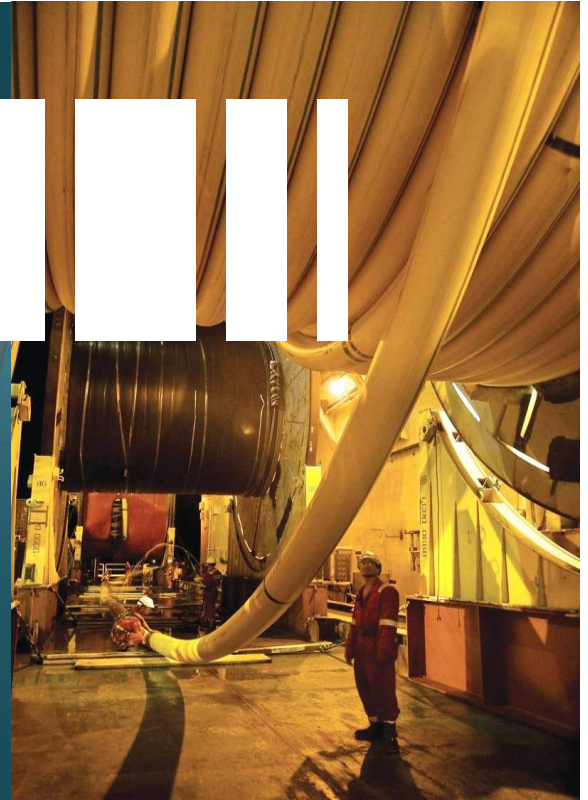


# Building Solutions for the Energy Industry



**Alain Marion**, Senior VP Subsea Assets & Technology

Société Générale, Paris, November 28, 2012

# 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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# 1. 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
- To date, over 35,000 people in 48 countries
- 2011 Revenues: €6.8 billion; 2011 Operating margin<sup>1</sup> above 10% for the 3<sup>rd</sup> year



