



# Building Solutions for the Energy Industry

**Thierry Pilenko, Chairman and CEO**

September 4, 2013

**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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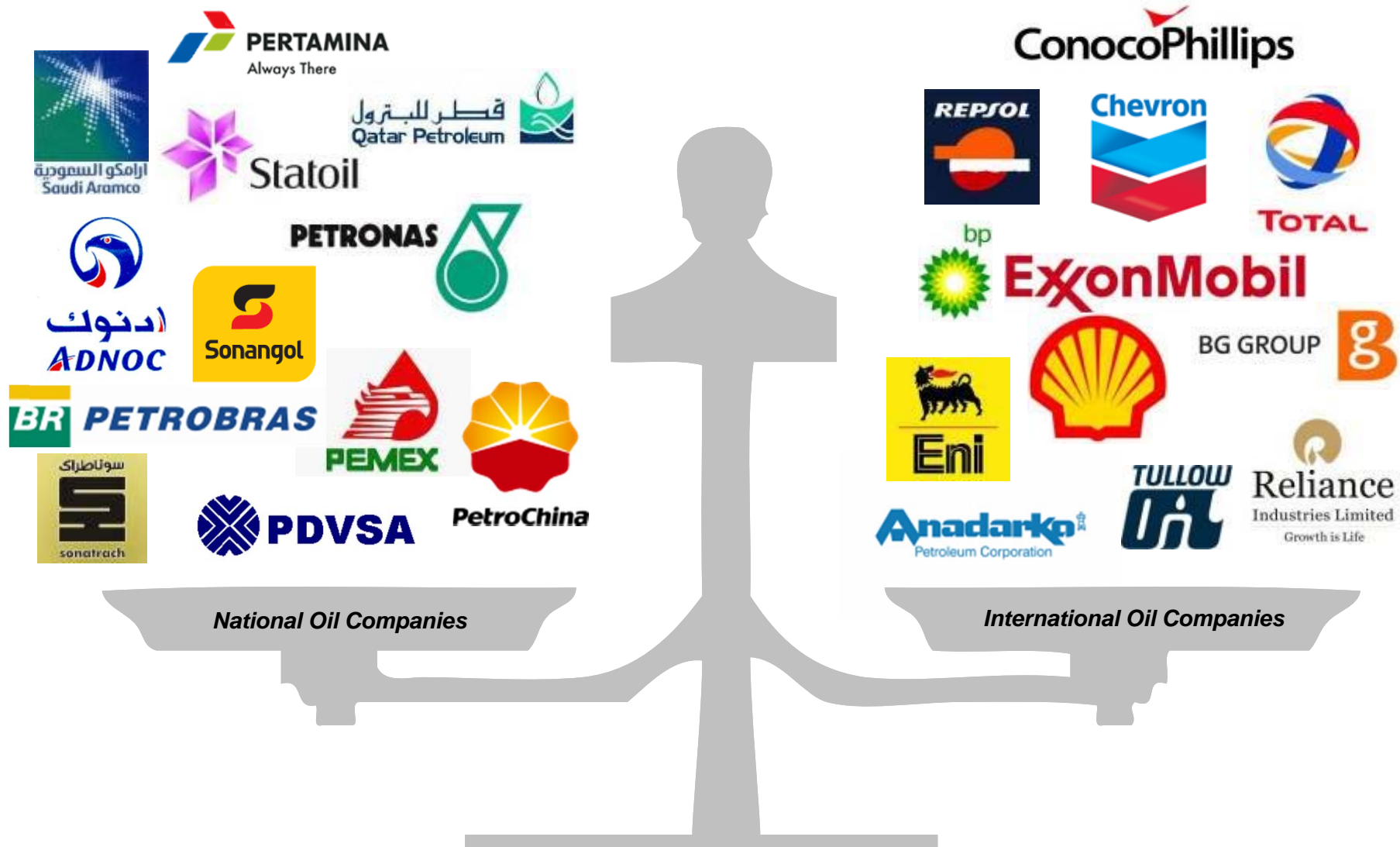
# A World Leader Bringing Innovative Solutions to the Energy Industry

- 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
- Around 38,000 people in 48 countries
- 2012 Revenues: €8.2 billion; Operating margin<sup>(1)</sup> of 10% for the 4<sup>th</sup> year



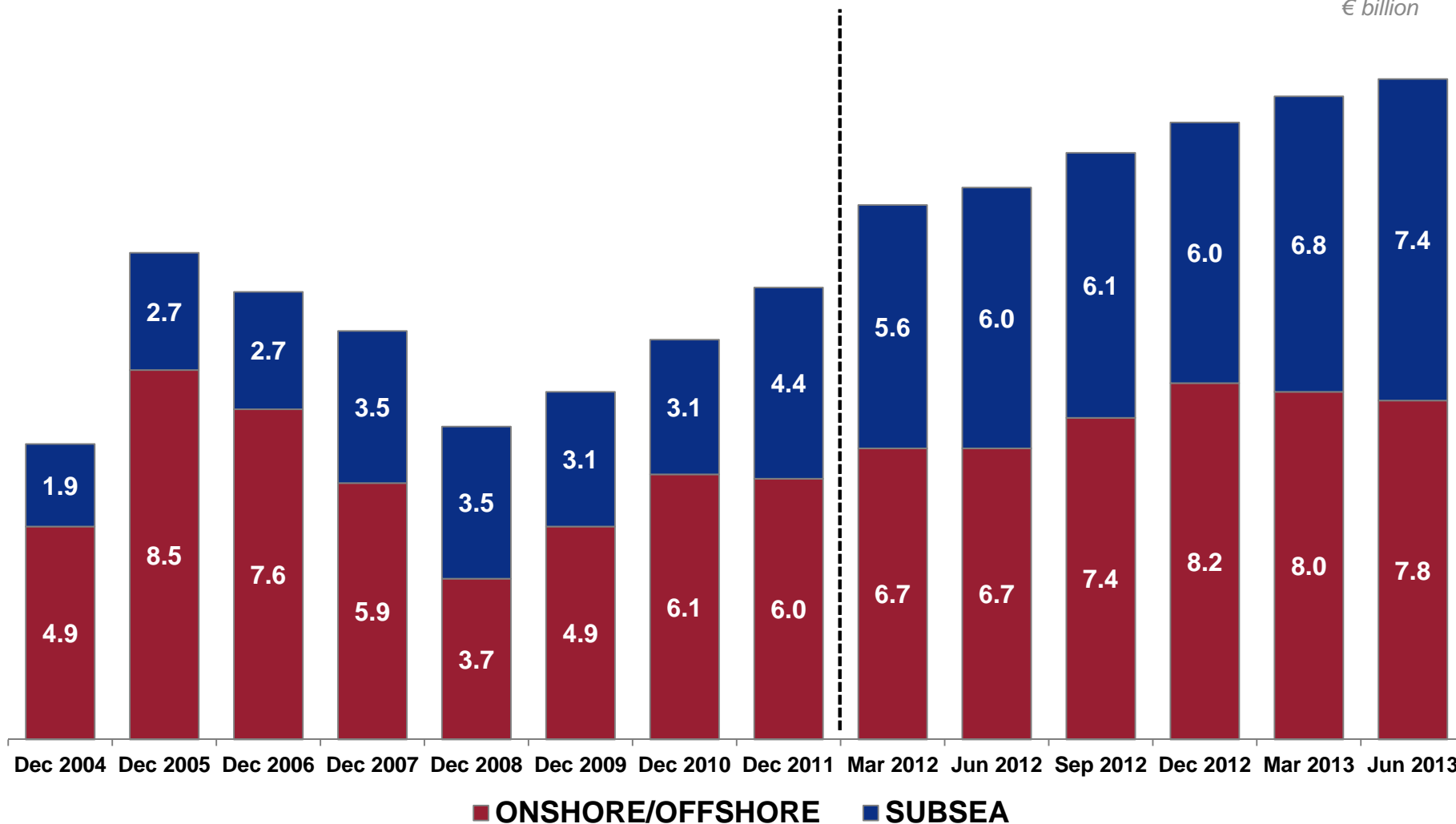
<sup>(1)</sup> From recurring activities

