

Paris, April 24, 2014



### Safe Harbor

his 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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### First Quarter 2014 Highlights

#### Results

- Revenue increased by 23% year-on-year, to €2.5 billion
  - +10% in Subsea
  - +34% in Onshore/Offshore
- Operating margins in line with expectations
- Net income of €67 million
- Net cash<sup>(2)</sup> of €573 million
- €15.4 billion total backlog<sup>(2)</sup>, with €2.8 billion order intake

#### **Order Intake**

- Subsea: large awards diversified by geography and scope
  - Block 15/06 West hub EPCI<sup>(1)</sup> in Angola
  - Flexible pipe supply in Brazil
  - Jalilah B EPCI<sup>(1)</sup> in UAE
  - Jangkrik field EPCI<sup>(1)</sup> in Indonesia
- Onshore/Offshore: small/medium-sized projects
  - Early-stage involvement
  - Good technology momentum



<sup>(1)</sup> Engineering, Procurement, Construction and Installation

<sup>(2)</sup> Reflects the new application of IFRS 10, 11 & 12

## 1Q 2014 Operational & Financial Highlights



### IFRS 10, 11 & 12 First Time Application

- All 1Q14 and historic numbers take into account first time application of IFRS 10, 11 & 12
- Jointly-owned vessels retreated in profit & loss account, cash flow, balance sheet and backlog
- Summary of adjustments:

# 1Q 2013 Statement of Income: Subsea

• Revenue: €(5) million

• OIFRA: €(1) million

• Net income: No impact

# 1Q 2013 Statement of Income: Onshore/Offshore

• Revenue: €(8) million

• OIFRA: €0.2 million

• **Net income:** No impact

#### January 1, 2014 Backlog: Subsea

- Opening backlog: €(1,099) million
- Vessel charters mainly scheduled for 2017 onwards

#### January 1, 2014 Backlog: Onshore/Offshore

Opening backlog: €(6) million

### January 1, 2014 Statement of Financial Position

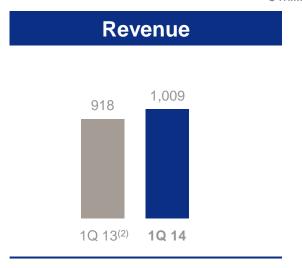
- Tangible and intangible assets: €(274) million
- Investments in affiliates: €111 million
- Cash and cash equivalents: €(36) million
- Gross debt: €(204) million
- Net cash: €168 million

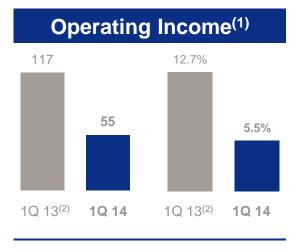


### **First Quarter Subsea Highlights**

€ million

- Overall performance in line with expectations
- Ramp-up of multi-year projects
  - Moho Nord, Congo
  - Quad 204, Scotland
  - Bøyla, Norway
  - Block 15/06, Angola
- Progress on Gulf of Mexico projects
- First commercial production at Açu flexible pipe manufacturing plant, Brazil
- 1Q fleet maintenance program completed as planned
- Overall group vessel utilization rate: 69% versus 72% in 1Q 2013
- Spring installation campaigns starting up







### **US Gulf of Mexico focus**<sup>(1)</sup>

- 7 GoM projects progressed satisfactorily year-to-date of which 4 offshore operations were completed
- Deep Energy has completed her activities and has left GoM
- Remaining 2Q operations in line with expectations
- No change to expected financial assumptions
- Work on new projects underway







## First Quarter Onshore/Offshore Operations

€ million

#### **Upstream**

- Heidelberg Spar, US Gulf of Mexico
- Martin Linge platform, Norway
- Malikai TLP, Malaysia
- Umm Lulu package 2, Abu Dhabi
- Block SK 316 gas platform, Malaysia

#### Gas, LNG & FLNG

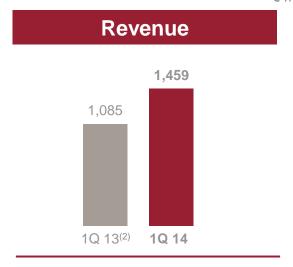
- Prelude FLNG, Australia
- Lake Charles Gas-to-Liquid FEED, USA
- Yamal LNG early works, Russia

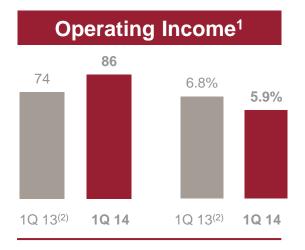
### Refining

- Jubail refinery, Saudi Arabia
- Burgas refinery, Bulgaria
- Cubatão refinery, Brazil
- Algiers refinery, Algeria

