

# Building Solutions for the Energy Industry



**John CAMBRIDGE, Managing Director Genesis**

Bank of America Merrill Lynch Oil & Gas Conference, Hertfordshire, April 1, 2014

# Safe Harbor

*This presentation contains both historical and forward-looking statements. These forward-looking statements are not based on historical facts, but rather reflect our current expectations concerning future results and events and generally may be identified by the use of forward-looking words such as “believe”, “aim”, “expect”, “anticipate”, “intend”, “foresee”, “likely”, “should”, “planned”, “may”, “estimates”, “potential” or other similar words. Similarly, statements that describe our objectives, plans or goals are or may be forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from the anticipated results, performance or achievements expressed or implied by these forward-looking statements. Risks that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among other things: our ability to successfully continue to originate and execute large services contracts, and construction and project risks generally; the level of production-related capital expenditure in the oil and gas industry as well as other industries; currency fluctuations; interest rate fluctuations; raw material, especially steel as well as maritime freight price fluctuations; the timing of development of energy resources; armed conflict or political instability in the Arabian-Persian Gulf, Africa or other regions; the strength of competition; control of costs and expenses; the reduced availability of government-sponsored export financing; losses in one or more of our large contracts; U.S. legislation relating to investments in Iran or elsewhere where we seek to do business; changes in tax legislation, rules, regulation or enforcement; intensified price pressure by our competitors; severe weather conditions; our ability to successfully keep pace with technology changes; our ability to attract and retain qualified personnel; the evolution, interpretation and uniform application and enforcement of International Financial Reporting Standards, IFRS, according to which we prepare our financial statements as of January 1, 2005; political and social stability in developing countries; competition; supply chain bottlenecks; the ability of our subcontractors to attract skilled labor; the fact that our operations may cause the discharge of hazardous substances, leading to significant environmental remediation costs; our ability to manage and mitigate logistical challenges due to underdeveloped infrastructure in some countries where we are performing projects.*

*Some of these risk factors are set forth and discussed in more detail in our Annual Report. Should one of these known or unknown risks materialize, or should our underlying assumptions prove incorrect, our future results could be adversely affected, causing these results to differ materially from those expressed in our forward-looking statements. These factors are not necessarily all of the important factors that could cause our actual results to differ materially from those expressed in any of our forward-looking statements. Other unknown or unpredictable factors also could have material adverse effects on our future results. The forward-looking statements included in this release are made only as of the date of this release. We cannot assure you that projected results or events will be achieved. We do not intend, and do not assume any obligation to update any industry information or forward looking information set forth in this release to reflect subsequent events or circumstances.*