# Diversified & Balanced Customer Base



# Backlog History

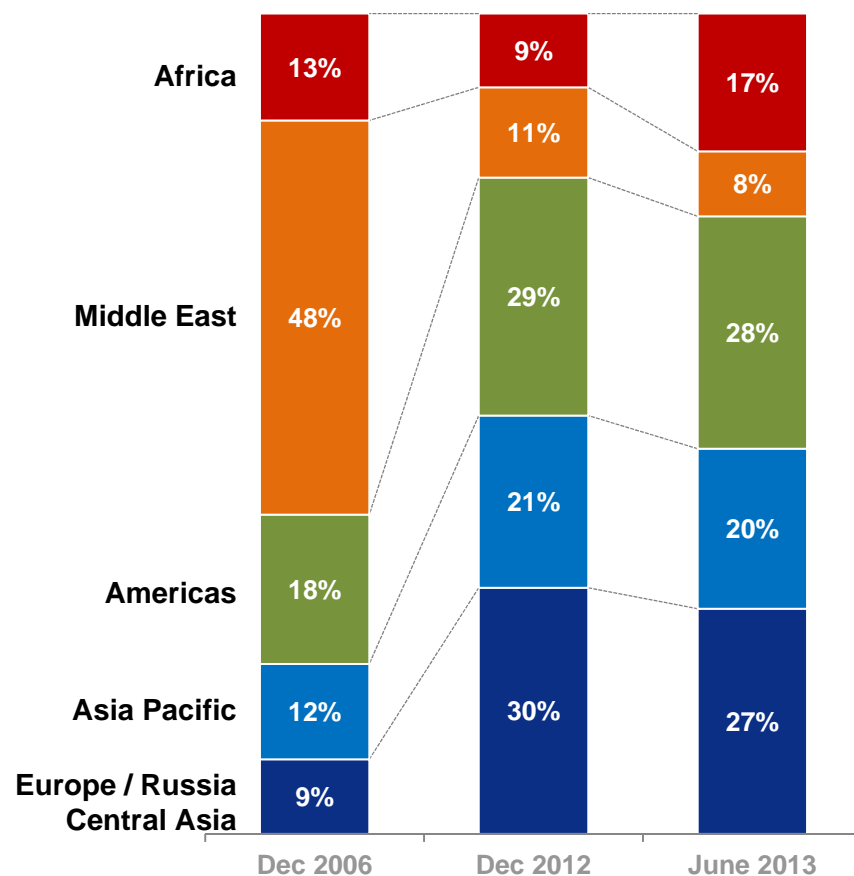
€ billion





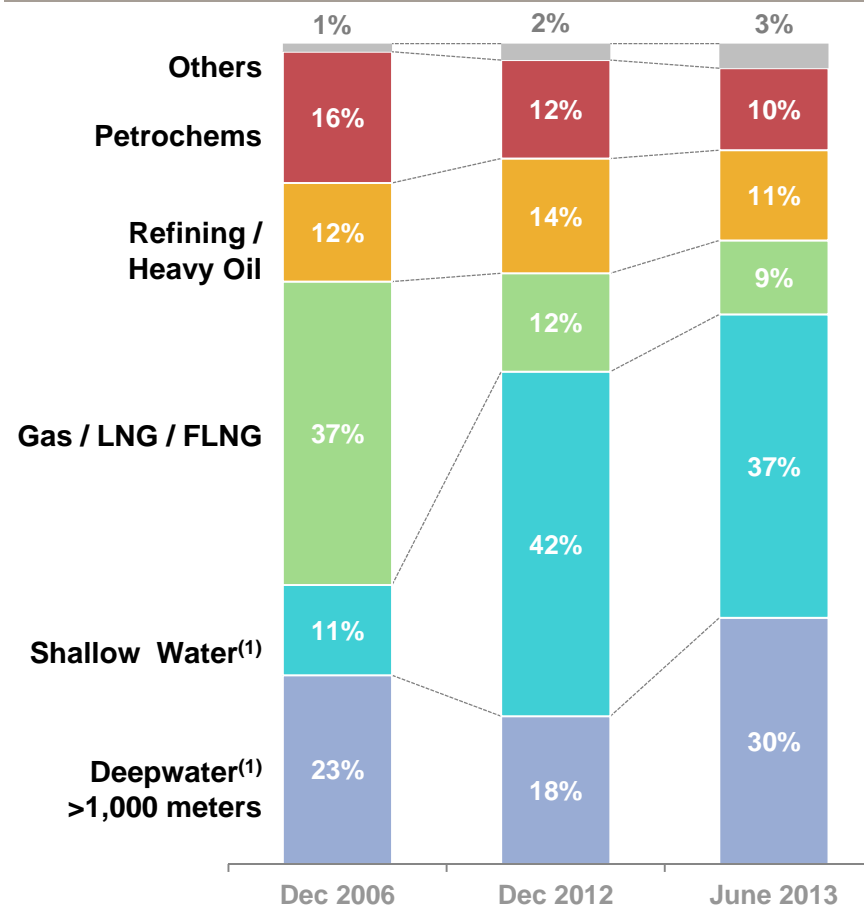
# Backlog Analysis

## Backlog by Geography



Backlog as of:  
 December 2006: €10.3 billion  
 December 2012: €14.3 billion  
 June 2013: €15.2 billion

## Backlog by Market Split



(1) Includes offshore platforms and subsea projects



## 2013 Full Year Objectives Maintained<sup>(1)</sup>

- Group revenue growing 11% to 16% to between ~~€~~9.1 and ~~€~~9.5 billion
- Subsea revenue growing to between ~~€~~4.3 and 4.6 billion, with operating margin<sup>(2)</sup> around 15%
- Onshore/Offshore revenue growing to between ~~€~~4.7 and ~~€~~5.1 billion, with operating margin<sup>(2)</sup> between 6% and 7%

<sup>(1)</sup> year-to-date exchange rates

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

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

Subsea



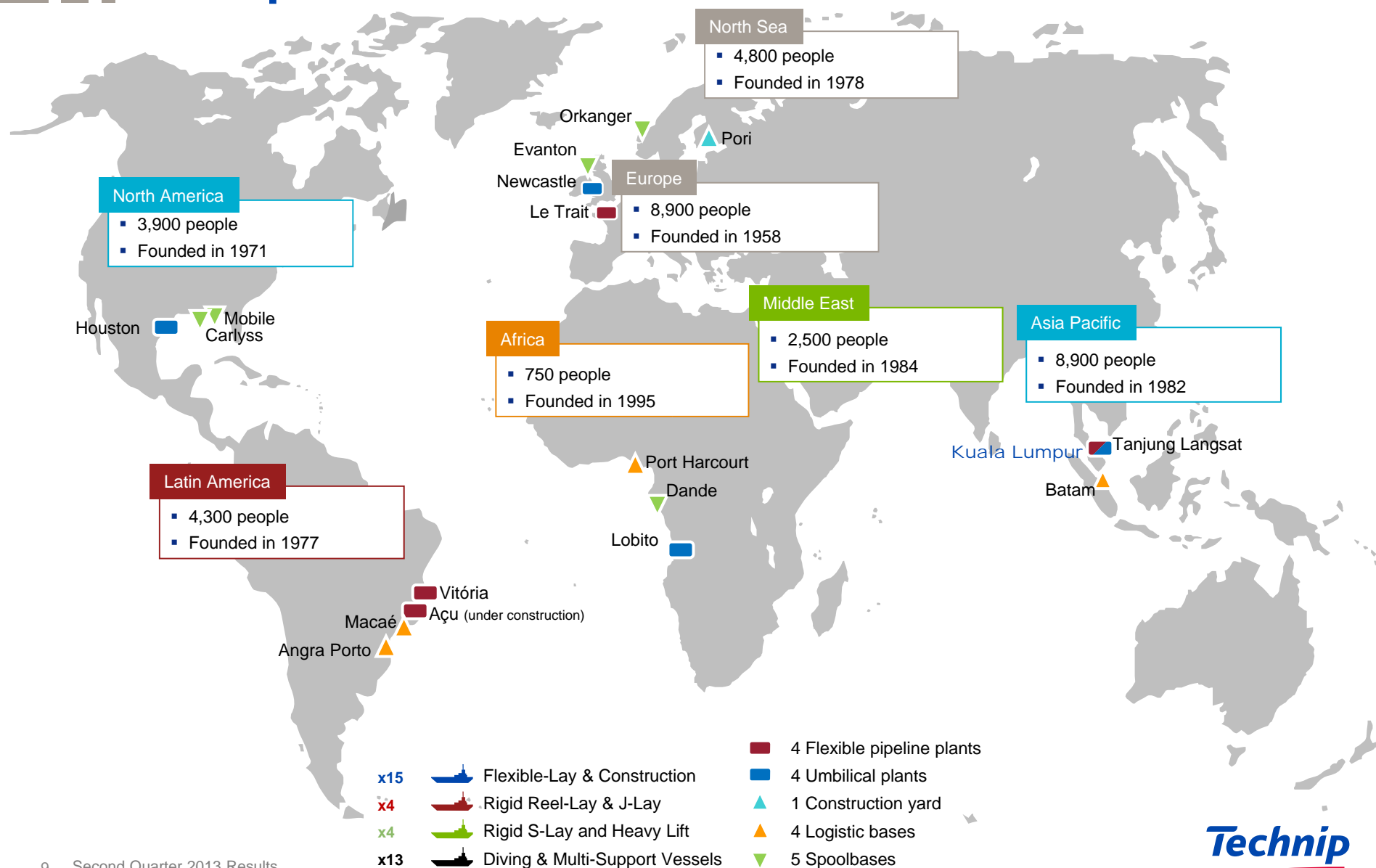
Onshore/Offshore



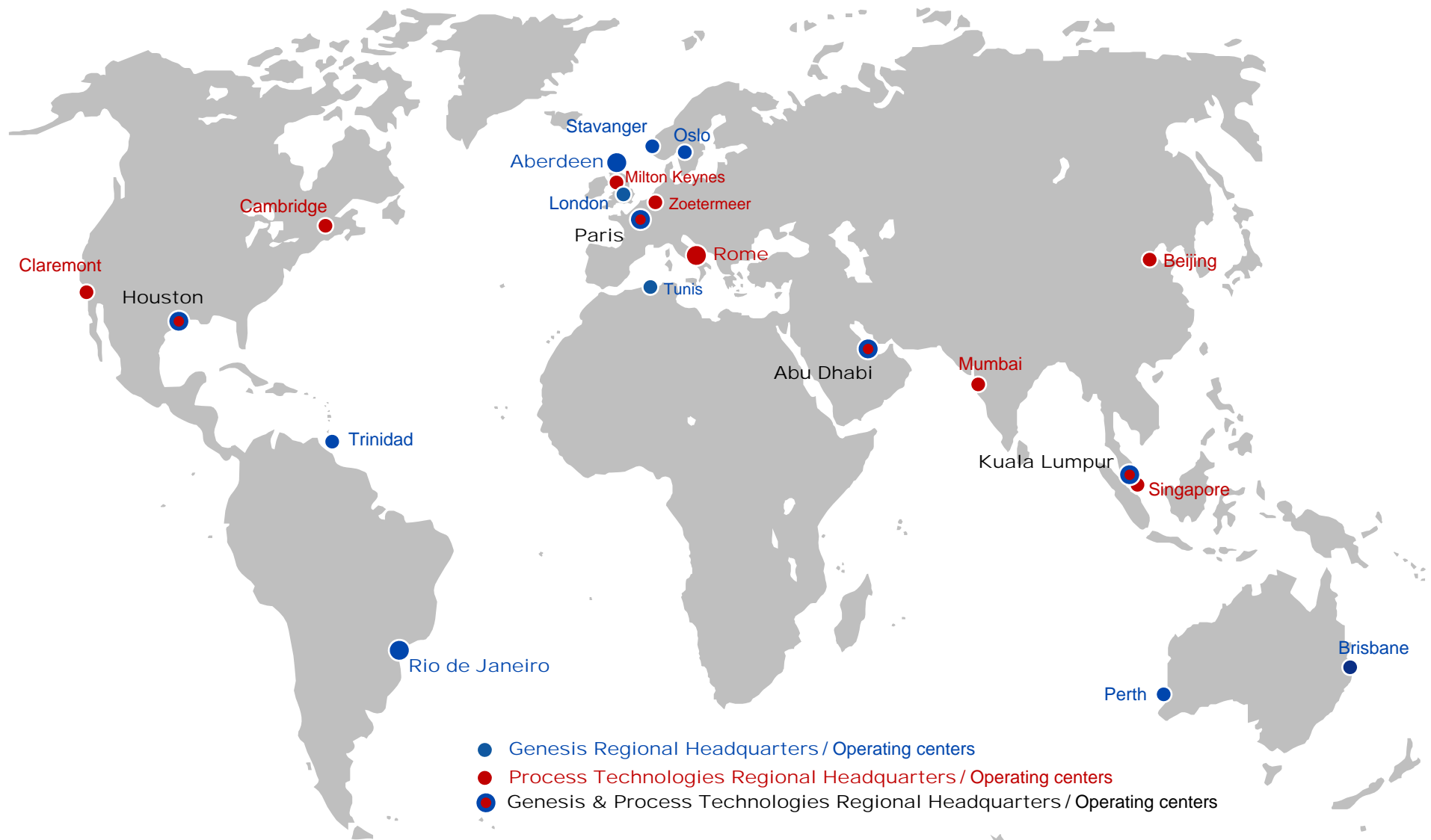
- **Worldwide leadership**
- **Unique vertical integration**
  - R&D
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
- **First class assets and technologies**
  - Technologically Advanced Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
  - 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**