#### **Petrochemicals**

- Ethylene XXI, Mexico
- Old Ocean Polyethylene, USA
- Halobutyl elastomer plant, Saudi Arabia







## **Group Financial Highlights**

€ million	1Q 13 <sup>(3)</sup>	1Q 14	Main elements	
Revenue	2,002.7	2,468.5		
EBITDA <sup>(1)</sup>	221.6	180.6		
EBITDA Margin	11.1%	7.3%		
OIFRA <sup>(2)</sup> after Income/Loss of Equity Affiliates	172.3	119.8		
Operating Margin	8.6%	4.9%	<ul> <li>Operating margins in line with expectations for the quarter</li> </ul>	
Financial Result	(7.7)	(24.2)	<ul> <li>Interest charges for the long term debt: €17.4 million compared to €13.7 million in 1Q 2013</li> <li>IAS 21, 32 &amp; 39 mark-to-market costs: €2.1 million</li> <li>Tax rate in line with full year expectations</li> </ul>	
Income / (Loss) before Tax	164.6	95.6		
Effective Tax Rate	29%	28%		
Net Income of the Parent Company	116.2	67.2		



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

<sup>(2)</sup> Operating Income from recurring activities after income/loss of equity affiliates

<sup>(3)</sup> Restated for retrospective application of IFRS 10, 11 & 12

### First Quarter 2014: Cash Flow

€ million	First Quarter	Main elements	
Cash <sup>(1)</sup> as of December 31, 2013 <sup>(2)</sup>	3,203.0		
Net Cash Generated from / (Used in) Operating Activities	(100.4)	<ul> <li>Working capital movement: €(234) million</li> </ul>	
Net Cash Generated from / (Used in) Investing Activities	(90.2)	Net capex spending: €90 million	
Financing and Forex	(73.2)	Share repurchase: €41 million	
Cash <sup>(1)</sup> as of March 31, 2014	2,939.2		

Change in net cash position in 1Q 2014: decrease of €(259) million to reach €573 million of net cash as of March 31, 2014



<sup>(1)</sup> Cash and cash equivalents including bank overdrafts (2) Restated for retrospective application of IFRS 10, 11 & 12

### **Investment and Divestment Program**

#### Investment in Kanfa

- Agreement between Sevan Marine (51%) and Technip (49%)
- Kanfa:
  - Leading independent topsides and process technology specialist
  - 50 highly-skilled engineers in Norway
  - Reinforces Offshore technology competence



#### Sales of Assets and Activities

- TPS subsidiary: engineering services for non-oil and gas activities
- Global Pioneer: shallow-water vessel
- Seamec: agreements signed to dispose of majority stake in India diving business



Source: french.china.org.cn



### 2014 and 2015 Objectives Unchanged

### **2014 focus**

#### **Onshore / Offshore**

Revenue growing to between €5.4 and €5.7 billion, with operating margin between 6% and 7%. This excludes any potential change due to Yamal LNG.

#### Subsea

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



# **Sustaining Profitable Growth**

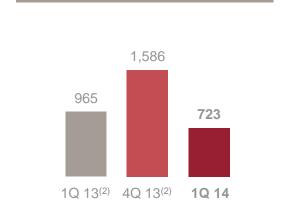


### **Strong First Quarter Order Intake**

€ million

#### Onshore / Offshore

- Maharaja Lela & Jamalulalam South gas, EPC, Total, Brunei
- Peterhead gas carbon capture and storage, FEED, Shell UK Ltd, Scotland
- Ethane cracker technology and engineering, FEED, Sasol, Louisiana, USA
- Ar Ratawi Natural Gas Liquids, FEED, Basra, Iraq

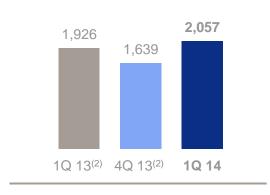


**Order intake** 

#### Subsea

- Block 15/06 West hub development, EPCI, ENI, Angola
- Sapinhoá Norte and Lula, flexible pipe supply, Petrobras, Brazil
- Åsgard Subsea Compression, life of field services<sup>(1)</sup>, Statoil, Norway
- Jalilah B, EPCI, Dubai Petroleum Establishment, UAE
- Jangkrik field, EPCI, ENI, Indonesia

### Order intake





<sup>1)</sup> Inspection, Maintenance and Repair (life of field)

