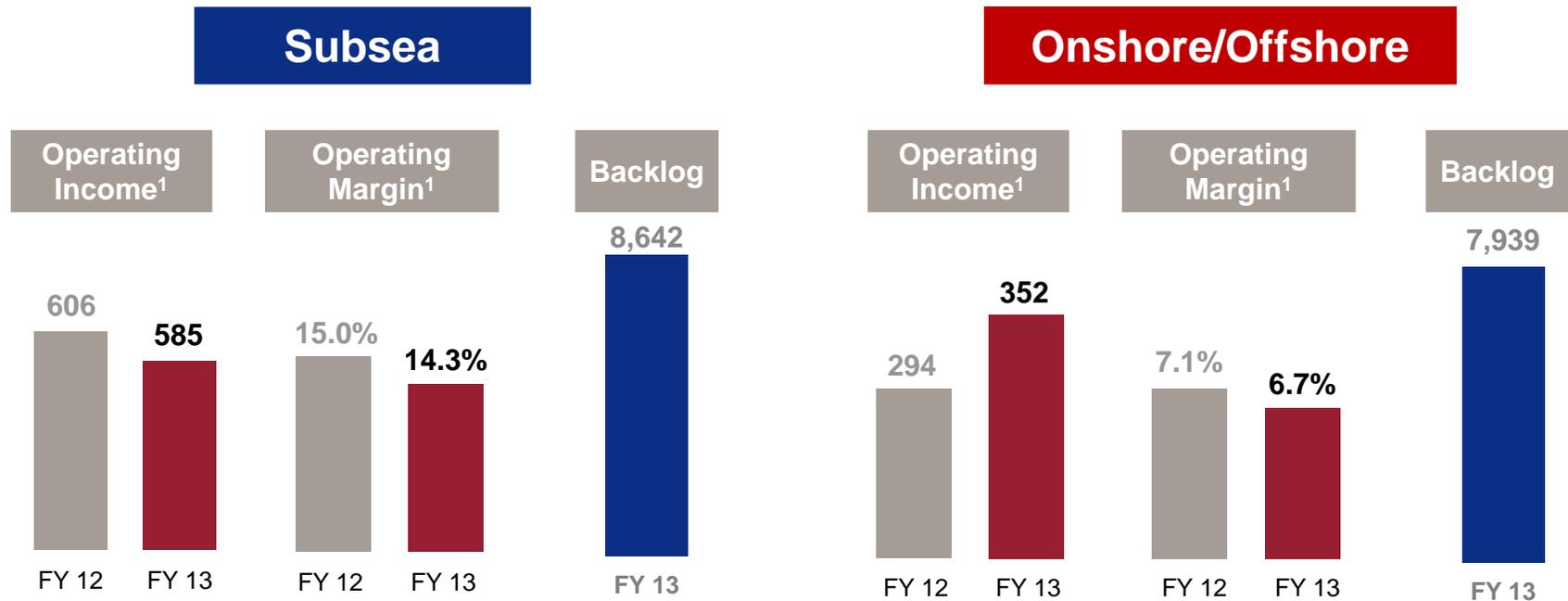
€ million (audited)

	December 31, 2012 <sup>(1)</sup>	December 31, 2013
Fixed Assets	6,033.8	6,136.5
Construction Contracts – Amounts in Assets	454.3	405.0
Other Assets	2,847.0	3,468.5
Cash & Cash Equivalents	2,289.3	3,241.0
<b>Total Assets</b>	<b>11,624.4</b>	<b>13,251.0</b>
Shareholders' Equity	3,962.1	4,174.1
Construction Contracts – Amounts in Liabilities	873.0	1,721.4
Financial Debts	2,106.1	2,577.9
Other Liabilities	4,683.2	4,777.6
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>11,624.4</b>	<b>13,251.0</b>

<sup>(1)</sup> restated for retrospective application of amended IAS 19 standard "Employee Benefits" as of January 1, 2013 and restated with assessment of purchase price allocation of Stone and Webster Process technologies

# Two Complementary Business Models Driving Financial Structure and Performance

€ million



- Capital intensive: fleet and manufacturing units
- Vertical integration from engineering to manufacturing & construction

- Negative capital employed: low fixed assets
- High degree of outsourcing & sub-contracting