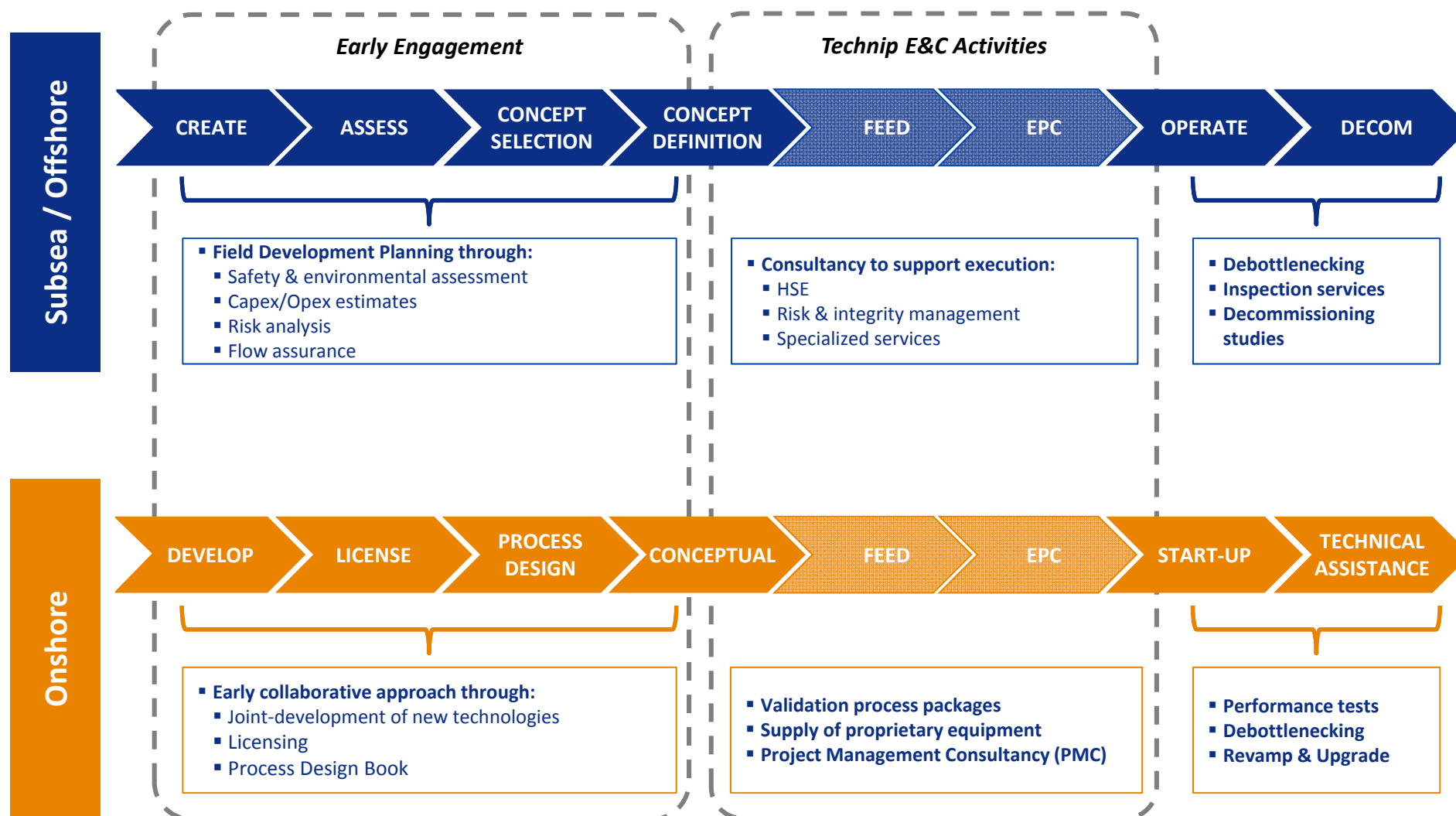
# Global Business with Unique Multi-Local Footprint...



## ...Supporting Early Involvement in Projects



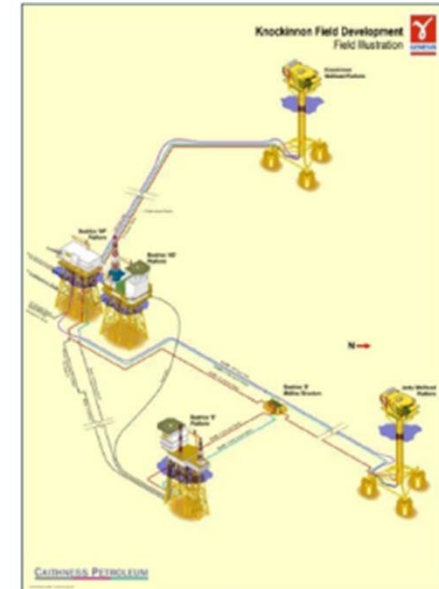
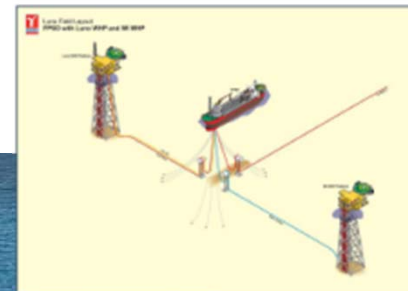
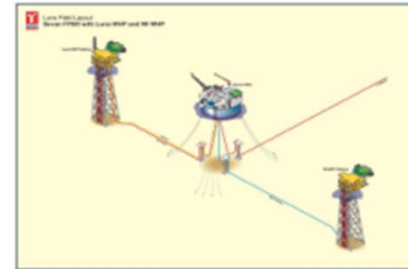
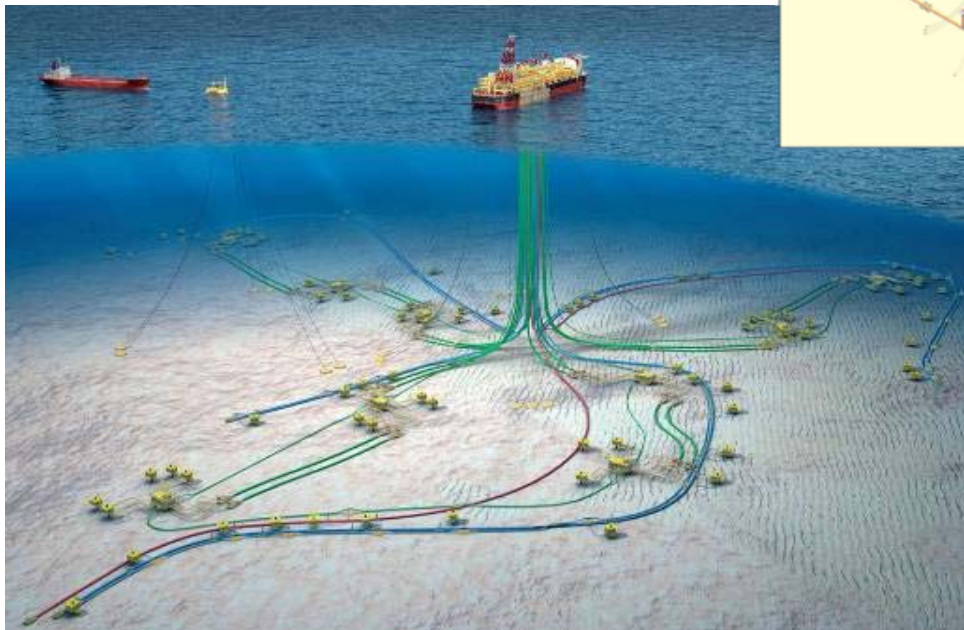
# Early Involvement Improves Likelihood of Successful Project Development and Execution



# Deeper Understanding from Seabed to Surface

## Subsea architects assist clients:

- Identify solutions from seabed to surface
- Define scope of work & specifications
- Evaluate Cost & Schedule
- Assess risks & contingencies
- Select fit for purpose options
- Prepare FEED phase



## New Asset Delivery in 2013: Deep Energy

- Supports subsea developments in ultra deep waters (down to 3,000 m)
- Variety of cranes and winches to support operations in multiple environments
- 2 x 3,000 m work-class ROVs<sup>(1)</sup>
- PLET handling system delivers In-Line Trees, Riser Base Gas Lift Skids, and Riser Hang Off Flex Joints
- Handles rigid pipes up to 18", flexible pipes up to 24" and umbilicals in water depths up to 3,000 m



Deep Energy <sup>(2)</sup>

**One of the largest and fastest pipelay vessels ever built**

(1) ROV: Remotely operated vehicle

(2) Length: 194,5 meters, Speed: 20 knots, Accommodation: 140 people



## New Asset Delivery in 2013: Deep Orient

- Capable of laying flexible pipe & umbilicals in water down to 2,300 m
- Designed to remain stable in a range of loaded conditions, maximizing workability and that of the crane
- 2 work class ROVs<sup>(1)</sup>
- 250 T active heave-compensated / constant tension crane enables the vessel to lift and install with pin-point accuracy
- Large deck space (>1,900 m<sup>2</sup>) for operations in remote locations



Deep Orient <sup>(2)</sup>

**Ideal for subsea construction and long distance flexible pipelay projects in remote locations**

(1) ROV: Remotely operated vehicle

(2) Length: 135,65 meters, Speed: 13 knots, Accommodation: 120 people

# 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>

<sup>(1)</sup> laying capacities

# New Asset Delivery in 2013: Açu Plant

*One of the most technologically advanced plants ever built*

- High-end flexible manufacturing plant dedicated to pre-salt development
- High-tech large diameter flexible pipes
- 3,000 meters water depth for new frontiers
- Expanding Brazil's national content
- Initial start-up at end of 2013
- Plant construction & machinery delivery on-going and on time
- >150 employees gaining experience at Vitória

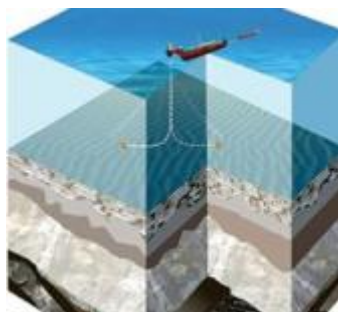


**Açu plant in Brazil**



# Innovative Flexible Pipe Solutions: *Challenging Reservoirs & Ultra Deepwater Developments*

Pre-salt large diameter flexible pipe



Carbon fiber armor flexible pipe



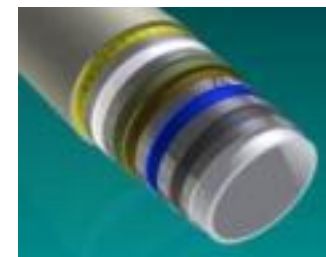
Integrated Production Bundle



Anti H<sub>2</sub>S layer



Smoothbore riser



Deepwater, large diameters, high pressure, strong corrosion performances

Lighter and stronger material with excellent corrosion and fatigue performances

Multi service pipe: production, gas lift, power, heating, monitoring and chemical injection