# Block 15/06 West Hub: Major Integrated Subsea Development in Angola

- Client: ENI
- Block 15/06, offshore North West of Luanda at water depths up to 1,400 meters
- Engineering, procurement, fabrication and installation of rigid and flexible flowlines, risers and umbilicals
- Total value of ~US\$1 billion
- Offshore campaign starting
- Key assets: Angoflex plant, Deep Energy, Deep Pioneer





Reinforcing presence in West Africa with high level of national content



# Technip Heerema Strategic Alliance: Award of Kaombo Project in April 2014





# Unique complementarity of capabilities for EPCI projects in complex environments:

- Experienced engineering & project management
- High capacity vessels with state-of-the-art laying technologies (J-, Reel-, S- and Flex-Lay)
- Logistic and construction network (yards, manufacturing plants)
- Sales & business development network
- Client: Total and Sonangol
- Block 32 offshore Angola at water depths up to 2,000 meters
- Engineering, procurement, fabrication and installation of rigid and flexible flowlines, risers and umbilicals
- High national content with local manufacturing: Dande spoolbase and Angoflex plant (Technip), Porto Amboim (Heerema)
- Use of Heerema and Technip vessels and teams
- Technip's separate contract to supply umbilical system



### Yamal LNG Flagship Arctic Development

- Partnership: Technip (50%), JGC (25%) and Chiyoda (25%)
- Client: Yamal LNG (Novatek, Total, CNPC)
- Located in Yamal Peninsula, Russia
- 3 trains of 5.5 mtpa
- Detailed engineering, estimation & early procurement activities ongoing
- Open book estimate process
- Modularized fabrication strategy to minimize on-the-ground construction
- Modules will be manufactured in yards in Asia and Russia







### **Business Environment**

#### North America & Caribbean

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

#### Brazil

- Investment programs confirmed
- Petrobras progressing with presalt subsea system awards...
- ...and necessary assets including FPSOs and PLSVs

#### North Sea

- Increase in platform activity & brownfield works
- Smaller / medium-sized opportunities continue
- Larger & more complex projects in early phase (including Arctic)

#### Middle East

- Good opportunities offshore
- Greenfield demand for downstream

#### **Africa**

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

#### Asia Pacific

- LNG: shift from onshore to offshore
- Many opportunities for small / medium size platforms
- Emerging deeper water prospects
- GDP growth driving refining, petrochemicals and fertilizer investments



## **Backlog Visibility**(1)

€ million	Subsea	Onshore/Offshore	Group
2014	3,245	3,422	6,667
2015	3,320	2,517	5,837
2016+	1,841	1,012	2,853
Total	8,406	6,951	15,357
IFRS 11 <sup>(2)</sup> impact (mainly vessel charter)	957	5	962
Backlog pre-IFRS 11 restatement	9,363	6,956	16,319

Backlog estimated scheduling as of March 31, 2014



First time application

### **Key Messages**

- > First quarter 2014 in line with expectations
- Good momentum in order intake to build a diversified portfolio
- Strong focus on project execution
- Continue to provide clients with value-added solutions earlier in their project life cycles











Paris, April 24, 2014



## Annex



# A World Leader Bringing Innovative Solutions to the Energy Industry

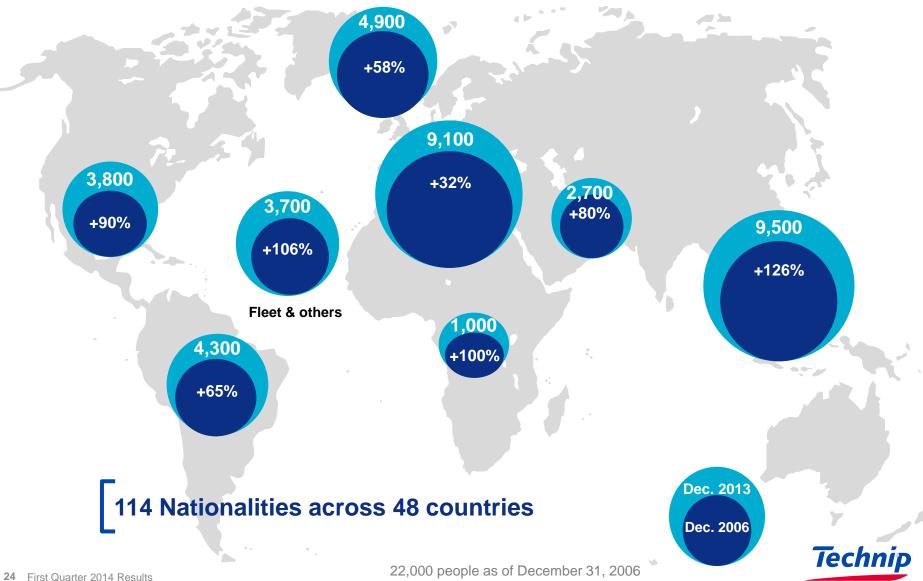
- A world leader in project management, engineering and construction for oil & gas, chemicals and energy companies
- Services provided to clients in its segments: Onshore/Offshore and Subsea
- 40,000 people in 48 countries
- 2013 Revenues: €9.3 billion<sup>(1)</sup>; Operating margin<sup>(2)</sup> of 9.0%<sup>(1)</sup>