(1) from recurring activities

# A World Leader Bringing Innovative Solutions to the Oil & Gas Industry

Subsea

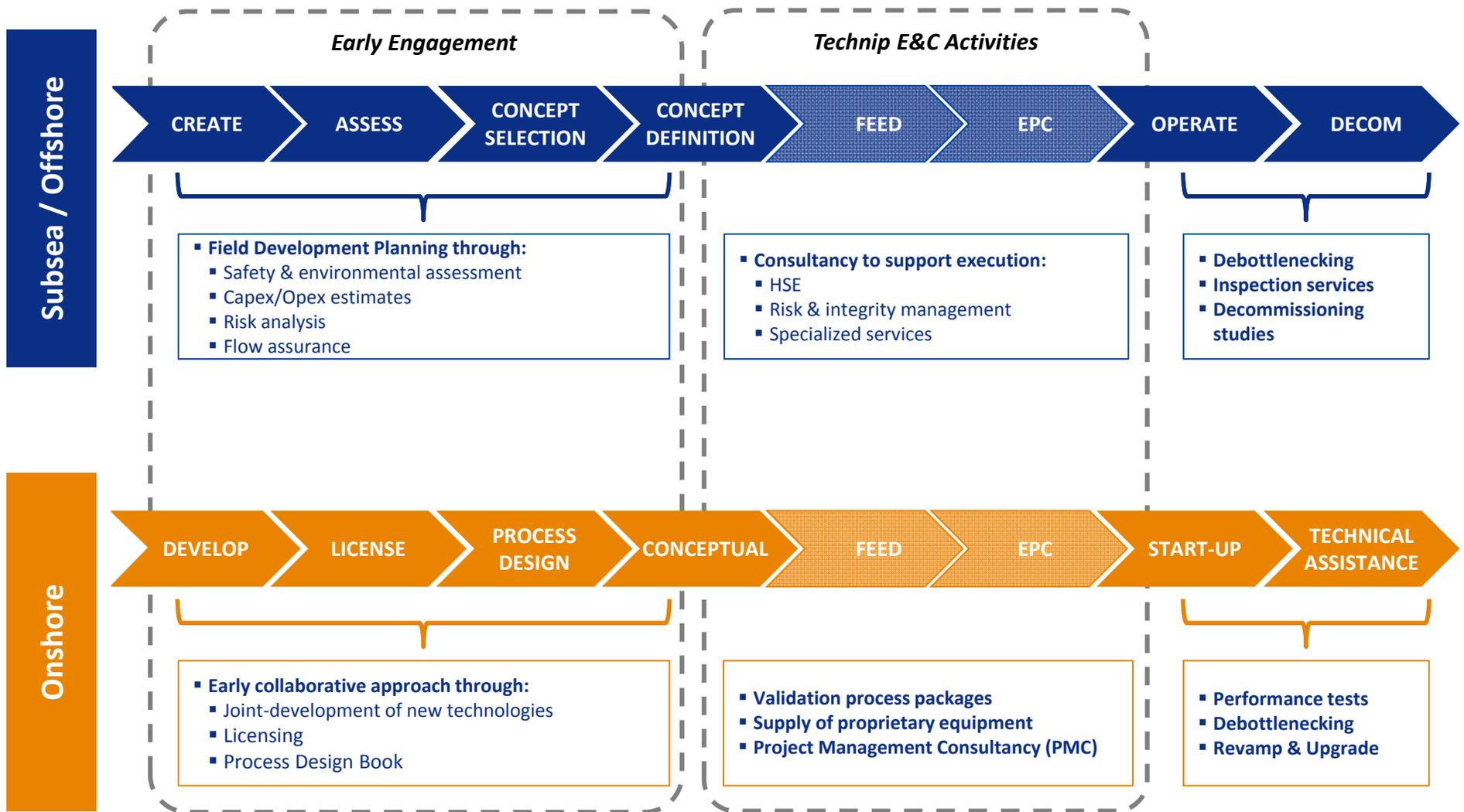


Onshore/Offshore



- **Worldwide leadership**
- **Unique vertical integration**
  - R&D
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
- **First class assets and technologies**
  - Technologically Advanced Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
  - Very broad execution capabilities
- **Proven track record with customers & business partners**
  - Engineering & construction
  - Project execution expertise
  - Early involvement through conceptual studies and FEEDs
- **Knowhow**
  - High added-value process skills
  - Proprietary platform design
  - Own technologies combined with close relationship with licensors
- **Low capital intensity**

# Vertical Integration: Early Involvement Delivers Better Solutions for Customers



# Integrated Service Offering Across Segments



**Wheatstone, Australia**

Platform FEED

Platform detailed engineering

Subsea equipment & umbilical installation



**Ichthys, Australia**

FPSO & FPU detailed engineering

Offshore commissioning

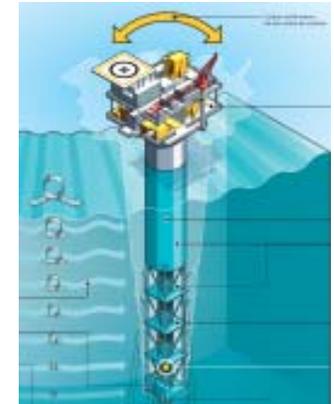
Supply of flexible pipe risers



**Malikai, Malaysia**

Tension Leg Platform EPC

Subsea export pipelines installation



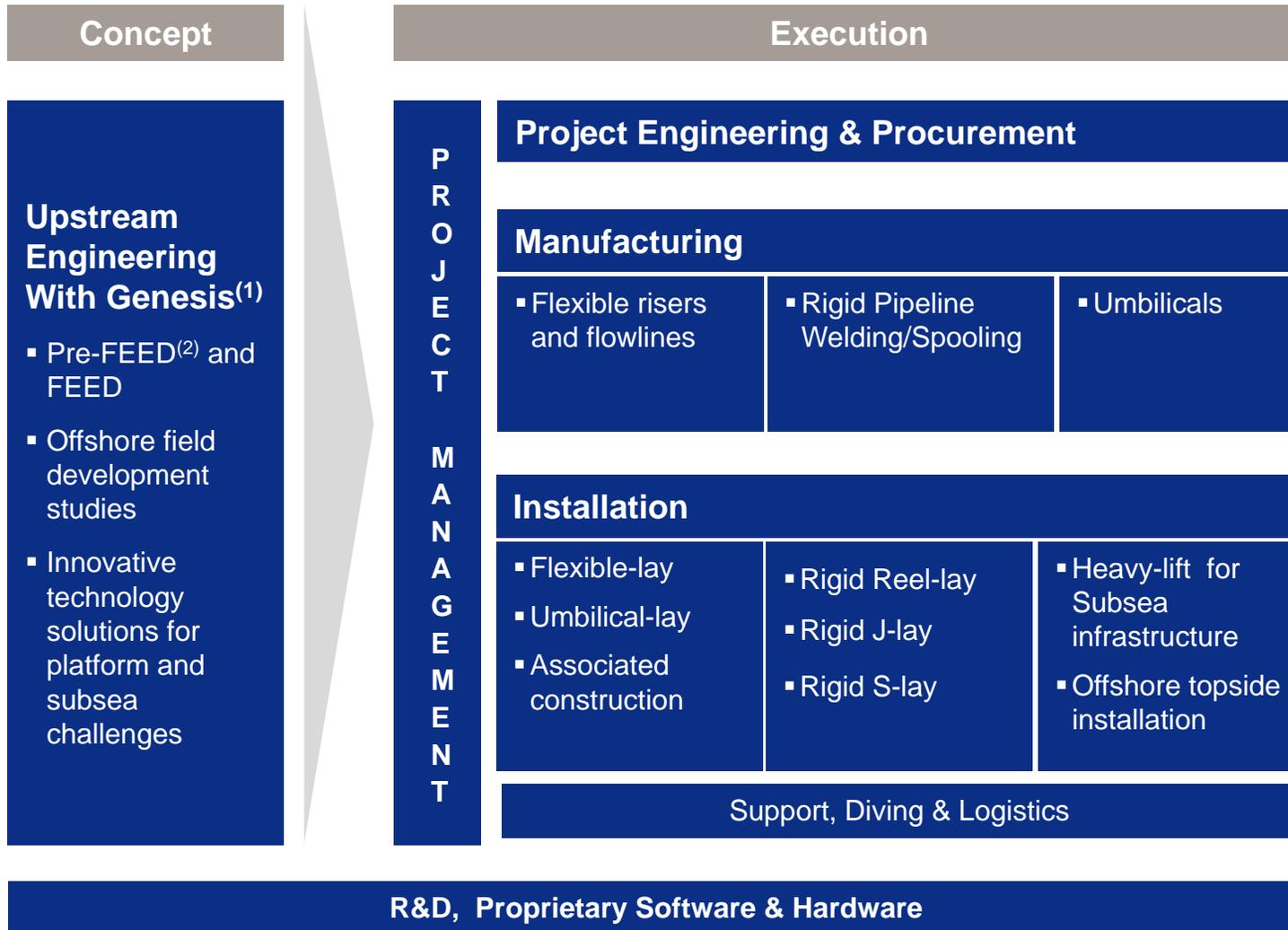
**Lucius, Gulf of Mexico**

Lucius Spar hull EPC

Subsea field development

Offshore  
Subsea

# Subsea Vertical Integration: Customer Support from Concept to Execution



<sup>(1)</sup> Genesis Oil & Gas Consultants, a wholly owned subsidiary of Technip

<sup>(2)</sup> FEED: Front End Engineering Design



# Delivering Best-for-Project Solutions Through Genesis



- **Genesis: A wholly owned subsidiary of Technip**
- **Provide independent, early phase engineering support to concept selection**
  - Fixed and floating platform configuration and selection
  - Subsea architecture development and component selection
- **Provide subsea engineering services from FEED through execution and operation**
  - Project management / engineering management
  - Flow assurance
  - Deepwater expertise
  - Subsea production systems
  - Pipelines & risers
  - Risk & integrity management

**[ Over 1,500 dedicated Engineers and Designers**

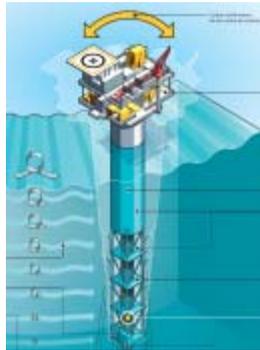
# Providing Innovative Solutions for Offshore & Subsea Developments

## Floating LNG



- Breakthrough: develop remote gas reserves
- World's first reference under construction