Cost effective solution for highly corrosive fluids

Internal layer designed to eliminate noise and vibration for dry gas risers

Guara & Lula Nordeste: 2,250m water depth, 552 bars

Reduce pipelay vessel capacity requirements

Improve flow assurance

Top tension reduction by up to 35%<sup>1</sup> relative to sour service

Ensure riser and topside integrity, while reducing pressure drop

<sup>1</sup> 8-inch flexible riser in a water depth of 2,500 meters (design pressure of 350 bars)

# Offshore Solutions

## SPAR



Lucius SPAR sail away to Gulf of Mexico

- Solution for harsh waters
- 15 delivered out of 17, plus 2 ongoing projects

## Floating LNG






Prelude FLNG, Australia

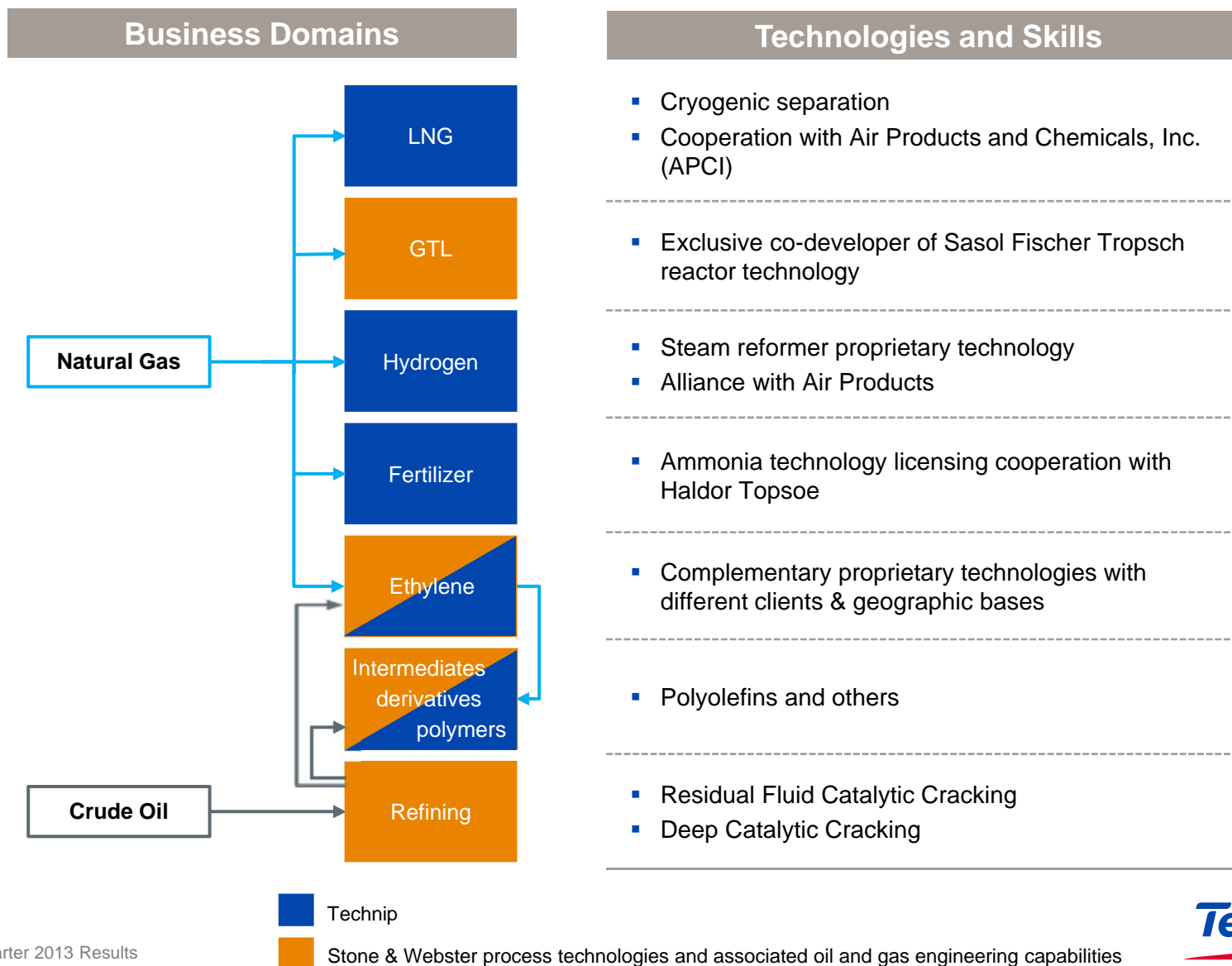
- World's first references under construction
- Breakthrough: develop remote gas reserves



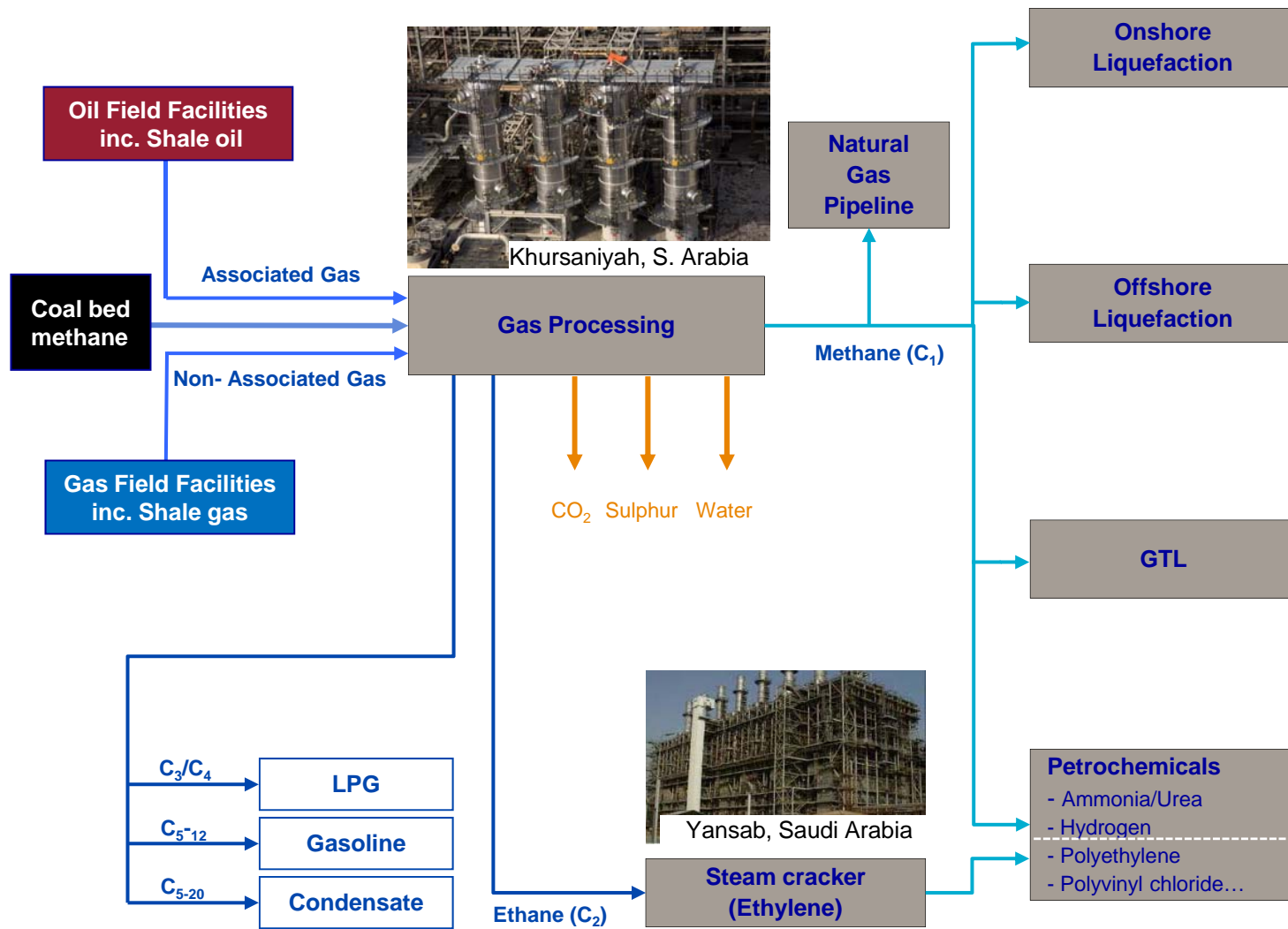
# LNG, FLNG & GTL Investment Drivers

FLNG	LNG	GTL
		
<ul style="list-style-type: none"> <li>▪ Ideal for reserves located far offshore in deep water</li> <li>▪ Economically attractive in areas with high onshore construction costs</li> <li>▪ Potential for reduction of overall field development time</li> <li>▪ Development of small fields with relocation</li> <li>▪ Monetize offshore associated gas versus re-injection or flaring</li> </ul>	<ul style="list-style-type: none"> <li>▪ High demand for LNG worldwide</li> <li>▪ Marketing flexibility vs pipelines</li> <li>▪ Technology readily available under license with well developed service industry</li> <li>▪ Good returns through long term sales agreements</li> <li>▪ Access to resources for IOC's</li> </ul>	<ul style="list-style-type: none"> <li>▪ Economically attractive with an increasing spread between oil and gas prices</li> <li>▪ Regions close to consumer markets and/or without direct sea access</li> <li>▪ Lower product distribution costs</li> <li>▪ Alternative solution to monetize gas for investors with technology</li> </ul>