<sup>1</sup> from recurring activities

# Serving Oil & Gas Clients in Their Production & Downstream Activities

Subsea



Onshore/Offshore



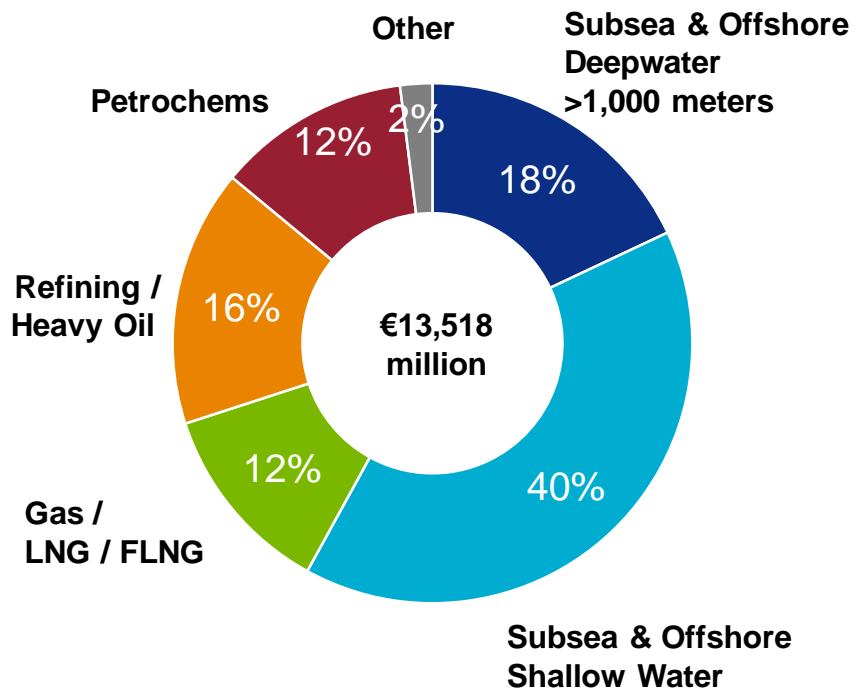
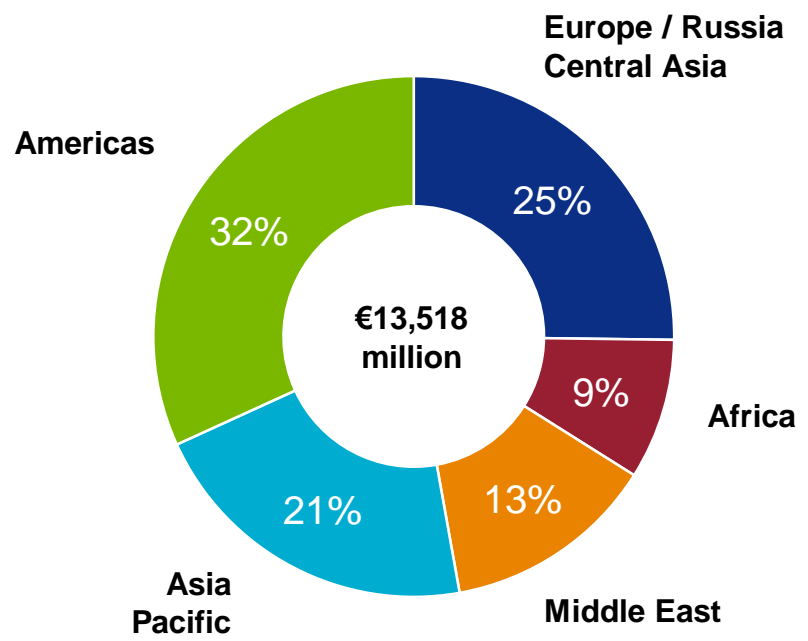
- **Worldwide leadership**
- **Unique vertical integration**
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
  - R&D
- **First class assets and technologies**
  - Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
- **Proven track record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