## Spars



- Solution for harsh waters
- 14 delivered out of 17, plus 3 ongoing projects

## Carbon Fiber Armor Flexible Pipe



- Reduction of deepwater riser weight
- Reduce pipelay vessel capacity requirements

## Integrated Production Bundle



- Improve flow assurance: multi-services and intelligent flexible pipe
- Combines gas lift, electrical cables, electrical heating, fiber optic monitoring and chemical injection services in one pipe

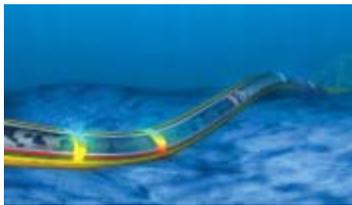
## Electrically Trace Heated Pipe-in-pipe



- Active insulation improving tie-backs flow assurance
- Energy effective design and cost effective installation

# Well-head to Platform: Optimizing Subsea Field Architecture

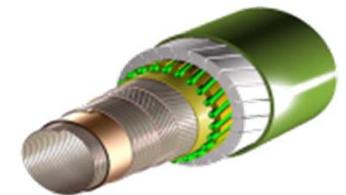
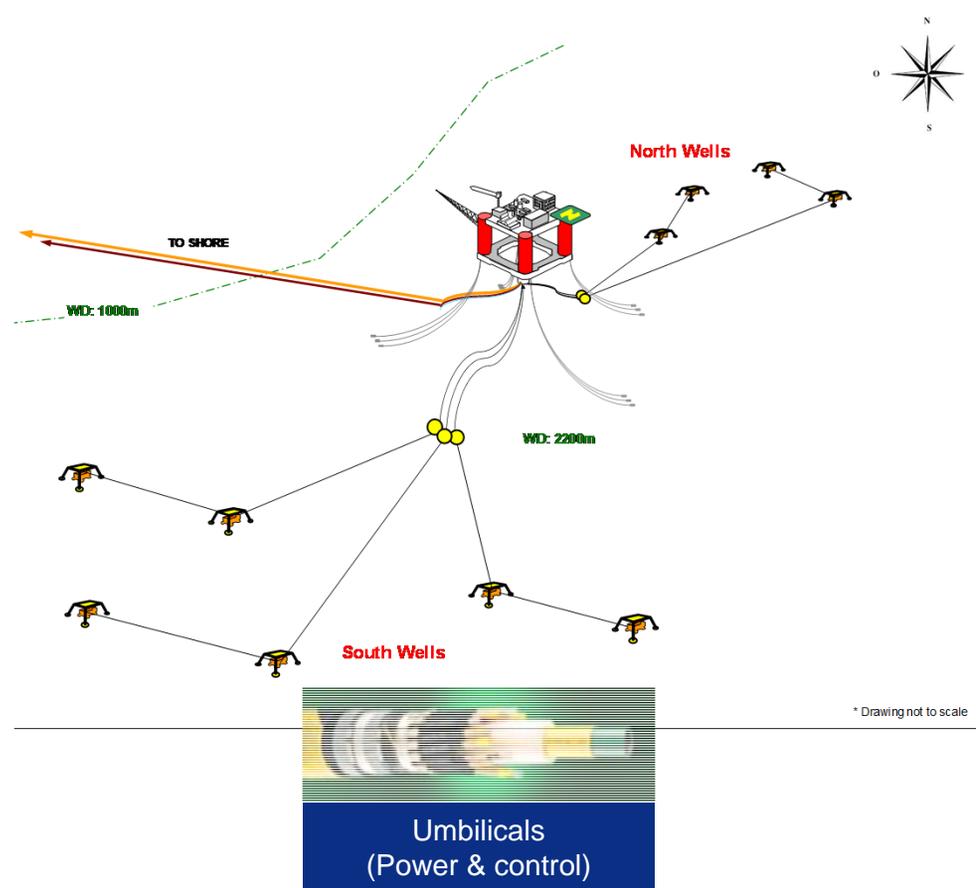
Integrating our subsea proprietary technologies and offshore platform knowhow with third party processing equipment to provide innovative development solutions



In-line Monitoring Technologies



Electrically Trace Heated Pipe-in-pipe



Integrated Production Bundle



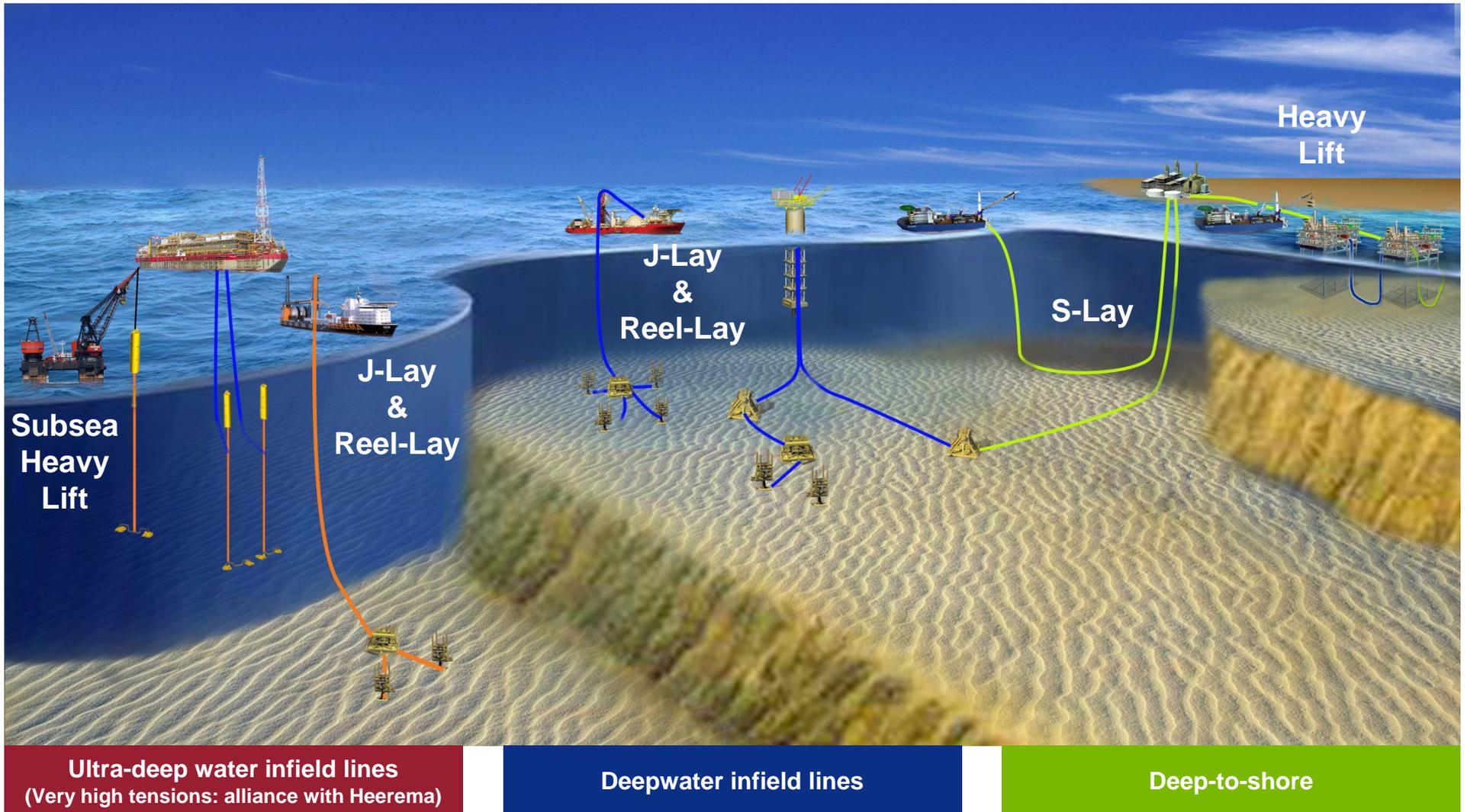
Subsea Equipment (Separator & pump)