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



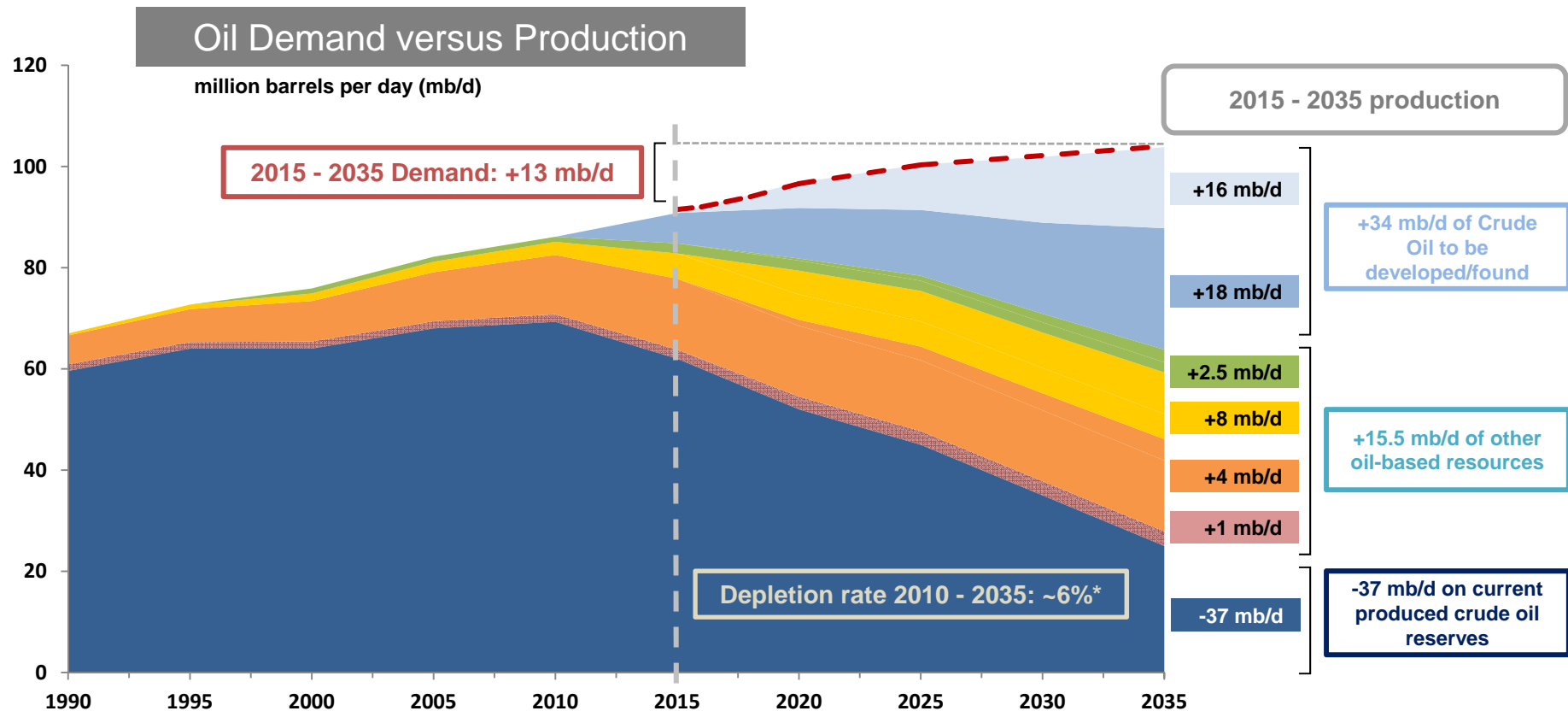
# Opportunities all Along the Gas Value Chain



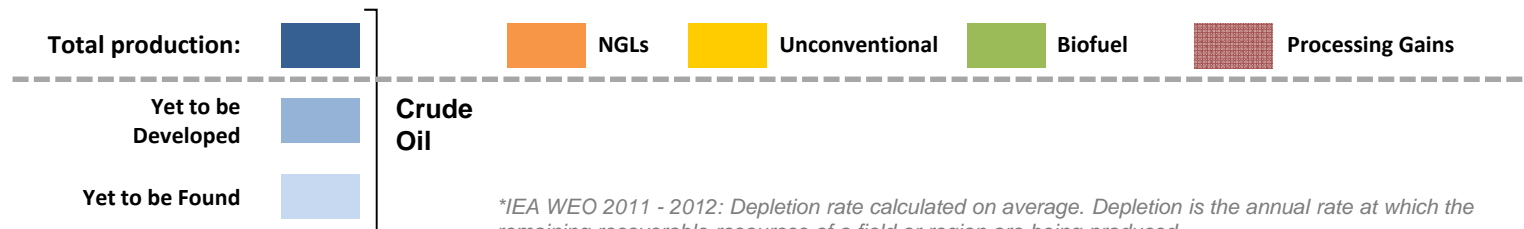
# Business Environment



# Solid Fundamentals for Oil & Gas Industry



--- Estimated Oil Demand



\*IEA WEO 2011 - 2012: Depletion rate calculated on average. Depletion is the annual rate at which the remaining recoverable resources of a field or region are being produced.



# Business Environment

## North America

- Upswing in US Gulf of Mexico
- US shale gas driving downstream investments and LNG FEEDs
- Upgrades & brownfield prospects

## North Sea

- High level of subsea awards continues
- Larger & more complex projects
- Increase in platform activity

## Middle East

- Sustained volume of activity
- Good opportunities offshore, subsea & downstream

## Africa

- Momentum building in West Africa subsea
- New discoveries to drive future onshore & offshore developments

## Latin America

- Growing visibility in Brazil with post-salt & pre-salt developments
- Technology choices & necessary assets

## Asia Pacific

- Emerging deeper water prospects
- GDP growth drives refining, petrochemicals and fertilizer investments
- New Australian gas projects continue, onshore developments less certain



# Our Strategic Framework

**To Deliver Sustainable &  
Profitable Growth**

**Well diversified, profitable backlog**

**Key differentiating assets**

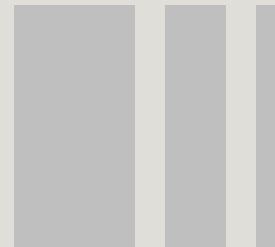
**Technology**

**Execution capability**

**Vertical integration**

**National content**

# Annex





# Second Quarter 2013 Highlights

## Financials

- **Revenue** grew by 18.1%<sup>(1)</sup>, to €2.4 billion
- **Group Operating margin**<sup>(2)</sup> at 10.0%
- **Net income** grew 19.4%<sup>(1)</sup>, to €162.4 million
- **EPS**<sup>(3)</sup> grew 17.8%, to €1.35 per share
- €15.2 billion **backlog**, with €2.8 billion **order intake**

## Achievements

- Solid margins in both segments
- First projects completed for **Deep Orient** vessel
- Portfolio **diversification** maintained:
  - **Iracema Sul, Brazil:** Flexible pipes for the pre-salt
  - **Pacific LNG, Canada:** Early involvement, know-how intensive
  - **P-76 FPSO, Brazil:** Engineering & Integration of topsides

<sup>(1)</sup> year-on-year

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

<sup>(3)</sup> diluted Earning Per Share: 124,410,586 outstanding shares

# Second Quarter Order Intake

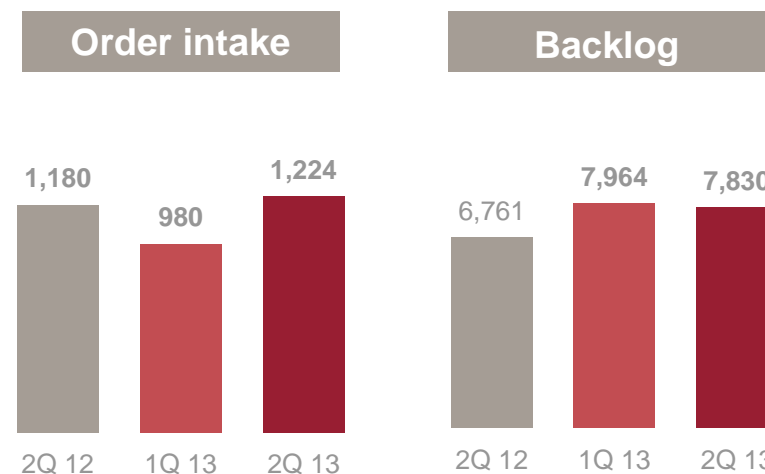
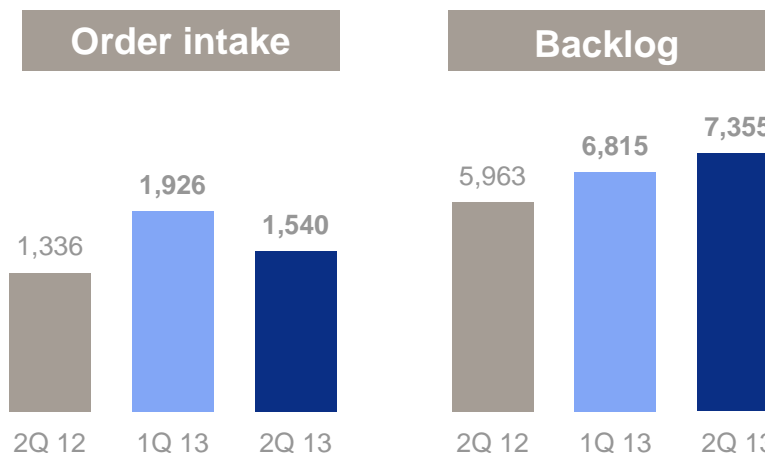
## ■ Subsea

- Iracema Sul pre-salt flexible pipes, Brazil
- South White Rose Extension field, Canada
- Egina umbilicals & flexible pipes, Nigeria
- Exxon Mobil Julia EPCI, US Gulf of Mexico
- Snøhvit CO<sub>2</sub> project, Norway

## ■ Onshore/Offshore

- Bahrain refinery brownfield for third SRU<sup>(1)</sup>
- P-76 FPSO, Brazil
- Pacific LNG FEED, Canada
- Zhuhai Purified Terephthalic Acid plant, China
- Yamal LNG, Russia, early works

€ million



<sup>(1)</sup>Sulfur Recovery Unit



# Second Quarter Subsea Operations

€ million

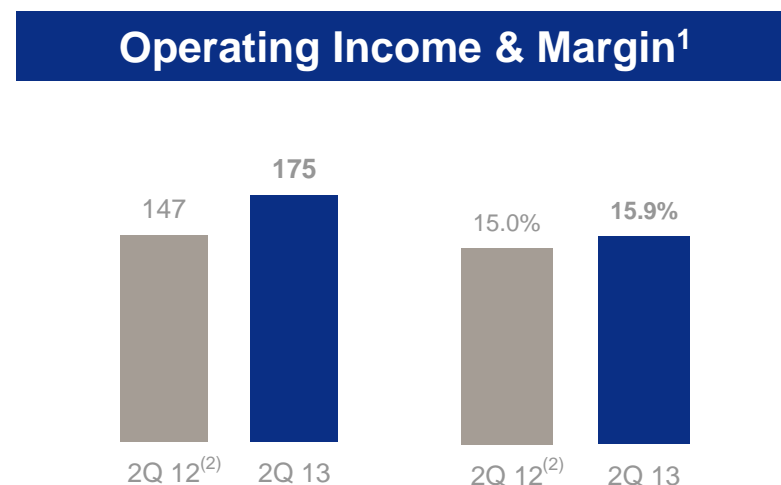
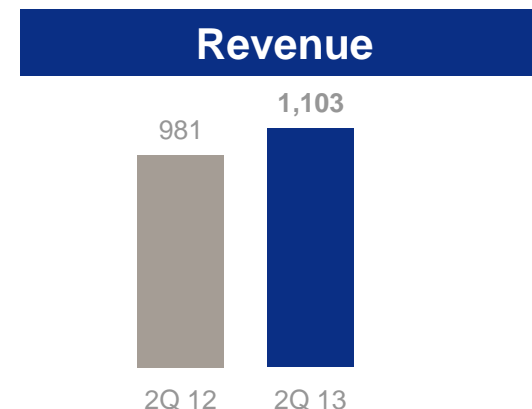
- **Engineering / Procurement ramp-up on large, new projects**

- Moho Nord, Congo
- Sapinhoa flexible pipes supply, Brazil
- Quad 204, UK
- Bøyla, Norway
- Julia, US Gulf of Mexico