# Diversified Backlog Across Regions and Markets

As of September 30, 2012

**Backlog by geography**

**Backlog by market split**



## 2. Continuously Invest in Technology

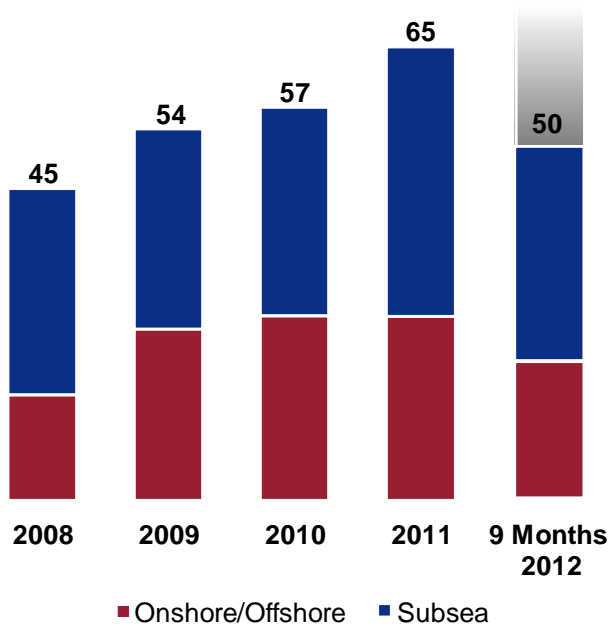




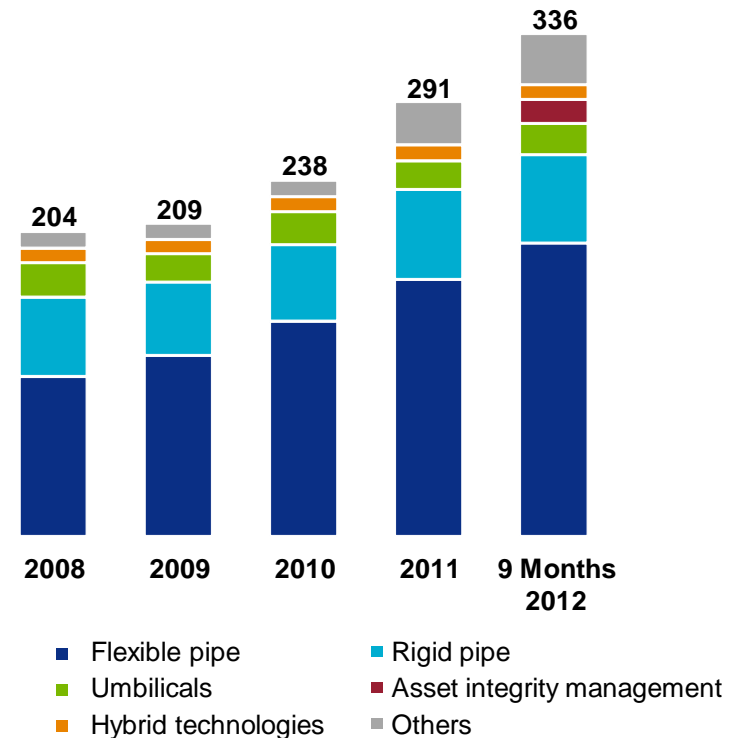
# Strong Commitment to Research & Development

## R&D investments

€ million\*



## Subsea R&D engineers



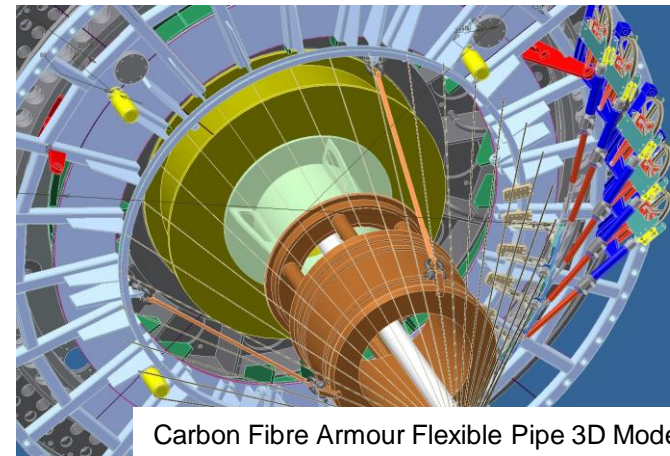
\*Excluding Tax Credit

# Recent Technological Advances

- Innovative flexible pipe solutions
- Leveraging our reel-lay expertise
- Asset integrity & in-situ monitoring
- Well-head to platform



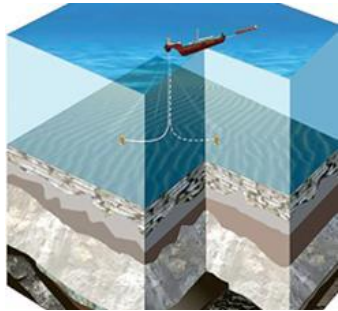
Hyperbaric Chamber Collapse Test



Carbon Fibre Armour Flexible Pipe 3D Model

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

Pre-salt large diameter flexible pipe



Carbon fiber armor flexible pipe



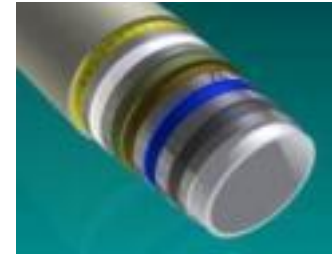
Integrated Production Bundle



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 & vibration for dry gas risers

