

Building Solutions for the Energy Industry



Knut BOE, SVP Technip North Sea and Canada

DNB Markets Oil, Offshore & Shipping Conference, Oslo, March 4, 2014

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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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Technip Today



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⁽¹⁾ of 9.0%



⁽¹⁾ From recurring activities

Two Complementary Business Segments

Subsea



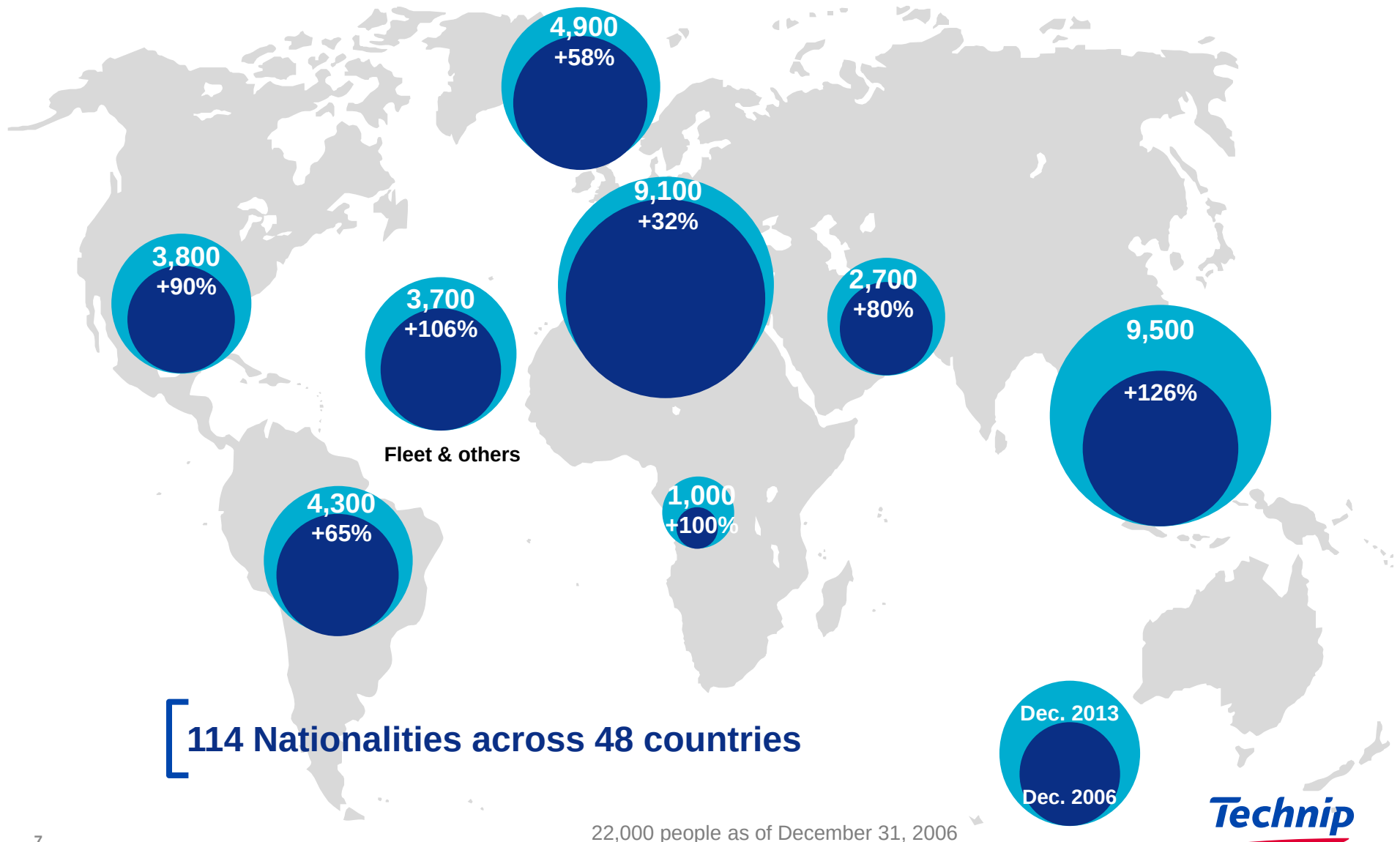
Onshore/Offshore



- **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**



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



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:**



Technip in North Sea

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



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

Key Projects

- Quad 204, EPCI, UK
- Alder, EPIC, UK
- Åsgard Subsea Compression, Norway
- Bøyla, PIP¹ EPIC, Norway
- Pacific NorthWest LNG, Canada