\*\*\*\*

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# Contents

**Technip Today**

**Sustaining Profitable Growth**

**2013 Financial Highlights**

**2014 & 2015 Outlook**

# Technip Today



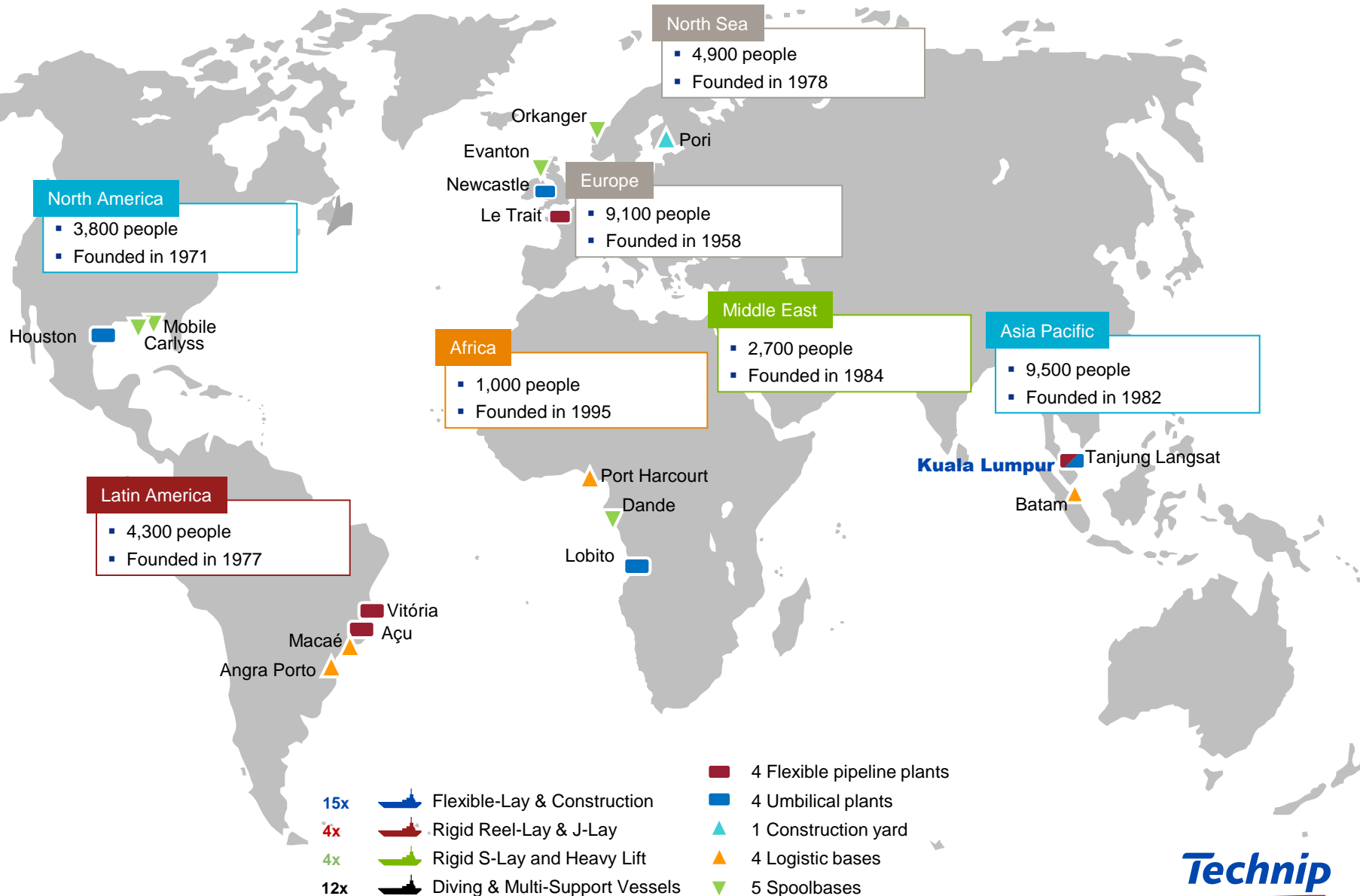
# A World Leader Bringing Innovative Solutions to the Energy Industry

- 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
- 2013 Revenues: €9.3 billion; Operating margin<sup>(1)</sup> of 9%
- 40,000 people in 48 countries



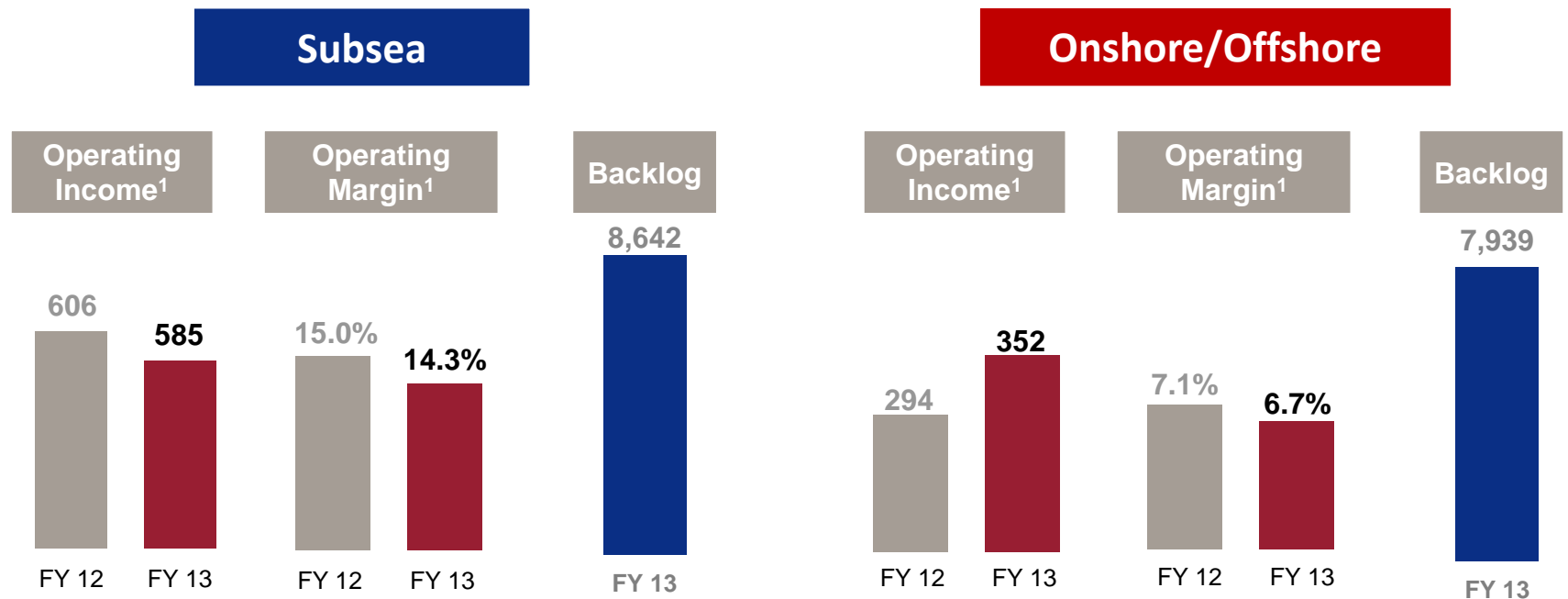
<sup>(1)</sup> From recurring activities