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

Reduce pipelay vessel capacity requirements

Improve flow assurance

Top tension reduction by up to 35%\* relative to sour service

Ensure riser and topside integrity, while reducing pressure drop

# Leveraging our Rigid Reel-lay Expertise: *Flow Assurance and Challenging Reservoirs*

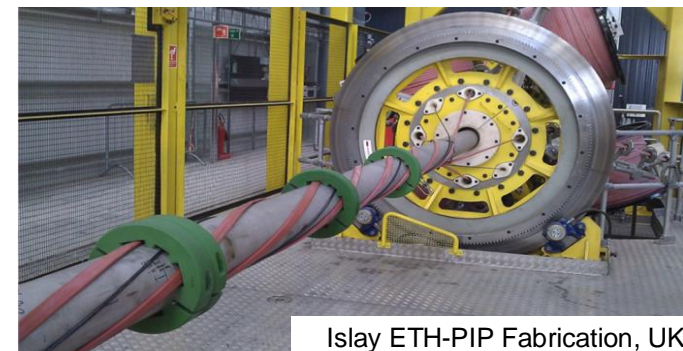


Deep Blue Loading Pipe on Dande Spoolbase, Angola

- **Reeled Pipe-in-pipe**
  - Passive insulation to improve flow assurance with high level of local content
  - Worldwide references since 1989 in +2,000m of water depth
- **Reeled Electrically Heated Pipe-in-pipe: ETH-PIP**
  - Active heating solution to improve flow assurance and reduce energy requirements
  - 1<sup>st</sup> application: Islay, UK, delivered in 2012
- **Reeled Mechanically Lined Pipe**
  - Cost-effective solution for corrosive products
  - 1<sup>st</sup> application: Nexen Golden Eagle, UK, awarded in 2012



Canapu Pipe-in-pipe on Mobile Spoolbase, USA



Islay ETH-PIP Fabrication, UK

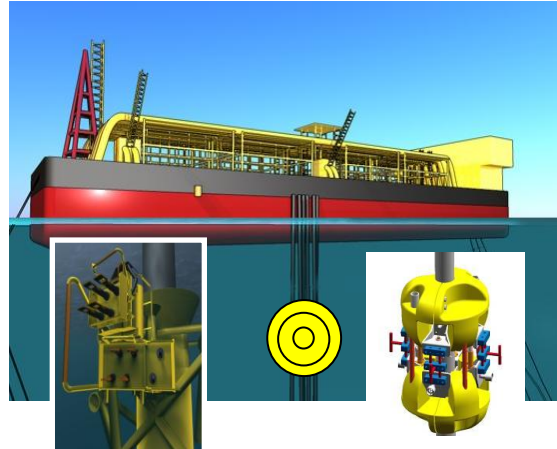
# Asset Integrity & In-situ Monitoring: Increased Focus on Life of Field Operations

## Floaters, buoys & mooring systems



- Anchor leg & mooring line monitoring systems
- Tension anchor leg monitoring, Stress & inclination measurement
- 1<sup>st</sup> applications:  
Frade, Brazil  
Skarv, North Sea  
Usan, Nigeria

## Risers, pipelines & umbilical's



- Rigid riser integrity & tension monitoring systems
- Motion, load & moment sensing, Attitude & buoyancy monitoring, Behavior & fatigue analysis
- 1<sup>st</sup> applications:  
Girassol, Angola  
Guara Lula NE, Brazil

## Subsea production surveillance

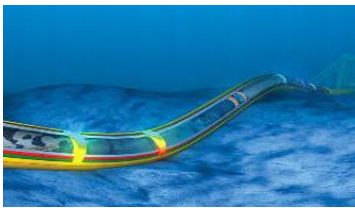


- Pressure & temperature monitoring system via non-intrusive clamp
- Flow performance: process control  
Flow assurance: slug and deposit detection
- 1<sup>st</sup> applications:  
Kashagan, Kazakhstan  
Girassol, Angola  
Usan, Nigeria