As of December 31, 2013

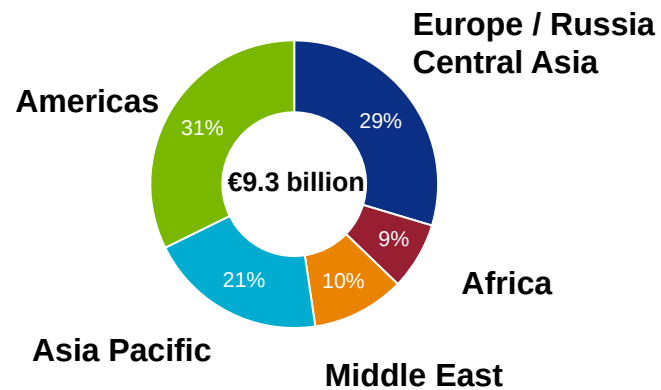
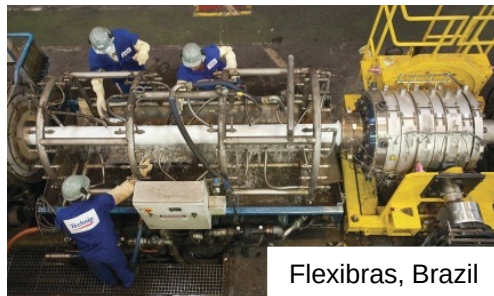
¹ PIP: Pipe-In-Pipe

Technip

Sustaining Profitable Growth

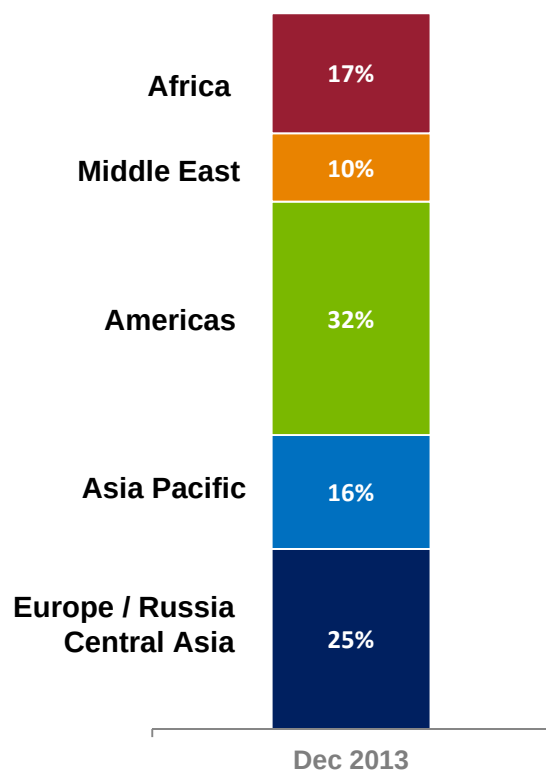


2013 Revenue Split by Geography

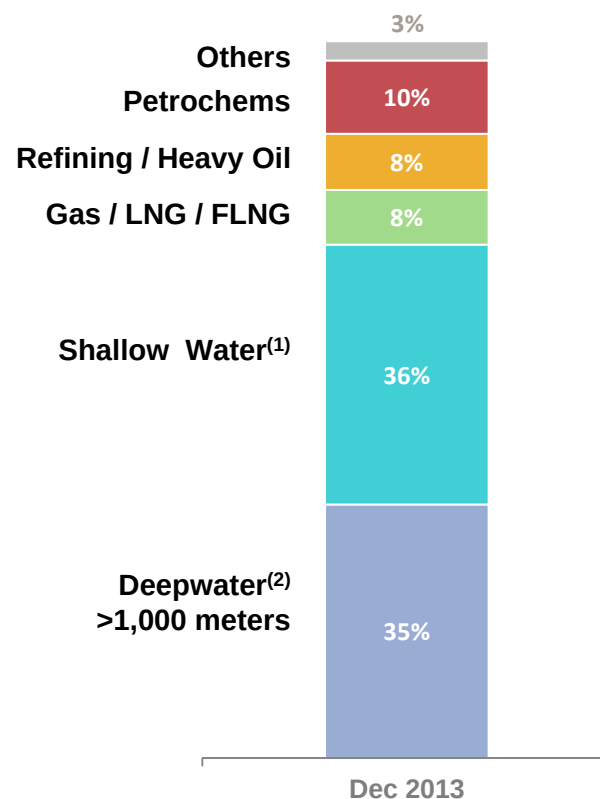


Backlog Diversification...