(1) Restated for retrospective application of IFRS 10, 11 & 12 (2) From recurring activities



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



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



#### 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 & partners

- Engineering, procurement and construction
- Project execution capabilities
- Early involvement through conceptual studies and FEEDs

#### Knowhow

- High added-value process skills
- Mastering design of all platform types
- Own technologies combined with close relationship with licensors



### **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** 



# ...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

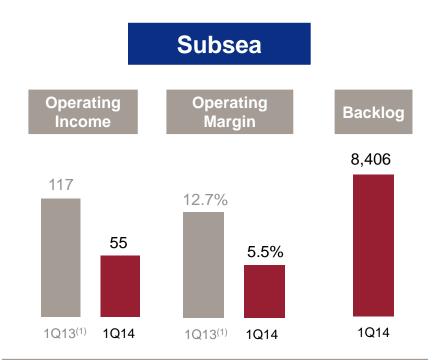
# Ongoing EPC projects where Technip had early involvement

- 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

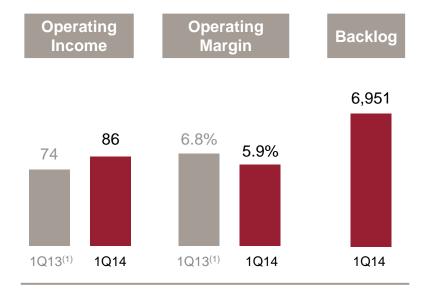


# **Two Complementary Business Models Driving Financial Structure and Performance**





### Onshore/Offshore





### **Consolidated Statement of Financial Position**

€ million (not audited)

	December 31, 2013 <sup>(1)</sup>	March 31, 2014
Fixed Assets	5,976.9	6,025.0
Construction Contracts – Amounts in Assets	405.0	509.6
Other Assets	3,436.2	3,368.0
Cash & Cash Equivalents	3,205.4	2,940.4
Total Assets	13,023.5	12,843.0
Shareholders' Equity	4,174.1	4,229.3
Construction Contracts – Amounts in Liabilities	1,721.4	1,451.9
Financial Debts	2,373.8	2,367.0
Other Liabilities	4,754.2	4,794.8
Total Shareholders' Equity & Liabilities	13,023.5	12,843.0

<sup>(1)</sup> restated for retrospective application of IFRS 10, 11 & 12



# **Vertically Integrated Solution Offering: Two Examples of Major EPCI<sup>(1)</sup> Projects**

### **Jangkrik**

- Client: ENI
- 70 kilometers offshore Makassar Strait, Indonesia
- Offshore campaign to spread over 2015 through 2017
- Engineering and project management, flexible and umbilical supply
- Key assets: Asiaflex, G1201 and Deep Orient
- National content: shore approach, procurement, logistics and structure design



#### **Moho Nord**

- Client: Total
- Offshore Congo from shore at water depths up to 1,100 meters
- Offshore campaign to spread over 2014 and 2016
- Engineering and project management, rigid and flexible, and umbilical supply
- Substantial use of S-lay: G1200 vessel
- Intensive use of Technip fleet
- National content: fabrication of steel structures in Pointe Noire, Congo







# Subsea Vertical Integration: Customer Support from Concept to Execution

#### Concept

#### Upstream Engineering With Genesis<sup>(1)</sup>

- Pre-FEED<sup>(2)</sup> and FEED
- Offshore field development studies
- Innovative technology solutions for platform and subsea challenges

#### Execution

### **Project Engineering & Procurement**

### Manufacturing

Flexible risers and flowlines

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- Rigid Pipeline Welding/Spooling
- Umbilicals

#### Installation

- Flexible-lay
- Umbilical-lay
- Associated construction
- Rigid Reel-lay
- Rigid J-lay
- Rigid S-lay
- Heavy-lift for Subsea infrastructure
- Offshore topside installation