\* Drawing not to scale

■ Technip proprietary technologies

■ Third party equipment

# Very Broad Execution Capabilities in Subsea



# Investment in Key Subsea Assets

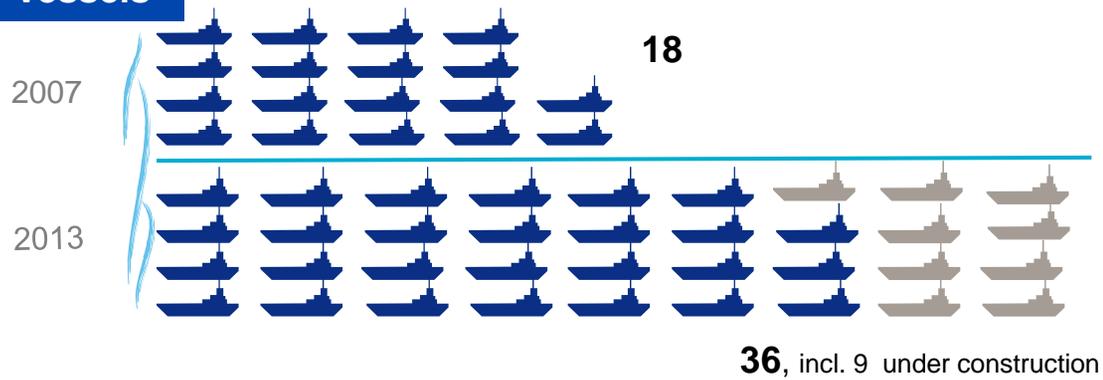
## Plants



## New long-term charters



## Vessels



As of December 31, 2013

# Investing in Key Differentiating Assets: Long Term Charter Flexible Pipe Lay Vessels



- 4 Flexible Pipe Lay Vessels to be built by the Technip/DOF JV
  - World's largest: two 650 ton to be built in Norway<sup>(1)</sup>
  - National content: two 300 ton to be built in Brazil<sup>(1)</sup>

(1) *laying capacities*

# Flexible Pipe Manufacturing Plants

**Flexi France**  
Le Trait, France



**Asiaflex Products**  
Tanjung Langsat, Malaysia



**Flexibrás**  
Vitória, Brazil



**Port of Açú**  
Açu, Brazil



# Umbilicals Manufacturing Plants



# Offshore Manufacturing & Logistic Bases



Mobile, Alabama, USA



Orkanger, Norway



Evanton, UK



Dande, Angola



Carlyss, Louisiana, USA



Port of Angra, Brazil

# High Performing Fleet<sup>(1)</sup>

## Flexible Lay & Construction

Deep Orient



Skandi Niteroi & Vitoria



Deep Pioneer



## J-Lay & Rigid Reel Lay

Apache II



Deep Energy



Deep Blue



## Diving Multi Support Vessel

Skandi Arctic



Wellservicer



Skandi Achiever



Orelia



## S-Lay Heavy Lift

G1200



G1201



<sup>(1)</sup> part of 36 vessels including 9 vessels under construction

# Commercial Alliance with Heerema

- 5-year worldwide alliance agreement combining capabilities for EPCI projects in ultra-deepwater
- Working together through ad-hoc JV, consortiums or subcontract arrangements to best answer client requirements
- Alliance effective immediately on an exclusive basis
- First successes expected in 2014, with offshore phases in 2015 and beyond



# Helping Clients to Develop Ultra-deepwater Fields

**Technip**

- Geographical footprint covers key subsea markets worldwide (engineering, sales & business development, yards, spoolbases, flexible & umbilical plants)
- Track record in engineering & project management of complex projects
- Financial strength to endorse large contract responsibility



- Installation capabilities for Ultra-Deepwater
- Extensive track record of fabrication and installation of heavy and specialized pipelines
- Capabilities for remote areas lacking infrastructure, thanks to liftable reel-lay system

**Technip**



## Unique set of capabilities for ultra-deepwater market:

- Experienced engineering & project management
- High capacity vessels
- State-of-the-art laying technologies (J-, Reel-, S- and Flex-Lay)
- Logistic and construction network (yards, plants)
- Sales & business development network

# Equipment Supply, a Key Part of Our Business

## Subsea

- **Engineering and Manufacture**
  - Flexible Pipes
  - Umbilicals
- **Recent supply awards**
  - Iracema Sul, Brazil
  - Egina, Nigeria
  - Sapinhoá Norte & I5, Brazil



## Onshore

- **Design and Supply**
  - Cracking furnaces
  - High-efficiency top-fired steam reformers
- **Recent supply awards**
  - Hydrogen reformers, Venezuela
  - Ethylene plant, Huizhou, China
  - Polyethylene plant, Texas, USA
  - Ethylene technology, Louisiana, USA