# Well-head to Platform:

## Optimizing Subsea Field Architecture

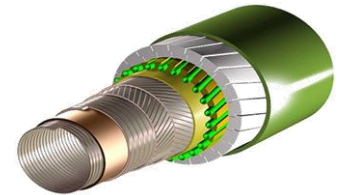
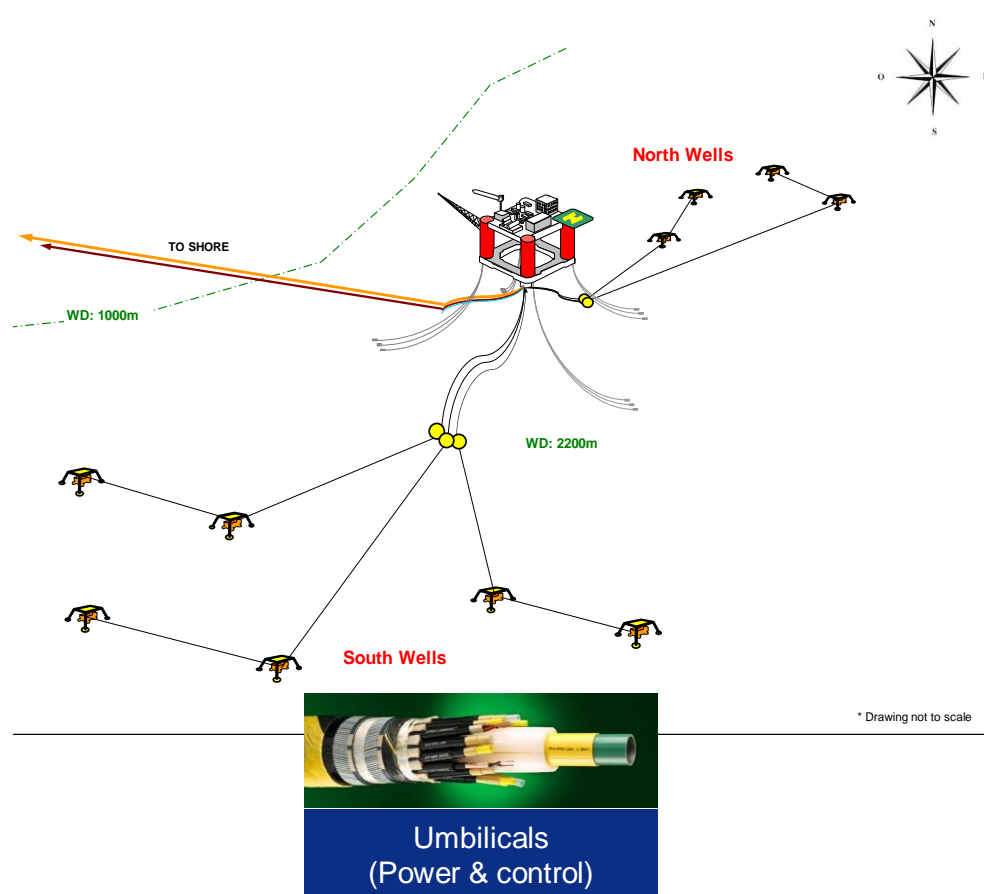
Integrating our subsea proprietary technologies and offshore platform knowhow with third party processing equipment to provide innovative development solutions



In-line Monitoring Technologies



Electrically Trace Heated Pipe-in-pipe



Integrated Production Bundle



Subsea Equipment (Separator & pump)