- **2013 offshore operations on-going**

- Åsgard subsea compression, Norway
- Golden Eagle, UK
- Brynhild, Norway
- GirRI phase 2, Angola
- Liuhua, China

- **Vessel utilization rate: 84%**



(1) from recurring activities  
(2) restated

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# Second Quarter Onshore/Offshore Operations

€ million

## ■ Upstream

- Lucius Spar, US Gulf of Mexico
- Malikai TLP, Malaysia
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway

## ■ Gas, LNG & FLNG

- Petronas FLNG, Malaysia
- Prelude FLNG, Australia
- Other FLNG FEEDs, Australia/Asia

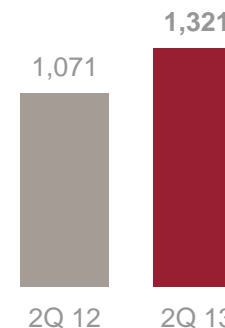
## ■ Refining

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

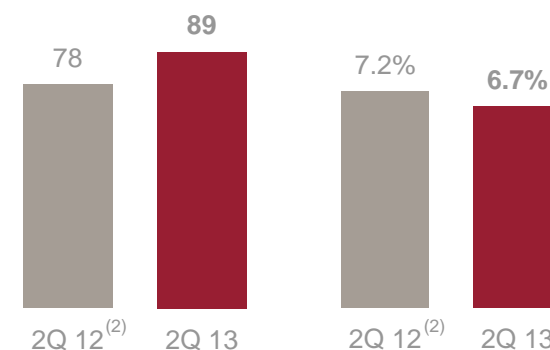
## ■ Petrochemicals

- Ikra vinyl plant, Russia
- Etileno XXI, Mexico

### Revenue



### Operating Income & Margin<sup>1</sup>



(1) from recurring activities  
(2) restated

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# Group Financial Highlights

€ million	2Q 12 <sup>(1)</sup>	2Q 13	Year-on-year change
<b>Revenue</b>	<b>2,052.2</b>	<b>2,423.6</b>	+18%
EBITDA <sup>(2)</sup>	257.3	294.4	+14%
<i>EBITDA Margin</i>	12.5%	12.1%	
<b>Operating Income<sup>(3)</sup></b>	<b>207.3</b>	<b>242.0</b>	+17%
<i>Operating Margin<sup>(3)</sup></i>	10.1%	10.0%	
Non-Current Operating Result	(3.0)	-	
Financial Result	(18.9)	(10.7)	
<b>Income / (Loss) before Tax</b>	<b>185.4</b>	<b>231.2</b>	
Effective Tax Rate	26.3%	29.3%	
<b>Net Income</b>	<b>136.0</b>	<b>162.4</b>	+19%
<b>Diluted Earning Per Share<sup>(4)</sup></b>	<b>1.14</b>	<b>1.35</b>	+18%

<sup>(1)</sup> restated

<sup>(2)</sup> calculated as operating income from recurring activities before depreciation and amortization

<sup>(3)</sup> from recurring activities

<sup>(4)</sup> diluted number of shares: 124,410,586 outstanding shares



## Cash flow

€ million	3 Months
<b>Net Cash Position as of March 31, 2013</b>	<b>(90.9)</b>
Cash Generated from / (Used in) Operations	257.7
Change in Working Capital Requirements	(75.1)
Capital Expenditures	(170.8)
Dividends paid	(186.0)
Other including FX Impacts	(6.1)
<b>Net Cash Position as of June 30, 2013</b>	<b>(271.2)</b>

- **Better balance between spending on existing projects and contract advances**
- **Strong capex ramp-up of €282 million for 1H13**
- **Dividend amount grew by nearly 8%**
- **€17 million share buybacks during 2Q13 and €108 million over the last 12 months**



## Diversified Backlog by Contract Size and Type

### Subsea

- **€7.4 billion backlog**
- **Moho Nord added over €1 billion, our largest project**
- **Next largest projects:**
  - Iracema Sul, Brazil
  - Mariscal Sucre, Venezuela
  - Quad 204, UK
- **Over 15 projects in €100 - 350 million**
- **~70 projects in €10 - 100 million**

### Onshore & Offshore

- **€7.8 billion backlog**
- **Largest projects:**
  - Prelude FLNG, Australia
  - Etileno XXI, Mexico
  - Martin Linge, Norway
- **~15 projects in €100 - 600 million**
- **Over 50 projects in €10 - 100 million**





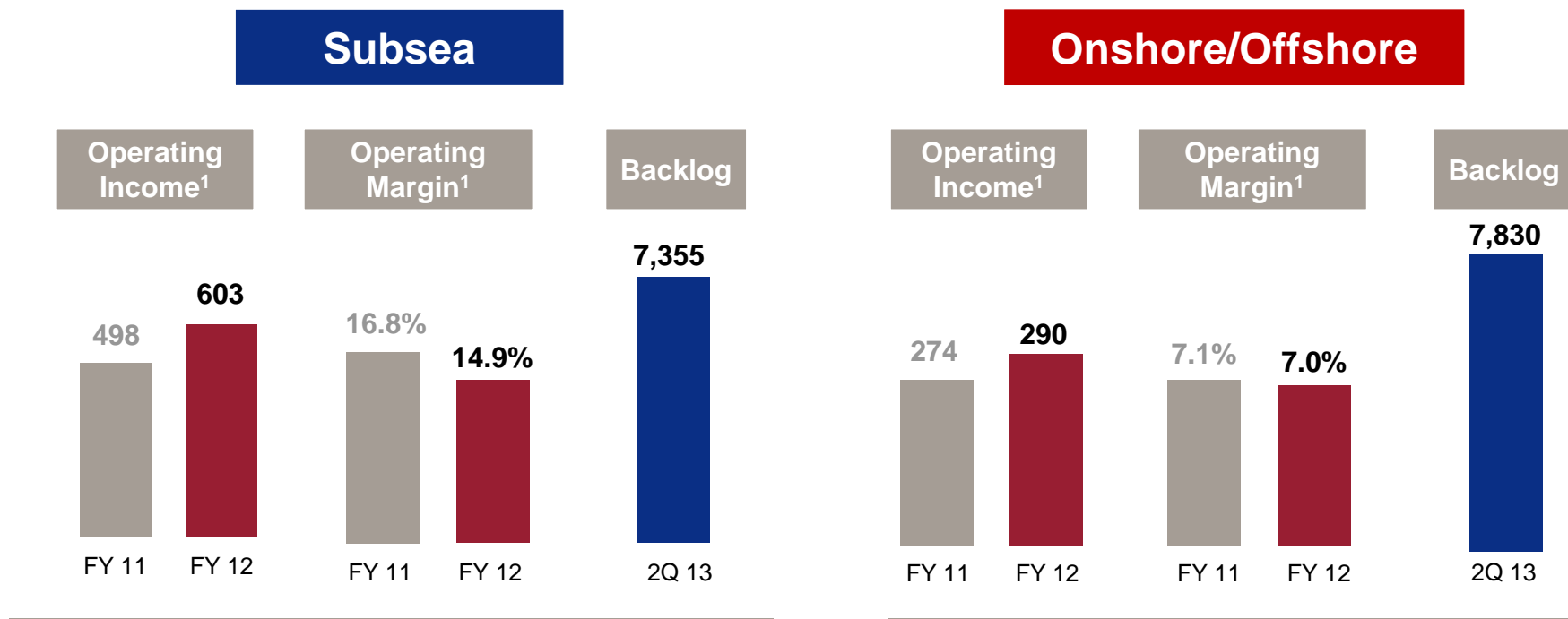
## Backlog Visibility<sup>(1)</sup>

€ million	Subsea	Onshore / Offshore	Group
2013 (6 months)	1,938	2,453	4,391
2014	2,485	3,136	5,621
2015 and beyond	2,932	2,241	5,173
Total	7,355	7,830	15,185