# 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

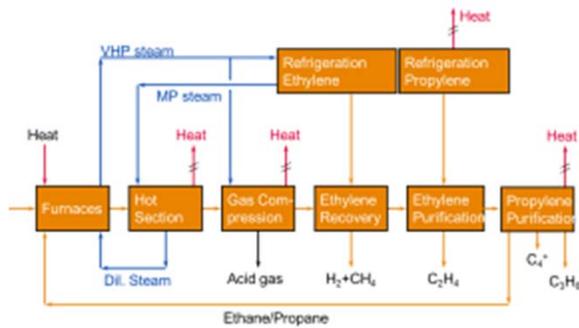


FPSO

# 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

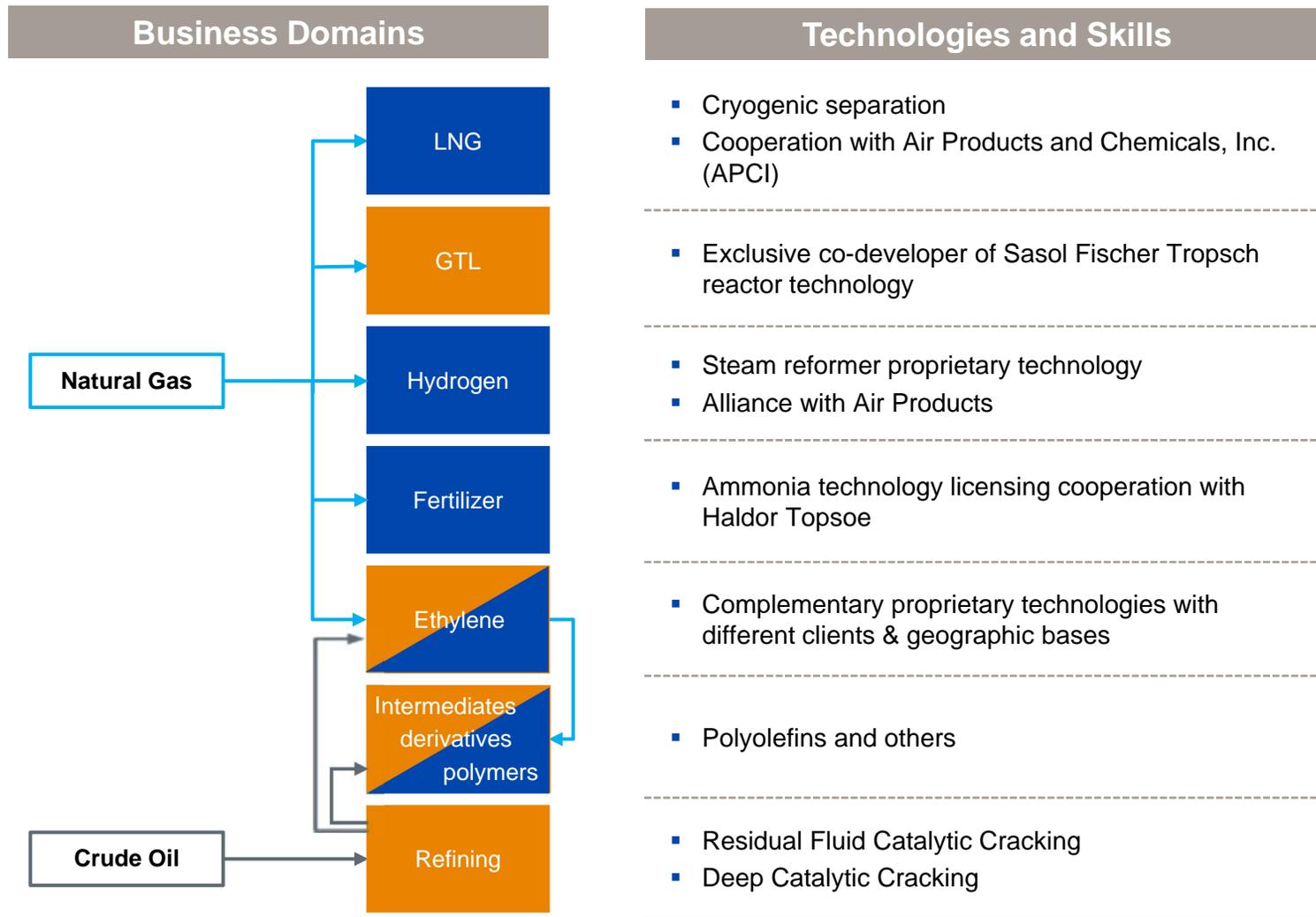


- Design, supply and installation of critical proprietary equipment

**~US\$50 million\***

\* Project size order of magnitude

# Stone & Webster Process Technologies: Enhanced Portfolio of Downstream Technologies



 Technip  
 Stone & Webster process technologies and associated oil and gas engineering capabilities

# Technip Stone & Webster Process Technology Leading Position in Growing Markets

	Strong Track Record	Recent Key Projects
S&W Ethylene	<ul style="list-style-type: none"> <li>~35% installed capacities with ~120 references</li> <li>~25% of licensing over the past 10 years</li> </ul>	<ul style="list-style-type: none"> <li>CP Chem cracker, USA</li> <li>Braskem Comperj petrochemical complex, Brazil</li> </ul>
Technip Ethylene	<ul style="list-style-type: none"> <li>~25% of installed capacities over the past 10 years including 7 EPC</li> </ul>	<ul style="list-style-type: none"> <li>Sasol Lake Charles Ethylene cracker FEED, USA</li> <li>CP Chem, ethylene plant, USA</li> <li>Braskem / Idesa Ethylene XXI, Mexico</li> <li>CP Chem, two new polyethylene plants, USA</li> </ul>
Petrochemicals	<ul style="list-style-type: none"> <li>Leading position around key proprietary technologies<sup>1</sup> through Badger JV</li> </ul>	<ul style="list-style-type: none"> <li>EBSM<sup>1</sup>: El Dekila Egyptian Polystyrene Prod. Co., Egypt</li> <li>Cumene: Lihuayi Weiyuan Chemical Co. Ltd., China</li> <li>Sasol Lake Charles GTL FEED, USA</li> </ul>
GTL	<ul style="list-style-type: none"> <li>Strong track-record and technology partnership with Sasol</li> </ul>	<ul style="list-style-type: none"> <li>Sasol Uzbekistan GTL, Uzbekistan</li> <li>Sasol Oryx plant, Qatar</li> </ul>
Refining	<ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: world leader, &gt;75 references</li> <li>DCC<sup>2</sup>: unrivalled performance, &gt;10 references</li> </ul>	<ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: Takreer, UAE</li> <li>DCC<sup>2</sup>: Petro-Rabigh, Saudi Arabia &amp; IRPC, Thailand</li> </ul>
Hydrogen	<ul style="list-style-type: none"> <li>World leader with ~40% market share, inc. alliance with Air Products, &gt;240 references</li> </ul>	<ul style="list-style-type: none"> <li>Hyundai-Wison, two hydrogen reformers, Venezuela</li> <li>NCRA, Hydrogen plant No.2, USA</li> <li>Petrochina Chengdu refinery, China</li> </ul>

<sup>(1)</sup> Ethylbenzene / Styrene Monomer (EBSM), Cumene, Bisphenol A (BPA)

<sup>(2)</sup> RFCC: Resid Fluid Catalytic Cracking. DCC: Deep Catalytic Cracking

# Worldwide Organization Dedicated to Downstream Technologies



## ■ Technip Stone & Webster Process Technology

- Team of ~1,400 people with specialists from both companies
- Cutting edge technologies in refining, hydrogen, ethylene, petrochemicals & GTL
- ~€400 million of revenue on a pro forma basis

## ■ Why

- Reinforce Technip's position as a technology provider to the downstream industry, with positive feedback from clients
- Additional revenue streams from enhanced technology and high-end proprietary solutions
- Strengthened commercial relationship with clients at early stages of projects

# FLNG<sup>1</sup>, an Innovative Solution for our Customers

- Floating LNG moving from concept to reality
- 2 facilities under construction after FEED completion
- Several conceptual studies for various clients

- **Shell FLNG**

- 15 year master agreement
- LNG capacity: 3.6 mtpa
- Prelude FLNG in Australia under construction



- **Petronas FLNG**

- LNG capacity: 1.2 mtpa
- Offshore Malaysia
- Floating LNG 1 under construction by Technip