■ Technip proprietary technologies

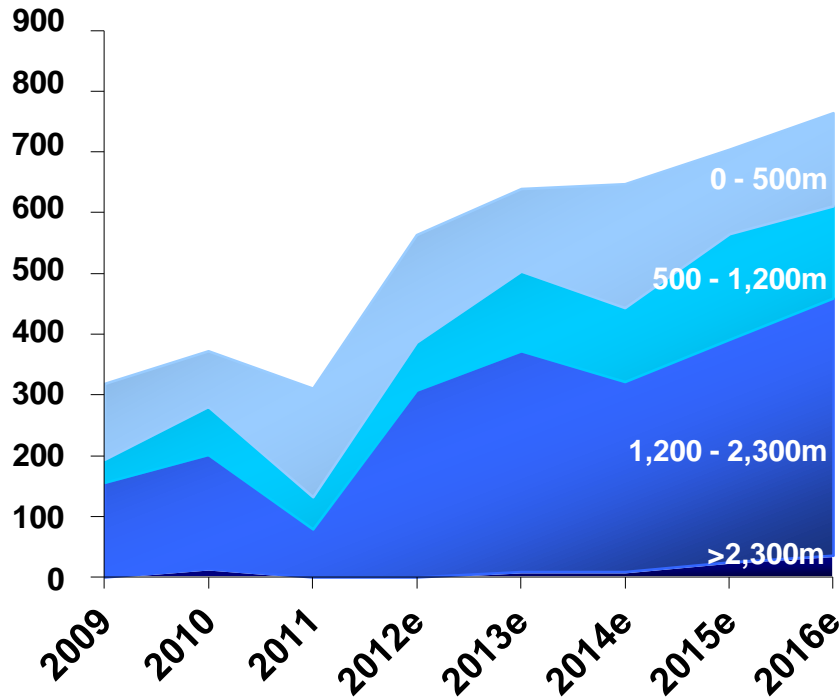
■ Third party equipment

### 3. Ultra Deepwater Alliance with Heerema



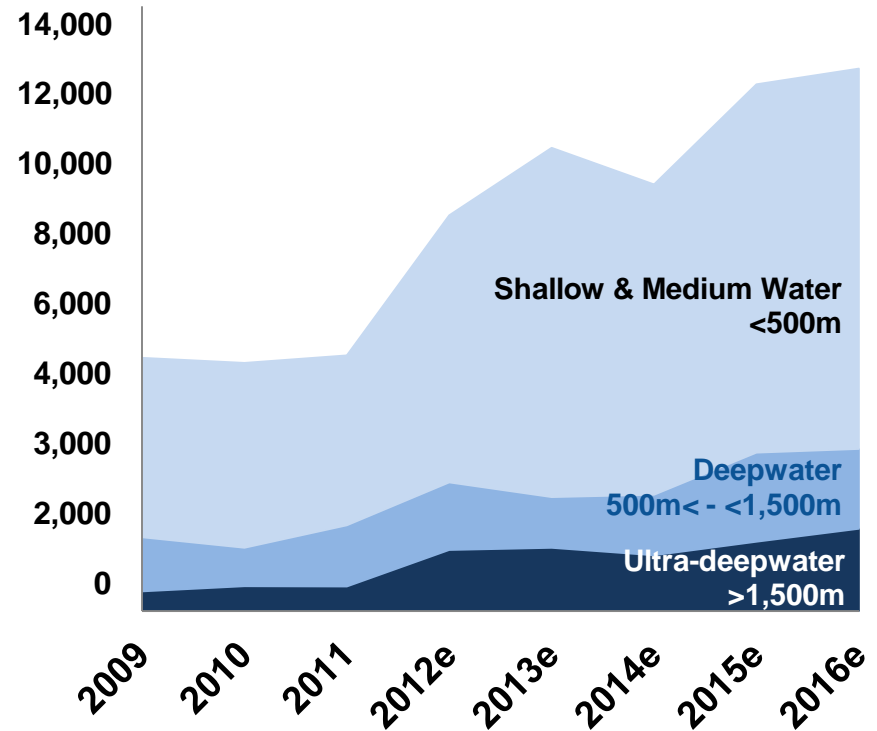
# Subsea Growth Driven by Promising Ultra-deepwater Developments

# Subsea Tree Awards (Mean Case)



Source: Quest Offshore 2012

Installed Pipe (in km)<sup>(1)</sup>



Source: Infield Systems

(1) Figures exclude intercontinental trunklines (diameter ≥24" and length >75km)

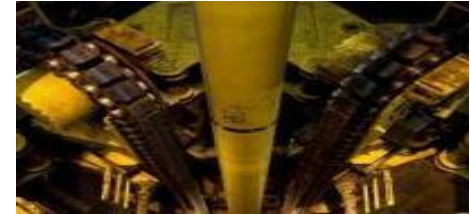


# Ultra-Deepwater Challenges

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 requirements



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



# 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 2013/2014, with offshore phases in 2015 and beyond



# Full Range of Capabilities for Ultra Deepwater Developments

S-lay



Flex-lay, Reel-lay & J-Lay



J-Lay & Reel-lay, Very High Tension



- Deep-to-shore large diameter export pipelines

- Infield developments: flowlines, risers & jumpers

- Heavy pipes in ultra-deepwater: high pressure, larger diameters and complex pipes such as Pipe-in-pipe