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



# Two Complementary Business Models Driving Financial Structure and Performance

€ million



(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**



# Sustaining Profitable Growth



# Technip's Strengths Driving Backlog Growth

## To Deliver Sustainable & Profitable Growth

Well diversified, profitable backlog

Vertical integration

Execution capability

Technology

Key differentiating assets

National content

**Ethylene and hydrogen**

**Specialized** refining and petrochemical technologies

**Strong track record** in major projects execution

**Pioneers** in LNG & FLNG

**High-end** flexible products

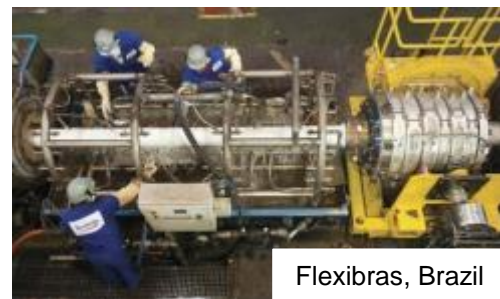
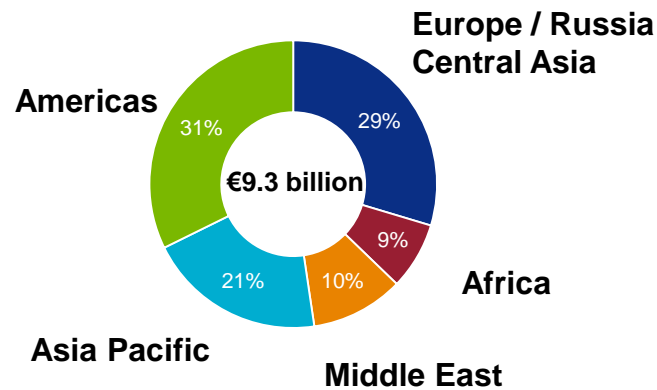
**Innovative** rigid pipe designs

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

**Vessels and manufacturing plants**

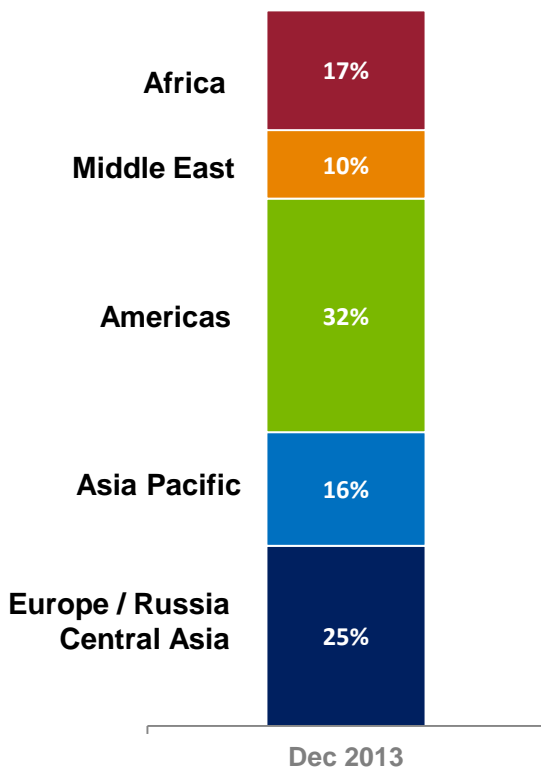
Experts close to our market worldwide: **40,000 people** today spread over **48 countries**