Support, Diving & Logistics











<sup>(1)</sup> Genesis Oil & Gas Consultants, a wholly owned & fully independent subsidiary of Technip (2) FEED: Front End Engineering Design



### **Differentiation Through Genesis**



- Provide independent decision support from pre-feasibility, through feasibility, concept selection and pre-FEED
- Over 1,500 dedicated Engineers and Designers
  - Delivering Fit-for-Purpose Solutions for more than 25 years
  - World class approach to option identification and evaluation
  - Reference Class Cost Estimating and evaluation of schedule, availability and risk and uncertainty to robustly identify highest value option
- Efficient execution and delivery from FEED through detailed design
- Experts at Operations support
- Can simplify and speed-up project execution by leveraging the in-country resources of Technip, as required

Genesis adds Value at Front-end of Projects



### Innovation & Technology Center (ITC)

### ITC approach:

- Boost innovation to provide our clients with solutions for increasing complex & harsh subsea developments
- Demonstrates Technip's in-house technologies (flexible pipe, rigid pipe, hybrid risers, life of field monitoring and umbilicals)
- Develop partnership and synergies with relevant external technology stakeholders

### Reinforce our drive to develop innovative solutions

(1) Inaugurated in June 2013, with more than 65 engineers and experts from around the world











### World's Only Integrated Subsea Solution Provider

**Genesis**(1): Providing independent subsea architecture development and component selection **Technip**: Integrating our subsea proprietary technologies and offshore platform know-how with third party processing equipment to provide innovative development solutions

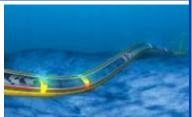
### **Technip proprietary technologies**



Electrically Trace Heated Pipe-in-pipe



Umbilicals (Power & control)



In-line Monitoring Technologies



Integrated Production Bundle



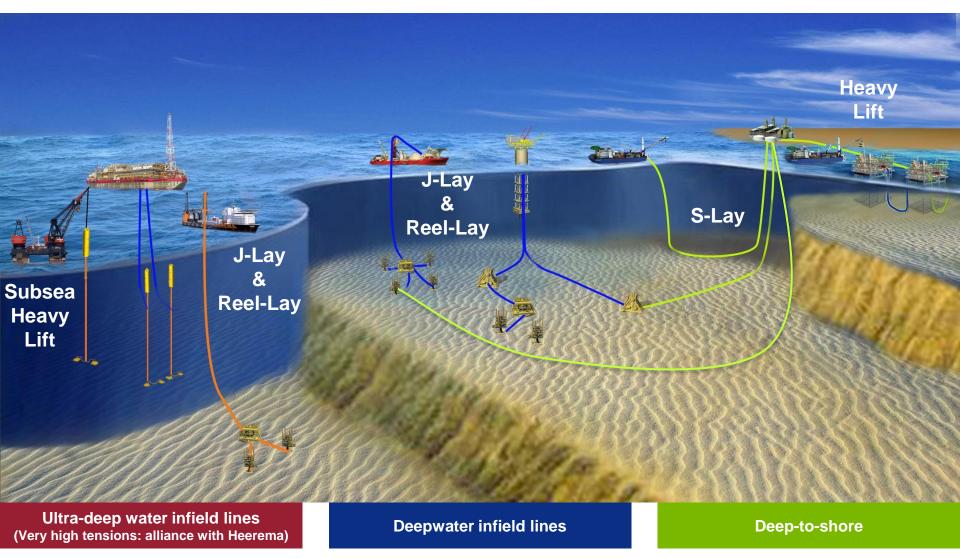


Subsea Equipment<sup>(2)</sup> (Separator & pump)