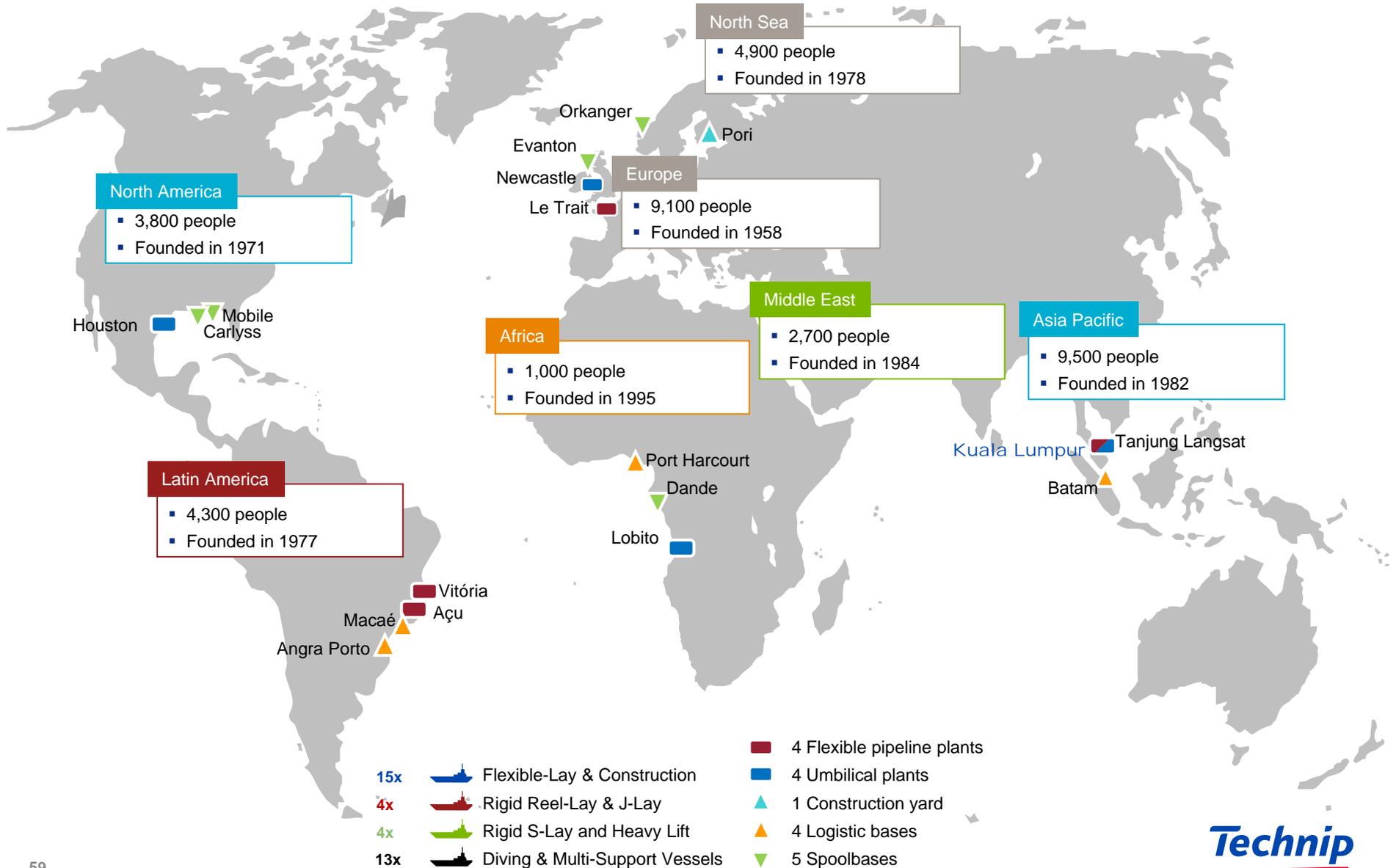
- **Petrobras FLNG**

- LNG capacity: 2.7 mtpa
- Pre-salt basin, Brazil
- Design competition won by Technip



(1) Floating Liquefied Natural Gas

# Global Business with Unique Multi-Local Footprint...

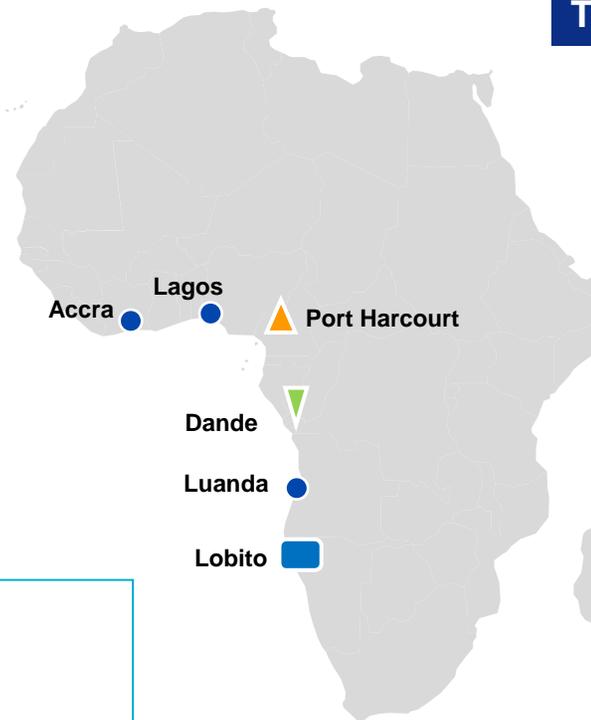


# Africa: Strong Footprint and Long Term Prospects



## Key Projects

- CoGa, Gabon
- Egina, Nigeria
- GiRi Phase 1 and 2, Angola
- Moho Nord, Congo
- Moho Nord Phase 1Bis, Alima FPU, Congo
- Subsea production architecture FEED, Mozambique
- T.E.N., Ghana



- Regional Headquarter / Operating centers
- Manufacturing plant (umbilicals)
- ▲ Logistic base
- ▼ Spoolbase

## Technip in Africa

- ~1,000 people
- 1<sup>st</sup> office founded in 1995
- Leadership of flagship Pazflor in Angola
- Strong local content
- Ultra-deep water projects requiring technical innovation: water depths up to 2,000 meters



## Assets & Activities

- Engineering & project management centers
- **Spoolbase:** Dande, Angola
- **Umbilical manufacturing Plant:** Angoflex, Angola
- **Logistic base:** Port Harcourt, Nigeria
- **Ghana:** Successful fast-track deepwater projects (Jubilee field), JV with GNPC Engineering

As of December 31, 2013

**Technip**

# Asia Pacific: Dedicated Assets for High Potential Market

## Assets & Activities

- **Engineering & project management centers**
- **Flexible/umbilical manufacturing plant:** Asiaflex, Malaysia, 1<sup>st</sup> and only one in Asia
- **Logistic base:** Batam, Indonesia
- **Fabrication yard:** MHB<sup>1</sup>, Malaysia, with solid platform track record,
- **Vessel**



G12012<sup>2</sup>



Deep Orient

## Key Projects

- Woodside GWF, Subsea, Australia
- Prelude FLNG, Onshore/Offshore, Australia
- FLNG FEED, Onshore/Offshore, Malaysia
- Biodiesel plant, Onshore/Offshore, Singapore
- Wheatstone, Subsea & Offshore, Australia
- Block SK 316, Onshore/Offshore, Malaysia

<sup>1</sup> 8.5% participation

<sup>2</sup> Operating partly in Asia Pacific

## Technip in Asia Pacific

- ~9,500 people
- Founded in 1982
- Successful partnerships and alliances: COOEC, HQC