# 3. Outlook



# Business Environment

## North America

- Upswing in US Gulf of Mexico
- Increasing activity in Mexico
- US shale gas driving onshore downstream investments

## North Sea

- High level of subsea awards continues
- Step change in size and complexity of offshore developments
- Increase in platform activity

## Middle East

- Sustained volume of activity
- Good opportunities offshore & downstream

## Africa

- New discoveries to drive future onshore & offshore developments, incl. in new areas
- Project timing remains uncertain

## Asia Pacific

- Australian gas projects continue to progress
- GDP growth drives refining, petrochemicals and fertilizer investments

## Latin America

- Good visibility in Brazil with ramp-up of pre-salt developments
- Downstream and some offshore prospects across countries

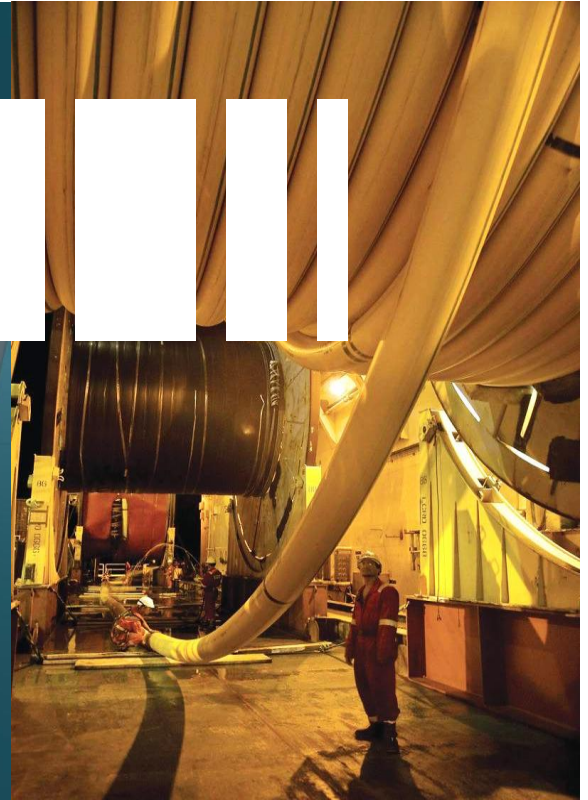
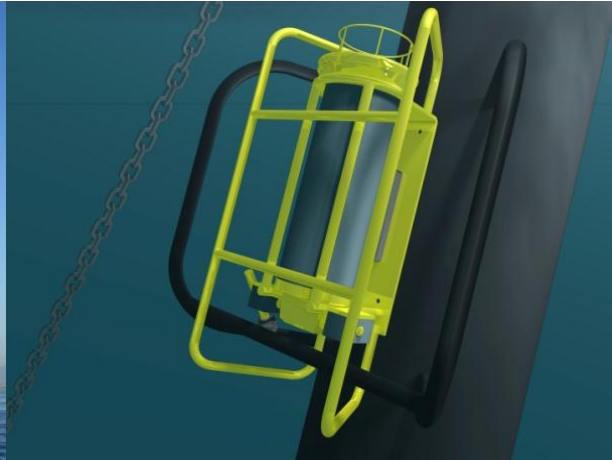
# Backlog Visibility<sup>1</sup>

€ million

	Subsea	Onshore/Offshore	Group
<b>2012 (3 months)</b>	847.5	1,058.1	1,905.6
<b>2013</b>	2,558.6	3,269.7	5,828.3
<b>2014 and beyond</b>	2,713.5	3,071.0	5,784.5
<b>Total</b>	<b>6,119.6</b>	<b>7,398.8</b>	<b>13,518.4</b>

<sup>1</sup> Backlog estimated scheduling as of September 30, 2012

# Building Solutions for the Energy Industry



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Société Générale, Paris, November 28, 2012