<sup>(1)</sup> Backlog estimated scheduling as of June 30, 2013

10

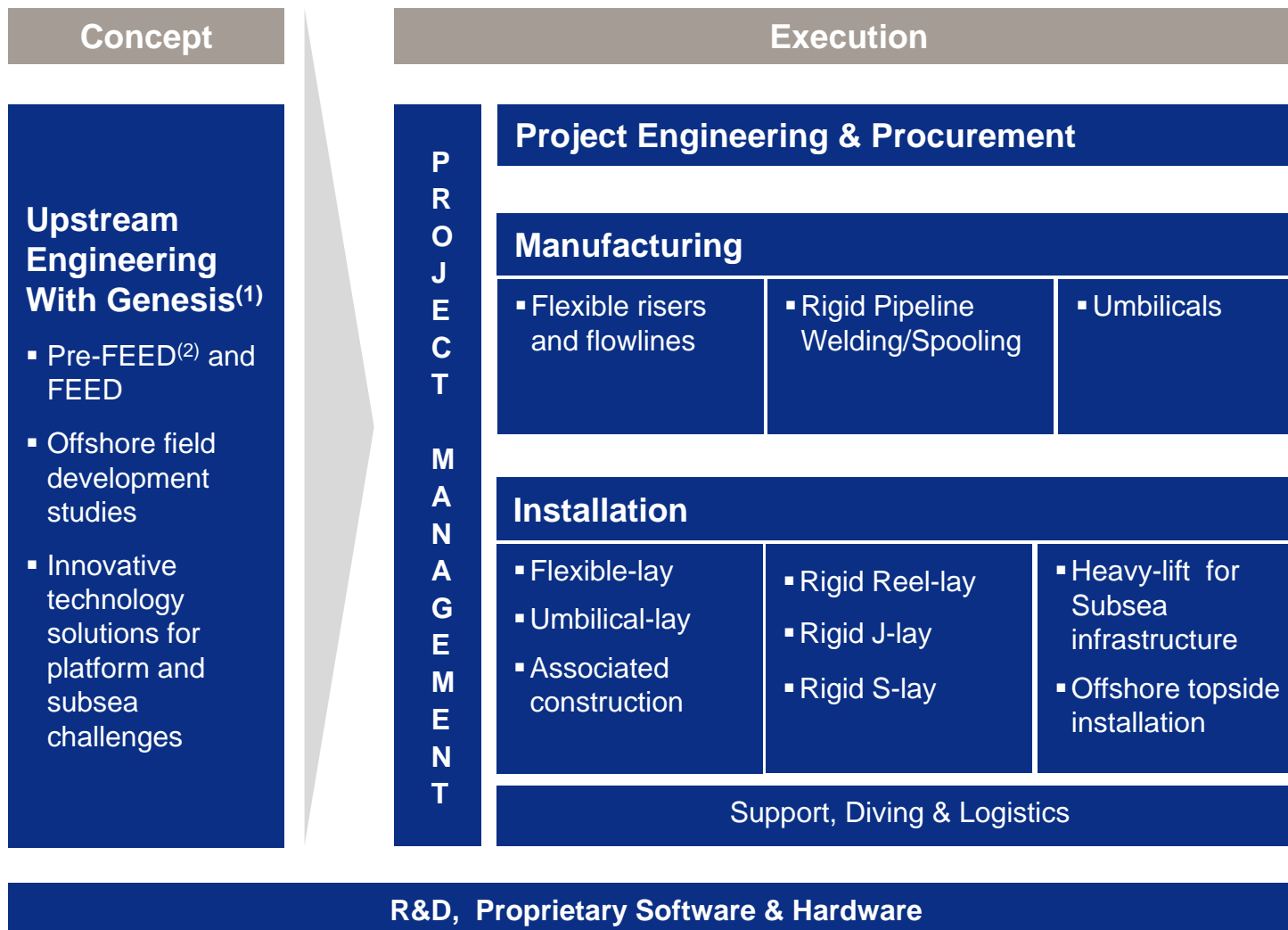
€ million



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

(1) *from recurring activities*

# 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 1,300 dedicated Engineers and Designers**

# Investment in Key Subsea Assets

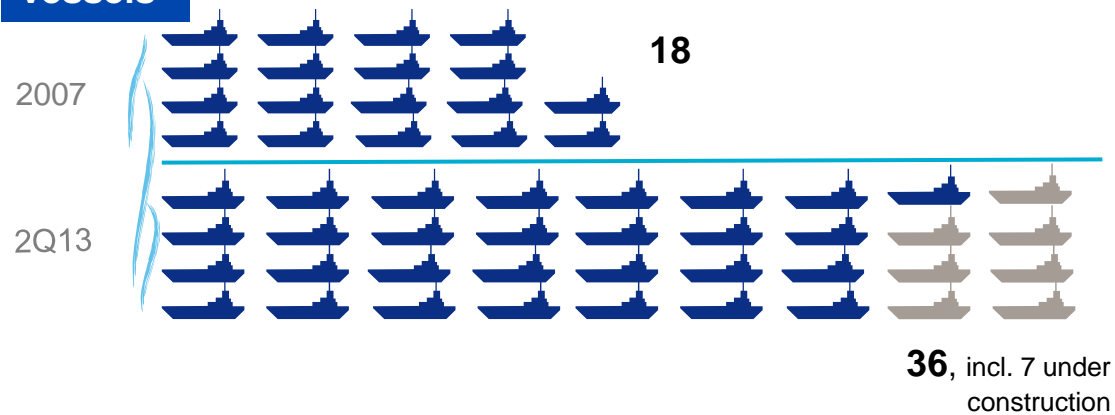
## Plants



## New long-term charters



## Vessels



As of June 30, 2013

# High Performing Fleet

## Flexible Lay & Construction 15 units

Deep Orient



Skandi Niteroi & Vitoria



2 x 550t PLSVs<sup>2</sup>



4 New PLSVs<sup>2</sup>



## J-Lay Rigid Reel Lay 4 units

Deep Energy



Deep Blue



Apache II



Chickasaw



## S-Lay Heavy Lift 4 units

G1200



G1201



Hercules



Iroquois



## Diving Multi Support Vessel 13 units

Skandi Arctic



Skandi Achiever



Global Orion



Alliance



<sup>1</sup> As of June 30, 2013

<sup>2</sup> Part of 7 vessels under construction



# Flexible Pipe Manufacturing Plants

**Flexi France**  
Le Trait, France



**Asiaflex Products**  
Tanjung Langsat, Malaysia



**Flexibrás**  
Vitória, Brazil



**Port of Açu**  
Açu, Brazil



# Umbilicals Manufacturing Plants



# Offshore Manufacturing & Logistic Bases



**Mobile, Alabama, USA**



**Orkanger, Norway**



**Evanton, UK**



**Carlyss, Louisiana, USA**



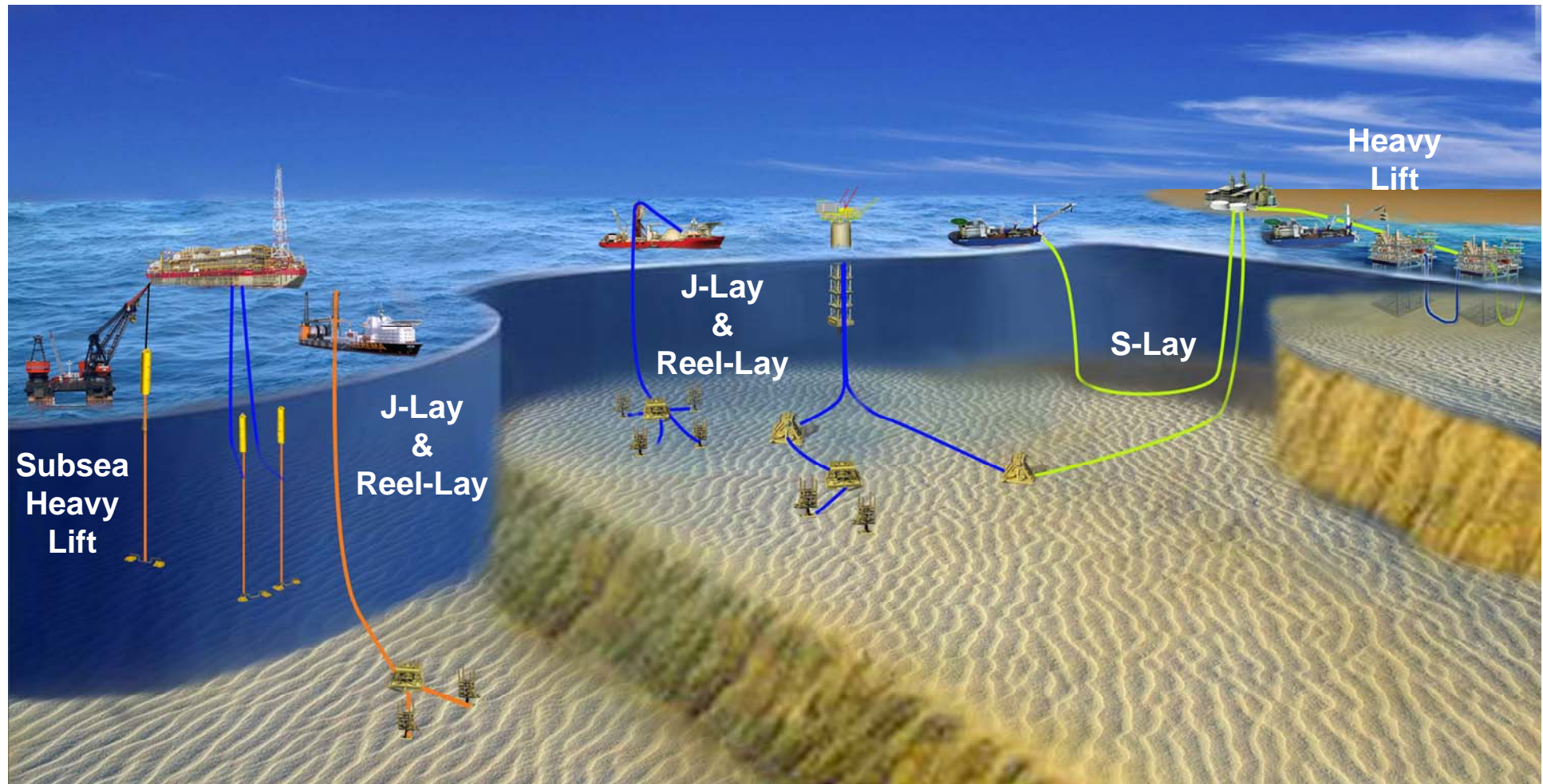
**Dande, Angola**



**Port of Angra, Brazil**



# Very Broad Execution Capabilities in Subsea



Ultra-deep water infield lines  
(Very high tensions: alliance with Heerema)

Deepwater infield lines

Deep-to-shore

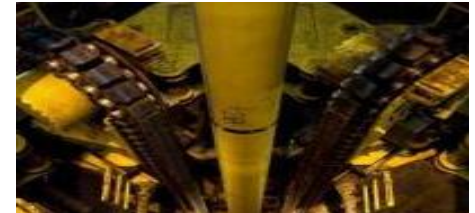
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# Ultra-Deepwater Challenges

Deeper water and  
heavier pipes



Vessels with higher tension pipe  
laying capacities



Heavier subsea equipment



Vessels with higher  
lifting/abandonment capacity



Larger developments  
with contracting interfaces  
increasingly difficult to manage  
by operators



Increasing use of EPCI contracts  
requiring extensive project  
management and execution  
experience



Increasing  
QHSE<sup>1</sup> requirements



State-of-the-art vessels and  
experienced project  
management required



<sup>1</sup> Quality, Health, Safety & Environment

# Helping Clients to Develop Ultra-deepwater Fields

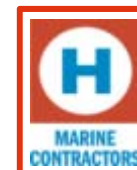
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- Geographical footprint covers key subsea markets worldwide (engineering, sales & business development, yards, spoolbases, flexible & umbilical plants)
- Track record in engineering & project management of complex projects
- Financial strength to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



# 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

# 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>▪ Braskem / Idesa Ethylene XXI, Mexico</li> <li>▪ Reliance cracker, India</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> </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>▪ McKee &amp; Memphis refineries, 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

# 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**



G1201



Deep Orient

## Key Projects

- Woodside GWF, Subsea, Australia
- Prelude FLNG, Onshore/Offshore, Australia
- FLNG FEED, Onshore/Offshore, Malaysia
- Biodiesel plant, Onshore/Offshore, Singapore

<sup>1</sup> 8.5% participation

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

## Technip in Asia Pacific

- ~8,900 people
- Founded in 1982



Asiaflex, Malaysia

- Regional Headquarter / Operating centers
- Flexible & umbilical manufacturing plant
- ▲ Logistic base

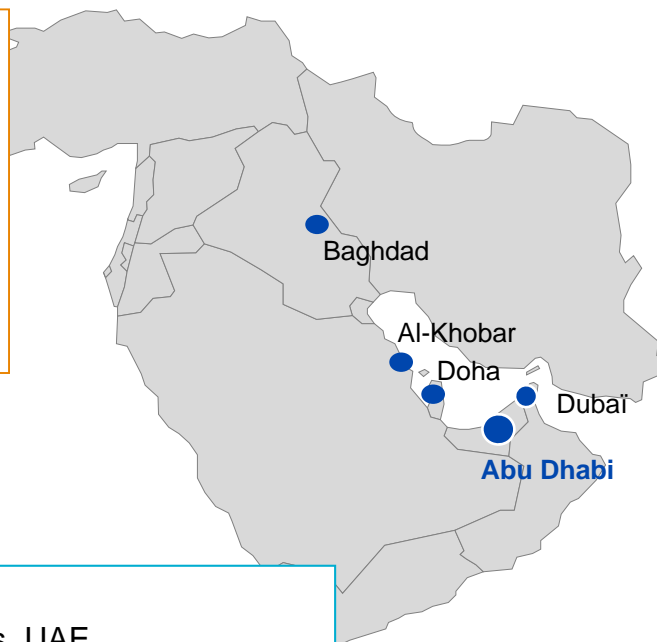
As of June 30, 2013

**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



## Technip in Middle East

- ~2,500 people
- Founded in 1984

## 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
- KGOE Export Pipeline, Saudi Arabia and Kuwait



Asab 3, UAE



Upper Zakum 750+, UAE  
As of June 30, 2013

**Technip**

# 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**



Deep Blue<sup>1</sup>



Chickasaw



Pioneer

## Key Projects

- Reel-lay tie-backs in the Gulf of Mexico
- Lucius Spar, Gulf of Mexico
- BP 10-year spar agreement, Gulf of Mexico
- Shell subsea engineering frame agreement with Genesis, US & Brazil
- Recurring activities, US & Mexico
  - Light reel-lay
  - Inspection, repair & maintenance, diving support & surveys