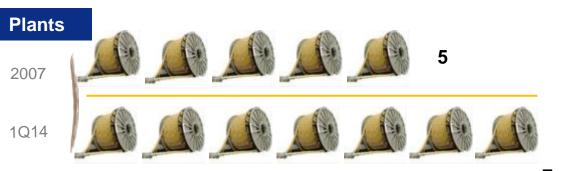


## Very Broad Execution Capabilities in Subsea





### **Investment in Key Subsea Assets**



Vessels
2007

**35**, incl. 9 under construction

### **New long-term charters**



Coral Do Atlantico & Estrela Do Mar



North Sea Atlantic



Four Flexible Pipe Lay Vessels

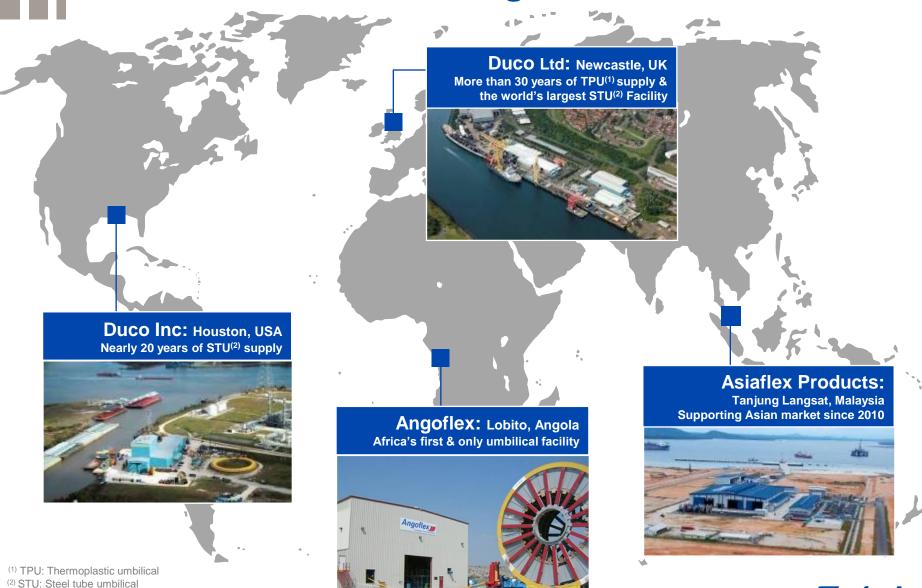


# Flexible Pipe Manufacturing Plants





### **Umbilicals Manufacturing Plants**



# **Manufacturing & Logistic Bases**



# **High Performing Fleet**(1)

Flexible Lay & Construction







J-Lay & Rigid Reel Lay







Diving Multi Support Vessel







S-Lay Heavy Lift



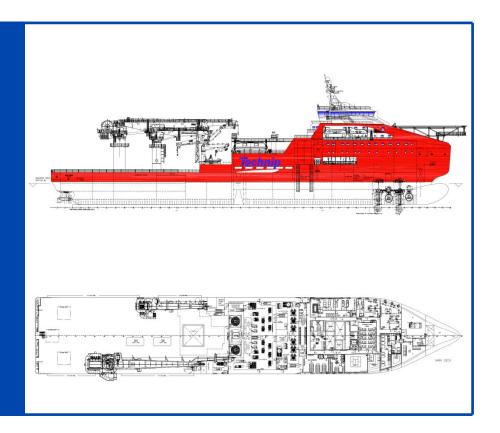


(1) part of 35 vessels including 9 vessels under construction, as of March 31, 2014



# New Diving Support Vessel: To Address The Demanding North Sea

- Designed to the highest requirements especially on technical and Health, Safety, Environment (HSE) characteristics
- Versatile vessel
   can work in either diving and/or diverless
   construction mode in harsher environments or
   in life of field services
- Key differentiating asset: Best in class
- Stringent regulatory regulations
   Double bells, double Hyperbaric Lifeboats,
   Dynamic Positioning 3



Technological leadership destined for high-end market segments



# World Leader in Gas Monetization, Refining and Petrochemicals

### Gas Monetization

- Gas treatment
- LNG (Liquefied Natural Gas)
- GTL (Gas to Liquids)



- Trunkline LNG, FEED
- Sasol Lake Charles GTL, FEED
- Ningxia Hanas LNG Plant, EP
- Yamal LNG, EPC

### Refining

- Hydrogen
- Clean fuels
- Heavy oil upgraders



- NCRA
- Petronas RAPID, FEED & PMC
- SATORP Al Jubail, FEED & EPC

### Petrochemicals

- Ethylene
- Polyolefins
- Aromatics
- Fertilizers



- Reliance Cracker, EP
- Brastem Etileno XXI, FEED & EPC
- Sibur PE, FEED & EPC
- JBF Purified Terephthalic Acid, EP



# Technip has a portfolio of market leading Onshore technologies

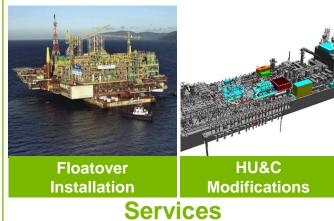
Product Line	Technologies
Gas Monetization	Cryogenic separation, Gas liquefaction, Gas Processing
Hydrogen	Steam Methane Reforming, Syngas, and Hydrogen Production
Fertilizers	Ammonia/Urea, Phosphoric and Sulfuric Acids
Refining	Fluid Catalytic Cracking, Refinery/Petchem Integration, Master Plan
Ethylene	Proprietary technologies for steam cracking and olefin purification
Petrochemicals & Polymers	Polyolefins, Styrenics, Phenolics, purified terephthalic acid
Renewables	Wind, Solar, Renewable Fuels, Geothermal, Carbon Capture
Metals & Mining	Fluosolids® metal roasting, mixer/settler