● Regional Headquarter / Operating centers

■ Flexible & umbilical manufacturing plant

▲ Logistic base



Asiaflex, Malaysia

As of December 31, 2013

**Technip**

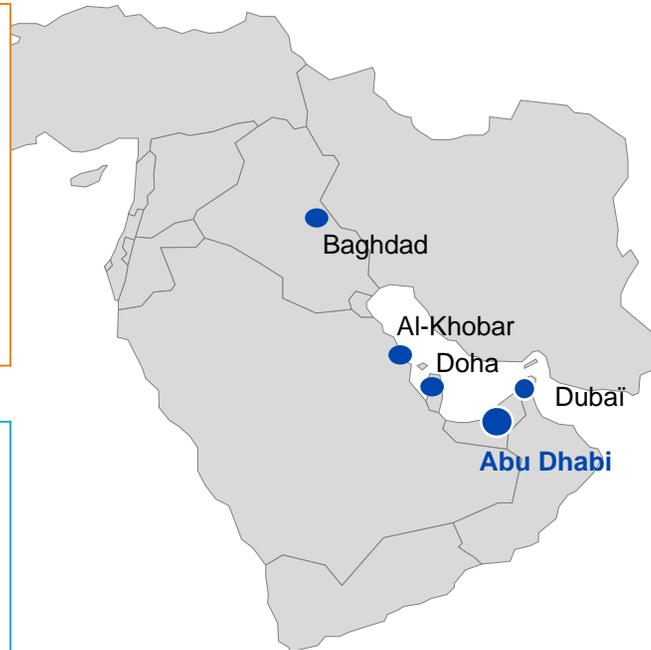
# Middle East: Largest Engineering Capacity in the Region

## Assets & Activities

- **Engineering & project management centers**
- **Wide range of services:** from conceptual and feasibility studies to lump sum turnkey projects
- **Construction methods center & supervision hub**

## Key Projects

- OAG Package 1 on Das Island Facilities, UAE
- ASAB 3, UAE
- Khafji Crude Related Offshore, Saudi Arabia and Kuwait
- Upper Zakum 750K FEED, UAE
- KGOC Export Pipeline, Saudi Arabia and Kuwait
- Halobutyl elastomer plant, Saudi Arabia
- Umm Lulu package 2, Abu Dhabi



● Regional Headquarter / Operating centers

## Technip in Middle East

- ~2,700 people
- Founded in 1984



Asab 3, UAE



Upper Zakum 750+, UAE

# North America: Solid Reputation With Enhanced Portfolio of Downstream Technologies

## Assets & Activities

- **Engineering & project management centers with Subsea, and Onshore/Offshore capabilities**
- **Spoolbases**
  - Mobile, Alabama
  - Carlyss, Louisiana
- **Umbilical plant**
  - Channelview, Texas
- **Vessels**



## North America

- ~3,800 people
- Founded in 1971



- Regional Headquarter / Operating centers
- Manufacturing plants (umbilicals)
- ▼ Spoolbases



Lucius Spar, Gulf of Mexico



Mobile spoolbase, USA



Duco umbilical plant, USA

## Key Projects

- 500 ktpa polyethylene plants, Texas, USA
- Heidelberg spar, Gulf of Mexico
- Stones gas pipeline, US Gulf of Mexico
- BP 10-year spar agreement, Gulf of Mexico
- Shell subsea engineering frame agreement with Genesis, US & Brazil
- Delta House, Gulf of Mexico

As of December 31, 2013

**Technip**

<sup>1</sup> Operating partly in the Gulf of Mexico

# North Sea Canada: Market Leadership in a Growing Market

## Assets & Activities

- **Engineering & project management centers**
- **Spoolbases**
  - Orkanger, Norway
  - Evanton, UK
- **Steel tube/thermoplastic umbilical plant**
  - Duco Newcastle, UK
- **Yard:** Pori, Finland, specialized in Spar platforms fabrication
- **Offshore wind:** headquarters in Aberdeen, UK
- **Vessels:**



Apache II



Alliance



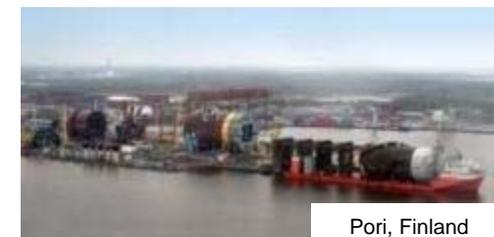
Skandi Arctic



Wellservicer

## Technip in North Sea

- ~4,900 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

- Regional Headquarter / Operating centers
- Manufacturing plants (umbilicals)
- ▲ Construction yard
- ▼ Spoolbases

## Key Projects

- Quad 204, EPCI, UK
- Alder, UK
- Åsgard Subsea Compression, Norway
- Bøyla, PIP<sup>1</sup> EPCI, Norway
- Pacific NorthWest LNG, Canada

As of December 31, 2013

**Technip**

<sup>1</sup> PIP: Pipe-In-Pipe

# Brazil: Building upon Solid & Profitable Business

## Differentiating Assets & Activities

- **Wide range of assets:**
  - High-end manufacturing plants: Flexibras and Açu (world's most technologically advanced plant)
  - Six Flexible Pipelay vessels (PLSVs) on long-term charters including:
    - two 300 ton Brazilian built
    - two 550 ton under construction
- **Commitment to R&D:** taking pre-salt development further
- **Vertical integration:** providing supply chain & logistic solutions



Açu, Brazil



Two 550t PLSVs

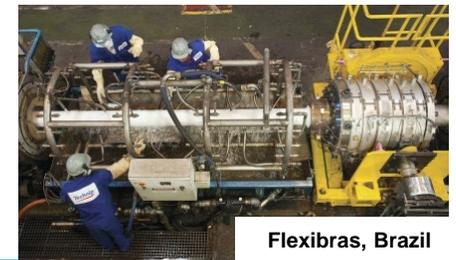
## Technip in Brazil

**+36 years**

- ~4,300 People
- Founded in 1977
- Exceed national content requirements
- Operational discipline
- Flexible supply expertise



- Regional Headquarter / Operating centers
- Manufacturing plants (flexible pipelines)
- ▲ Port and Logistic bases