By Geography



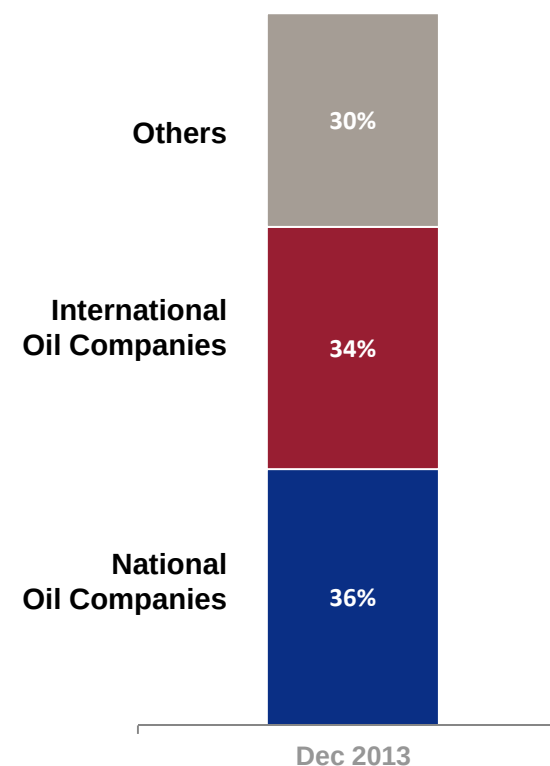
By Market Split



⁽¹⁾ Includes offshore (15%) and subsea projects (21%)

⁽²⁾ Includes offshore (4%) and subsea projects (31%)

By Customer





...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**

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

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

Start-up 2016 & beyond

- New DSV⁽¹⁾
- New CV⁽²⁾
- Four PLSVs⁽³⁾:
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



⁽¹⁾ Diving support vessel

⁽²⁾ Construction vessel

⁽³⁾ Pipelay support vessel

Newcastle plant upgrade

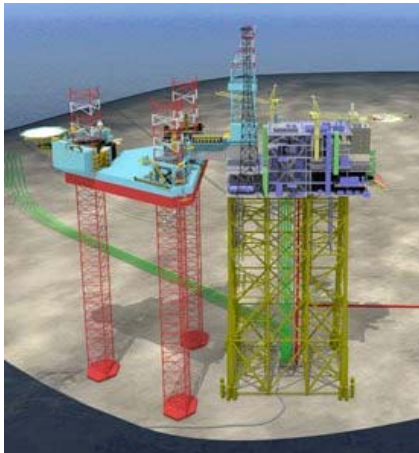
- Designed to serve the future needs of the industry for larger, more complex and longer umbilicals
- State-of-the-art instrumentation and control systems, as well as integrated steel tube welding station to deliver first class quality
- Large storage carousels
- Perfectly located at Newcastle upon Tyne adjacent to the existing thermoplastic facility with deepwater berth



The world's largest and most capable steel tube umbilical manufacturing facility

Diversified Project Portfolio in the North Sea Canada Region

Martin Linge Topside



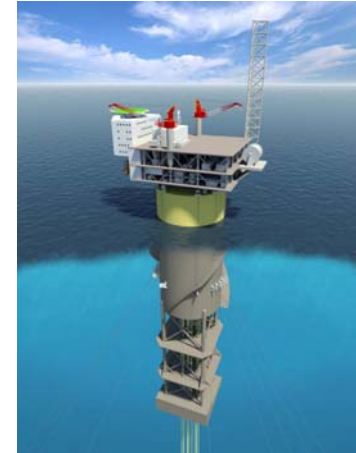
- Engineering, procurement, fabrication, transportation, and commissioning of the topside
- Estimated topside weight of 25,000 tons
- In consortium with SHI¹

Åsgard Subsea Compression



- Marine Operations for construction and tie-in of World's first large scale subsea gas compression facility
- Provision of special-handling-system for change-out of subsea modules
- Charter of North Sea Giant as a heavy IMR³ vessel to Statoil until mid-2018