- Proprietary technologies
- Best-in-class alliance partners
- Investments in R&D
- "First of a kind" technology market introduction
- Global teams of technological experts
- Close integration between technology & project delivery

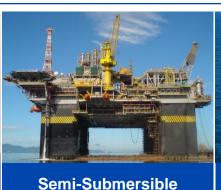


# A unique and Customized Product Range to Match Offshore Client Needs

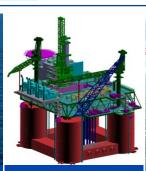












**TLP** 



**Floating Facilities** 

Complete range of technological solutions to answer the challenges faced by our clients



# **FLNG Leader with First Mover Advantage**



### Shell FLNG

- LNG capacity: 3.6 mtpa
- Field: Prelude, Western Australia
- Construction ongoing in Korea
- Hull steel cut in October 2012
- Topside steel cut in January 2013
- Launched hull in November 2013



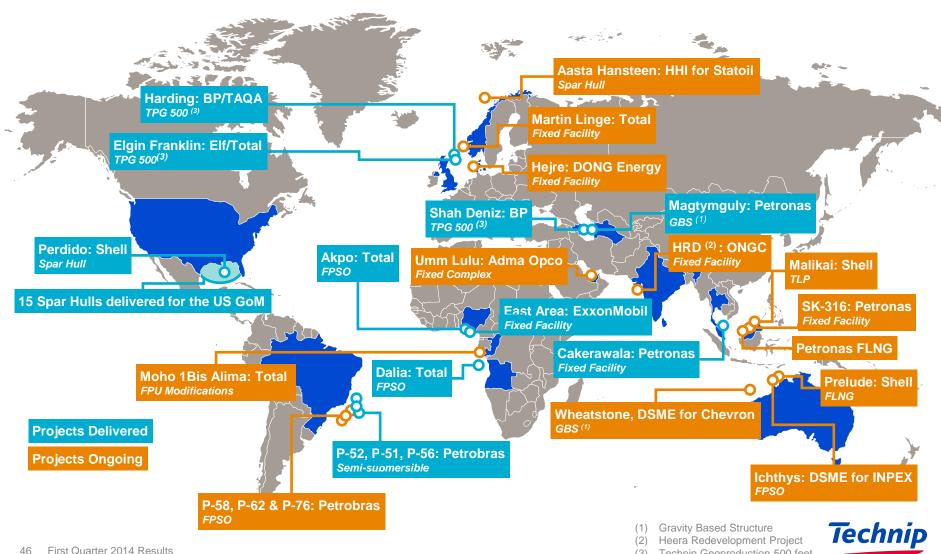
### Petronas FLNG

- LNG capacity: 1.2 mtpa
- Field: Offshore Malaysia
- Construction ongoing in Korea
- Execution started in June 2012
- Hull steel cut in June 2013
- Launched hull on April 7, 2014

Unique combination of Technip's technologies and know-how from all 3 business segments



### A Worldwide Contractor: Main Offshore Projects **since 1996**



# Africa: Expanding Footprint and Long Term Prospects





# Accra Lagos Port Harcourt Luanda Lobito

### **Key Projects**

- CoGa, Gabon
- GiRi Phase 1 and 2, Angola
- Moho Nord, Congo
- FPU, Congo
- FEED, Mozambique
- T.E.N., Ghana
- Egina flexible pipe supply, Nigeria
- Kaombo, Angola
- Block 15/06, Angola

# Technip in Africa

- •~1,000 people
- 1st office founded in 1995
- Strong national content
- Ultra-deep water projects requiring technical innovation



### **Assets & Activities**

- Engineering & project management centers
- Spoolbase: Dande, Angola
- Umbilical manufacturing Plant: Angoflex, Angola
- Logistic base: Port Harcourt, Nigeria

Operating centers

Manufacturing plant (umbilicals)

Logistic base

Spoolbase

As of March 31, 2014



### **Asia Pacific: Global Implementation for High Potential Market**

#### **Assets & Activities**

- Engineering & project management centers
- Flexible/umbilical manufacturing plant: Asiaflex, Malaysia, 1st and only one in Asia
- Logistic base: Batam, Indonesia
- Fabrication yard: MHB1, Malaysia, with solid platform track record
- Vessels: G1201, Deep Orient