Flexibras, Brazil

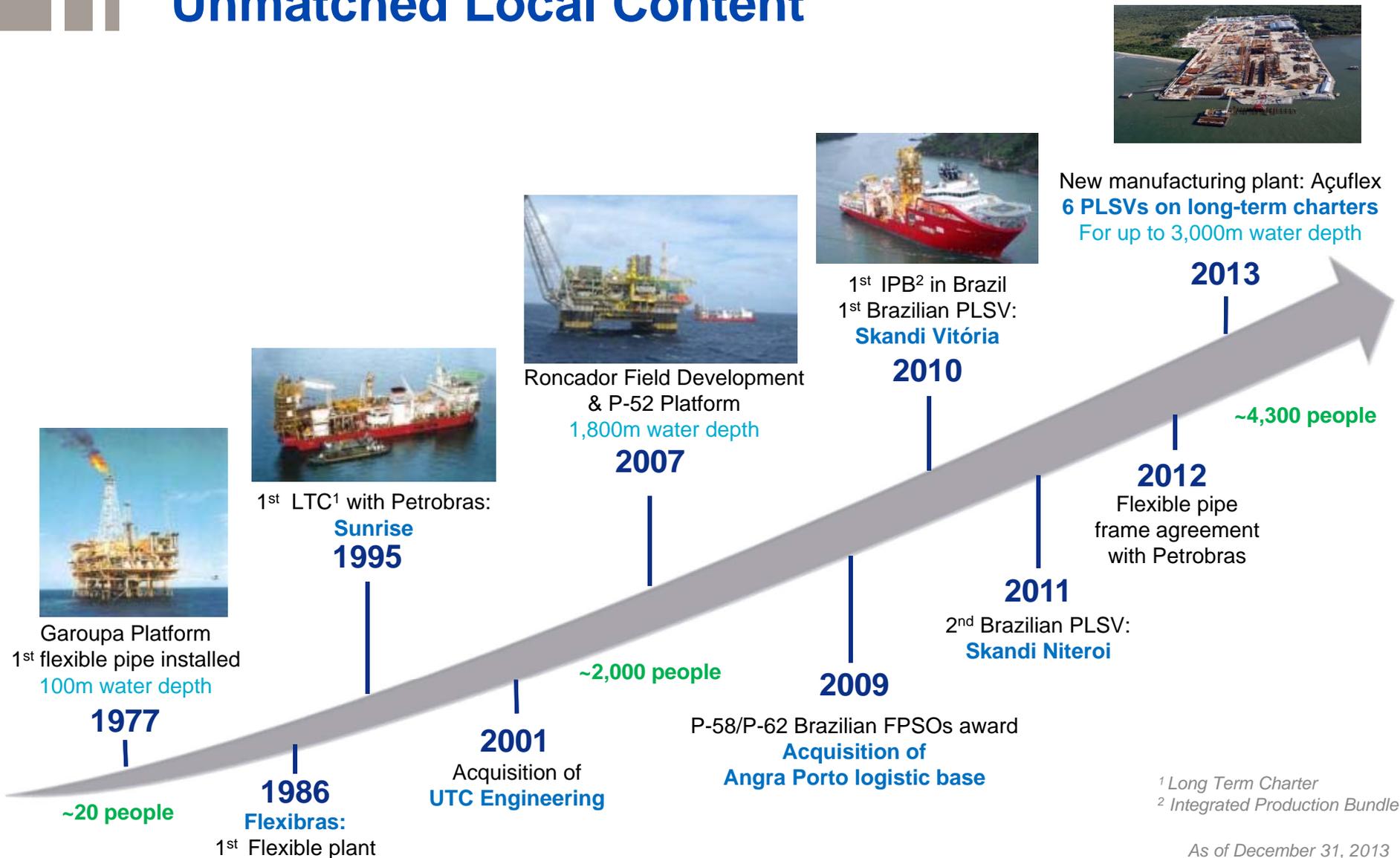
## Key Projects & Awards

- **Iracema Sul, Sapinhoá & Lula Nordeste, Sapinhoá Norte & I5**
  - Flexible pipe supply for ultra-deep pre-salt development
  - Strengthening capacity to serve fast growing Brazilian subsea market
- **P-76 FPSO**
- **Papa Terra Integrated Production Bundle**

As of December 31, 2013

**Technip**

# Technip in Brazil: Steady Development to Provide Unmatched Local Content



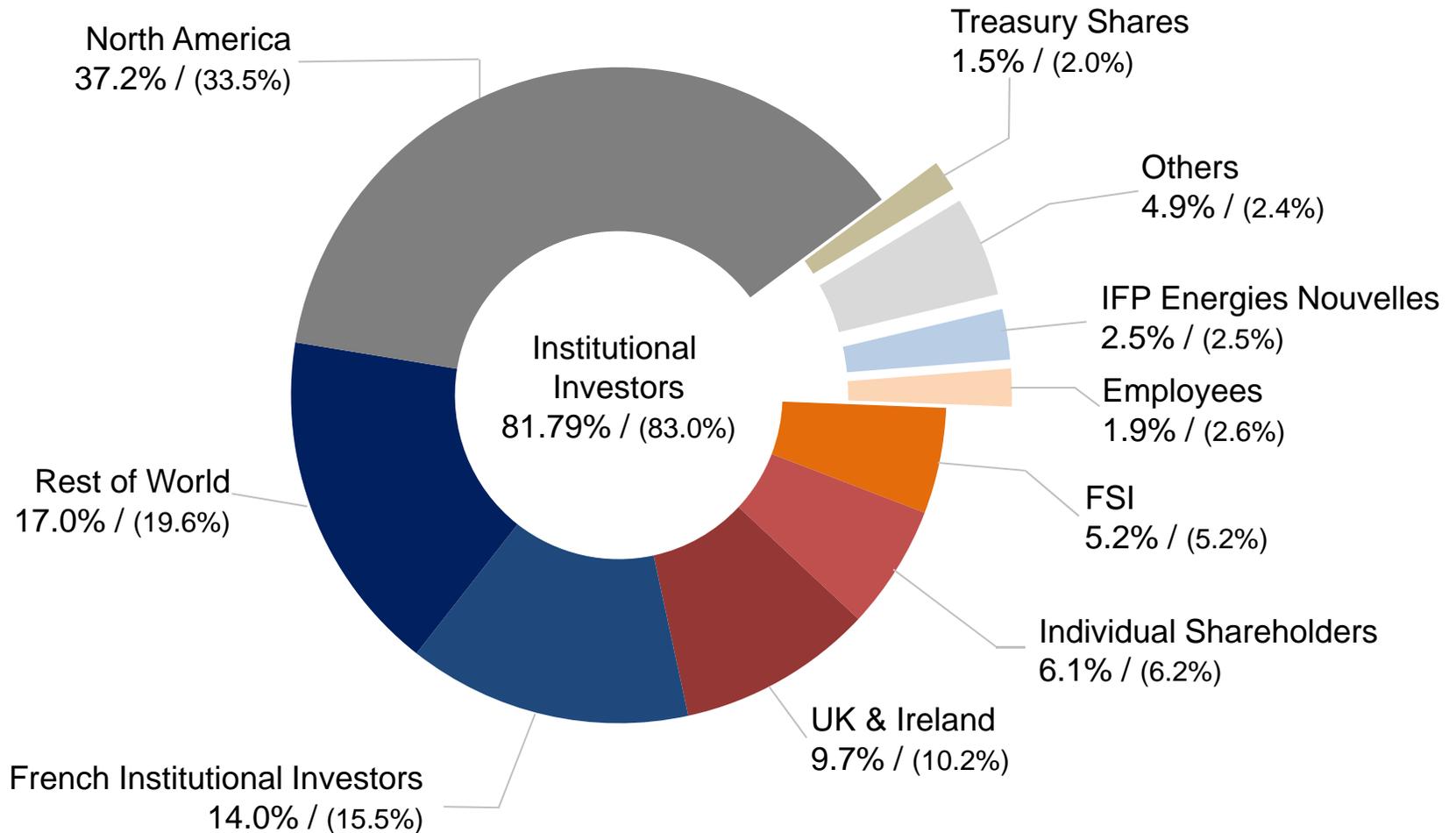
<sup>1</sup> Long Term Charter  
<sup>2</sup> Integrated Production Bundle

As of December 31, 2013





## Shareholding Structure, November 2013 (May 2013)



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2013



## Technip's Share Information



**ISIN: FR0000131708**

**Bloomberg: TEC FP**

**Reuters: TECF.PA**

**SEDOL: 4874160**

**OTC ADR ISIN: US8785462099**

**OTCQX: TKPPY**

### **Convertible Bonds:**

**OCEANE 2010 ISIN: FR0010962704**

**OCEANE 2011 ISIN: FR0011163864**





## Technip has a sponsored Level 1 ADR

Bloomberg ticker: TKPPY

CUSIP: 878546209

OTC ADR ISIN: US8785462099

Depository bank: Deutsche Bank Trust Company Americas

Depository bank contacts:

ADR broker helpline: +1 212 250 9100 (New York)

+44 207 547 6500 (London)

e-mail: [adr@db.com](mailto:adr@db.com)

ADR website: [www.adr.db.com](http://www.adr.db.com)

Depository bank's local custodian: Deutsche Bank Amsterdam