Aasta Hansteen Spar Hull



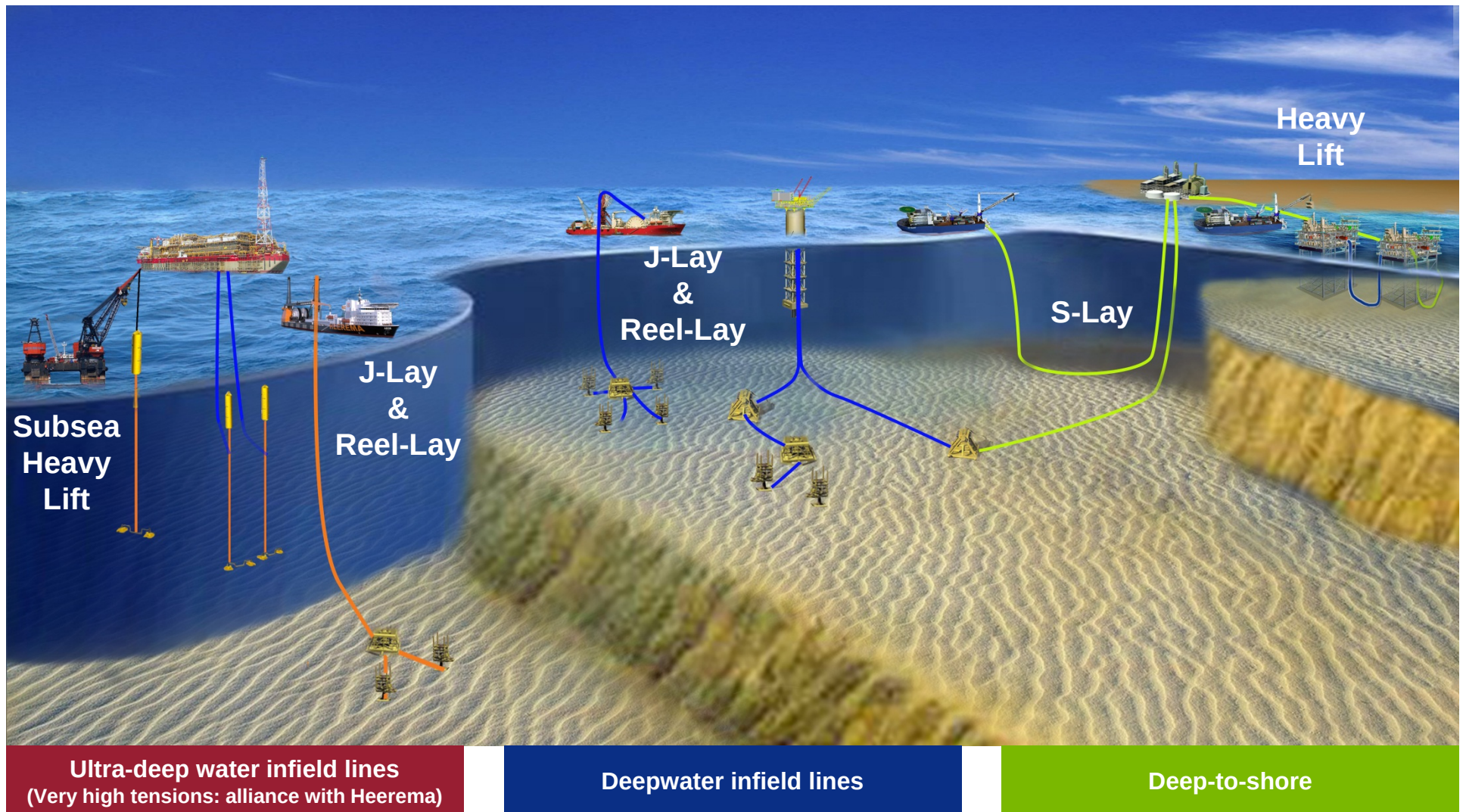
- Engineering, procurement, construction and transportation of the world's largest spar hull
- Total hull length of 195 meters, diameter of 52 meters
- In consortium with HHI²

⁽¹⁾ Samsung Heavy Industries

⁽²⁾ Hyundai Heavy Industries

⁽³⁾ Inspection, Maintenance and Repair

Very Broad Execution Capabilities in Subsea



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

2013 Financial Highlights





Full Year 2013: Operating Performance

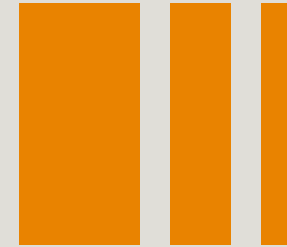
€ million (audited)	FY 12 ⁽³⁾	FY 13	Change
Revenue	8,203.9	9,336.1	13.8%
EBITDA ⁽¹⁾	1,023.6	1,078.0	5.3%
EBITDA Margin	12.5%	11.5%	(93)bp
Operating Income⁽²⁾	828.7	844.5	1.9%
Operating Margin ⁽²⁾	10.1%	9.0%	(106)bp

⁽¹⁾ calculated as operating income from recurring activities before depreciation and amortization

⁽²⁾ from recurring activities

⁽³⁾ restated for retrospective application of amended IAS 19 standard "Employee Benefits" as of January 1, 2013

2014 & 2015 Outlook



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⁽¹⁾

- 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

Africa

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

Brazil

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

⁽¹⁾ Commonwealth of Independent States



Backlog Visibility⁽¹⁾

€ million

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

⁽¹⁾ Backlog estimated scheduling as of December 31, 2013



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



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

Thank you