### **Key Projects**

- Woodside GWF subsea platform, Australia
- Prelude FLNG, Australia
- FLNG FEED, Malaysia
- Biodiesel plant, Singapore
- Wheatstone, Australia
- Block SK 316, Malaysia
- Jangkrik, Indonesia

### **Technip in Asia Pacific**

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





Regional Headquarter / Operating centers

Perth

- Flexible & umbilical manufacturing plant
  - Logistic base





<sup>&</sup>lt;sup>1</sup> 8.5% participation

<sup>&</sup>lt;sup>2</sup> Operating partly in Asia Pacific

# Ш

# 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 & Kuwait
- Halobutyl elastomer plant, Saudi Arabia
- Umm Lulu package 2, Abu Dhabi
- Jalilah B platform, United Arab Emirates



Regional Headquarter / Operating centers

### **Technip in Middle East**

- -~2,700 people
- Founded in 1984







# 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





### **Key Projects**

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



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



As of March 31, 2014



# North Sea Canada: Market Leadership in a Growing Market

#### **Assets & Activities**

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



### **Key Projects**

- Quad 204, EPCI, Scotland
- Alder, Scotland
- Åsgard Subsea Compression, Norway
- Bøyla, PIP(1) EPCI, Norway
- Pacific NorthWest LNG, Canada

### **Technip in North Sea**

- -4,900 people
- 1st office founded in 1978



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



As of March 31, 2014

<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)
- 10 Flexible Pipelay vessels (PLSVs) on long-term charters<sup>(1)</sup>
- Commitment to R&D: taking pre-salt development further
- Vertical integration: providing supply chain
   & logistic solutions

### **Key Projects & Awards**

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

### **Technip in Brazil**

- -~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





As of March 31, 2014

+36 years

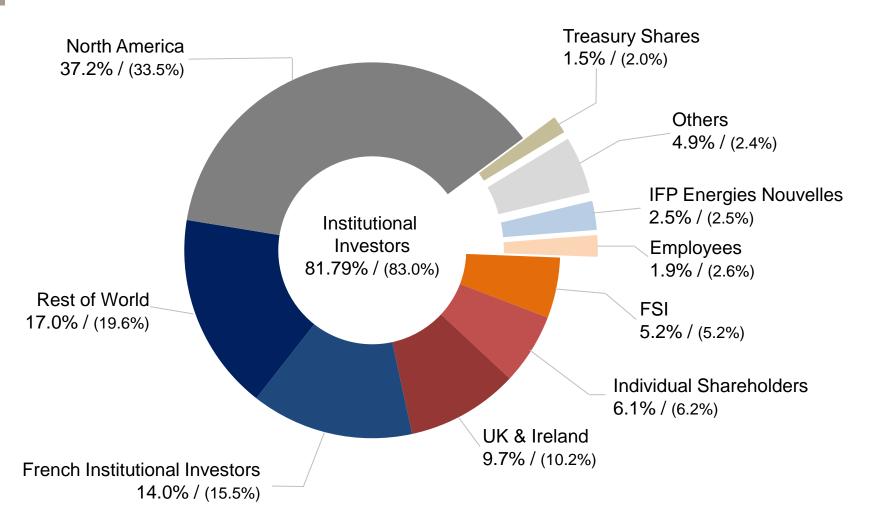


<sup>(1)</sup> six under construction including, four Brazilian built

#### Technip in Brazil: Steady Development to Provide **Unmatched Local Content** New manufacturing plant: Acu 6 PLSVs on long-term charters For up to 3,000m water depth 1st IPB(2) in Brazil 1st Brazilian PLSV: **Skandi Vitória** 2013 Roncador Field Development & P-52 Platform 1,800m water depth ~4,300 people 2012 2011 1st LTC(1) with Petrobras: **Sunrise** Flexible pipe 2010 Garoupa Platform frame agreement 1st flexible pipe with Petrobras installed 2009 100m water depth 2<sup>nd</sup> Brazilian PLSV: 2007 **Skandi Niteroi** ~2,000 people 2001 P-58/P-62 Brazilian FPSOs award **Acquisition of** 1995 **Angra Porto logistic base** Acquisition of 1986 **UTC Engineering** (1) Long Term Charter (2) Integrated Production Bundle 1977 Flexibras: As of March 31, 2014 1st Flexible plant

~20 people

### **Shareholding Structure, November 2013 (May 2013)**



Listed on NYSE Euronext Paris



## **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

Depositary bank: Deutsche Bank Trust Company Americas

Depositary bank contacts:

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ADR website: www.adr.db.com

Depositary bank's local custodian: Deutsche Bank Amsterdam