## North America

- ~3,900 people
- Founded in 1971



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

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



Lucius Spar, Gulf of Mexico



Mobile spoolbase, USA



Duco umbilical plant, USA

As of June 30, 2013

**Technip**



# 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**



Skandi Arctic



Apache II



Alliance



Wellservicer



Orelia

## Technip in North Sea

- ~4,800 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

## Key Projects

- Quad 204, EPCI, UK
- Islay, ETH-PIP<sup>1</sup> EPCI, UK
- Åsgard Subsea Compression, Norway
- Åsgard Hot Tap, 1<sup>st</sup> remote retrofit tee hot-tap operation, Norway
- Bøyla, PIP<sup>2</sup> EPCI, Norway

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

As of June 30, 2013

<sup>1</sup> ETH-PIP: Electrically Trace Heated Pipe-In-Pipe

<sup>2</sup> PIP: Pipe-In-Pipe

**Technip**



# Brazil: Building upon Solid & Profitable Business

## Differentiating Assets & Activities

- **Wide range of assets:**
  - High-end manufacturing plants: Flexibras and Açú (world's most technologically advanced plant)
  - Nine Flexible Pipelay vessels (PLSVs) on long-term charters including under construction:
    - two 650 ton: Norway
    - two 300 ton: Brazil
    - two 550 ton: Korea
- **Commitment to R&D:** taking pre-salt development further
- **Vertical integration:** providing supply chain & logistic solutions

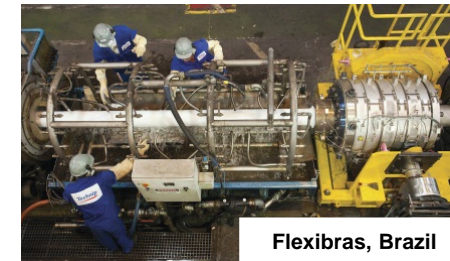


- Regional Headquarter / Operating centers
- Manufacturing plants (flexible pipelines)
- ▲ Port and Logistic bases

## Technip in Brazil

**+35 years**

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



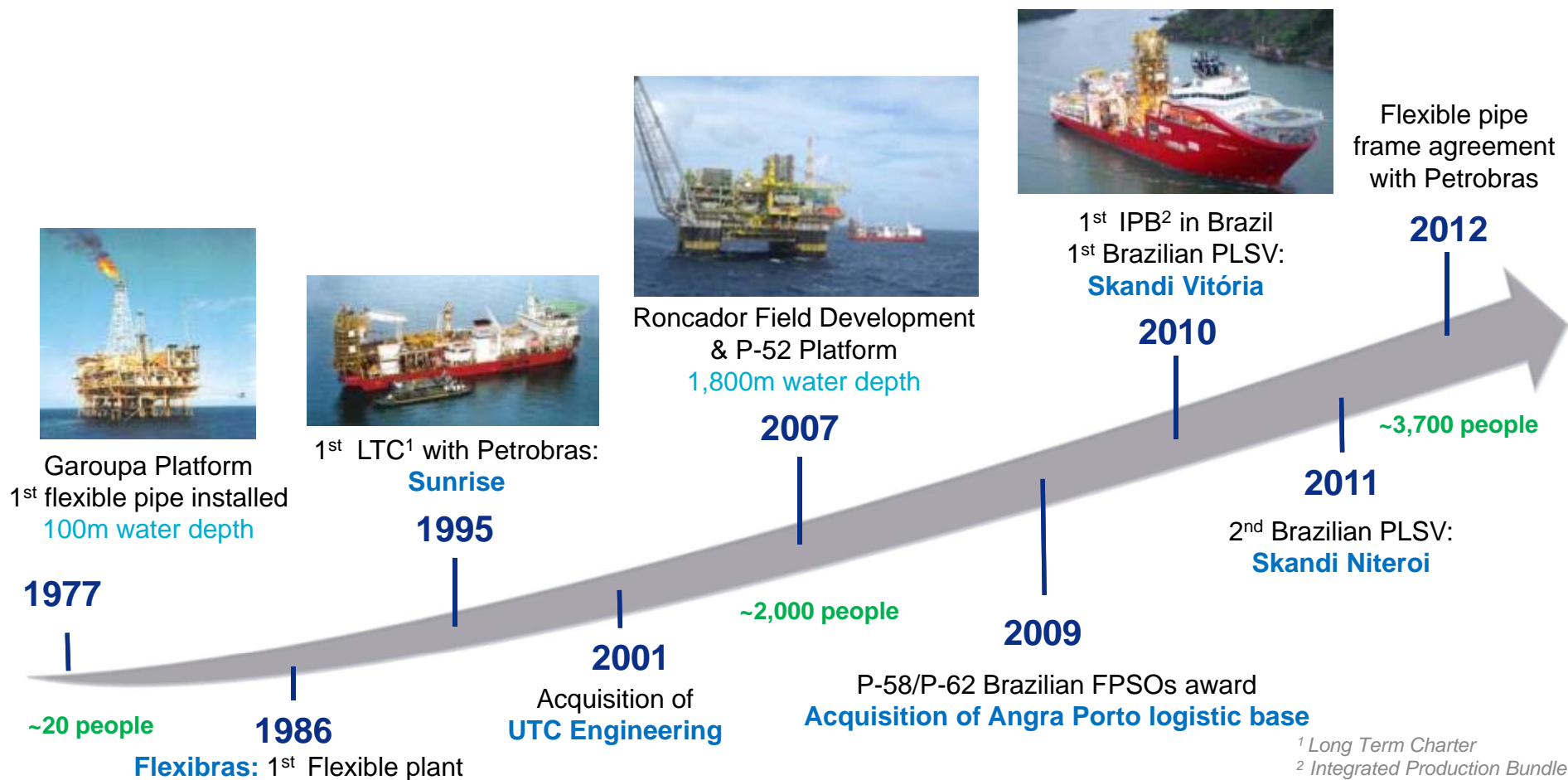
Flexibras, Brazil

## Key Projects & Awards

- **Iracema Sul, Sapinhoá & Lula Nordeste**
  - 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**

**Technip**

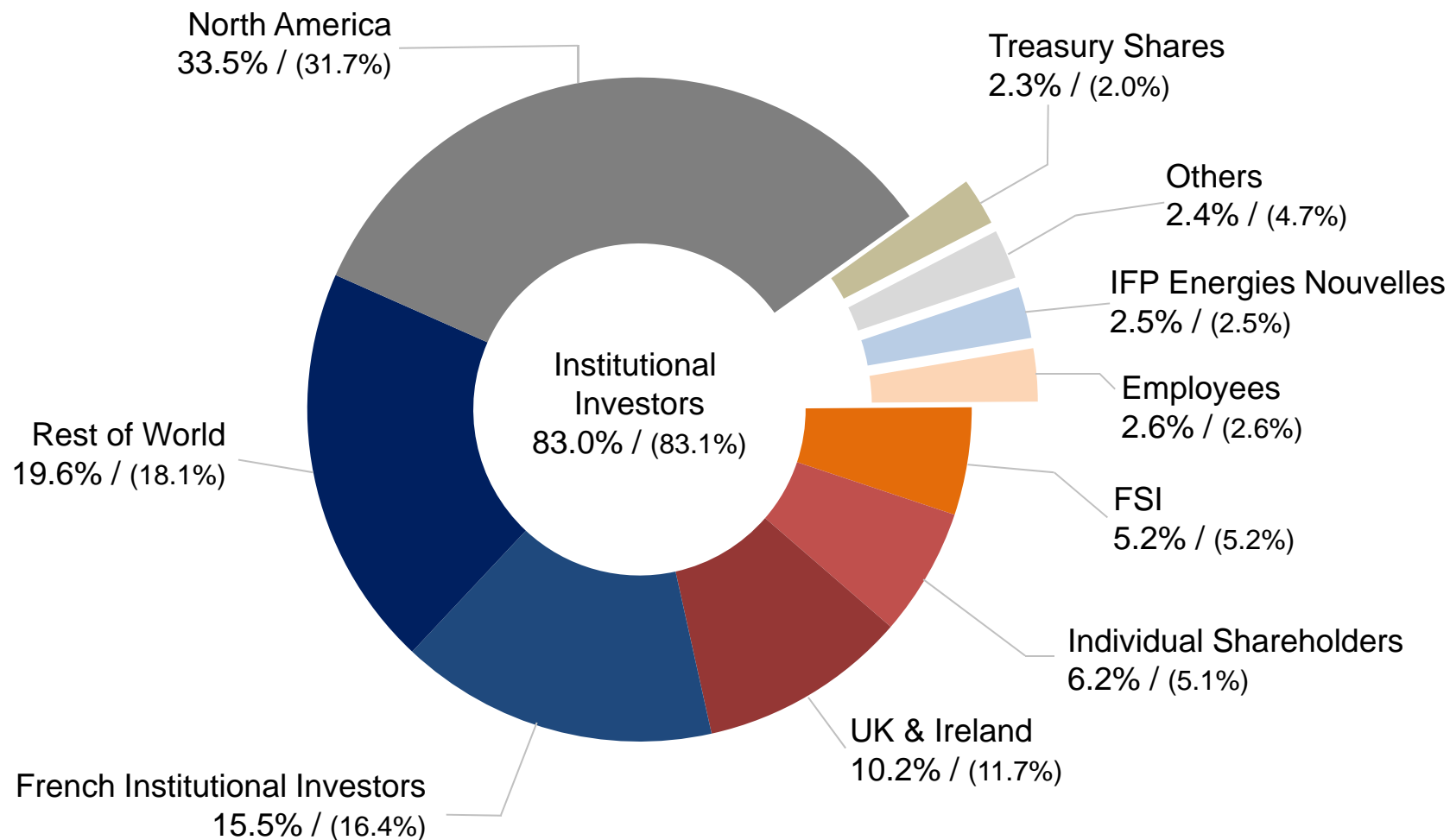
# Technip in Brazil: Steady Development to Provide Unmatched Local Content



As of June 30, 2013

**Technip**

## Shareholding Structure, May 2013 (Nov. 2012)



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, May 2013



## Technip's Share Information



**Euronext**

NYSE Euronext

**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**

**Private Placement Notes: ISIN: FR0010828095**





## 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