# 2013 Revenue Split by Geography

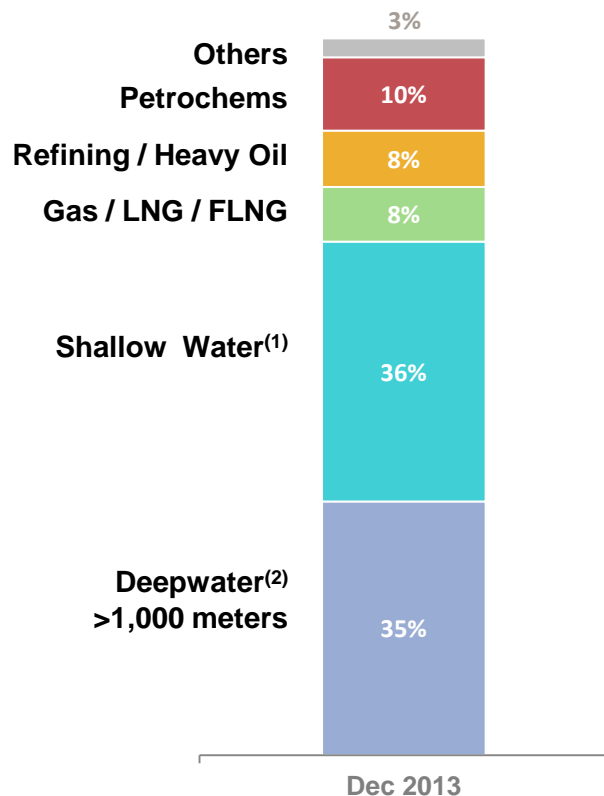


# Backlog Diversification...

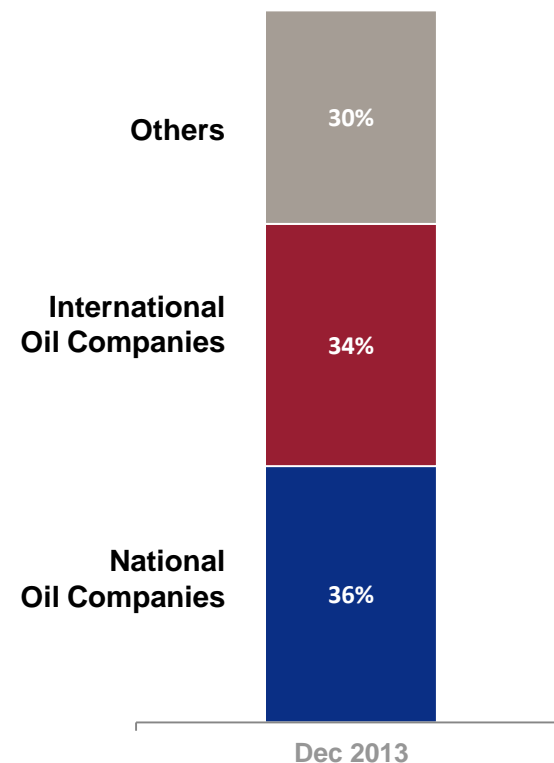
## By Geography



## By Market Split



## By Customer



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

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

As of December 31, 2013 estimated backlog was €16.6 billion

## ...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**

# Vertical Integration: Early Involvement Delivers Better Solutions for Customers

Subsea / Offshore

## Early Engagement

CREATE

ASSESS

CONCEPT  
SELECTION

CONCEPT  
DEFINITION

- **Field Development Planning through:**
  - Safety & environmental assessment
  - Capex/Opex estimates
  - Risk analysis
  - Flow assurance

## Technip E&C Activities

FEED

EPC

- **Consultancy to support execution:**
  - HSE
  - Risk & integrity management
  - Specialized services

## Bespoke Solutions

OPERATE

DECOM

- **Debottlenecking**
- **Inspection services**
- **Decommissioning**
- **IRM**

Onshore

DEVELOP

LICENSE

PROCESS  
DESIGN

CONCEPTUAL

FEED

EPC

START-UP

TECHNICAL  
ASSISTANCE

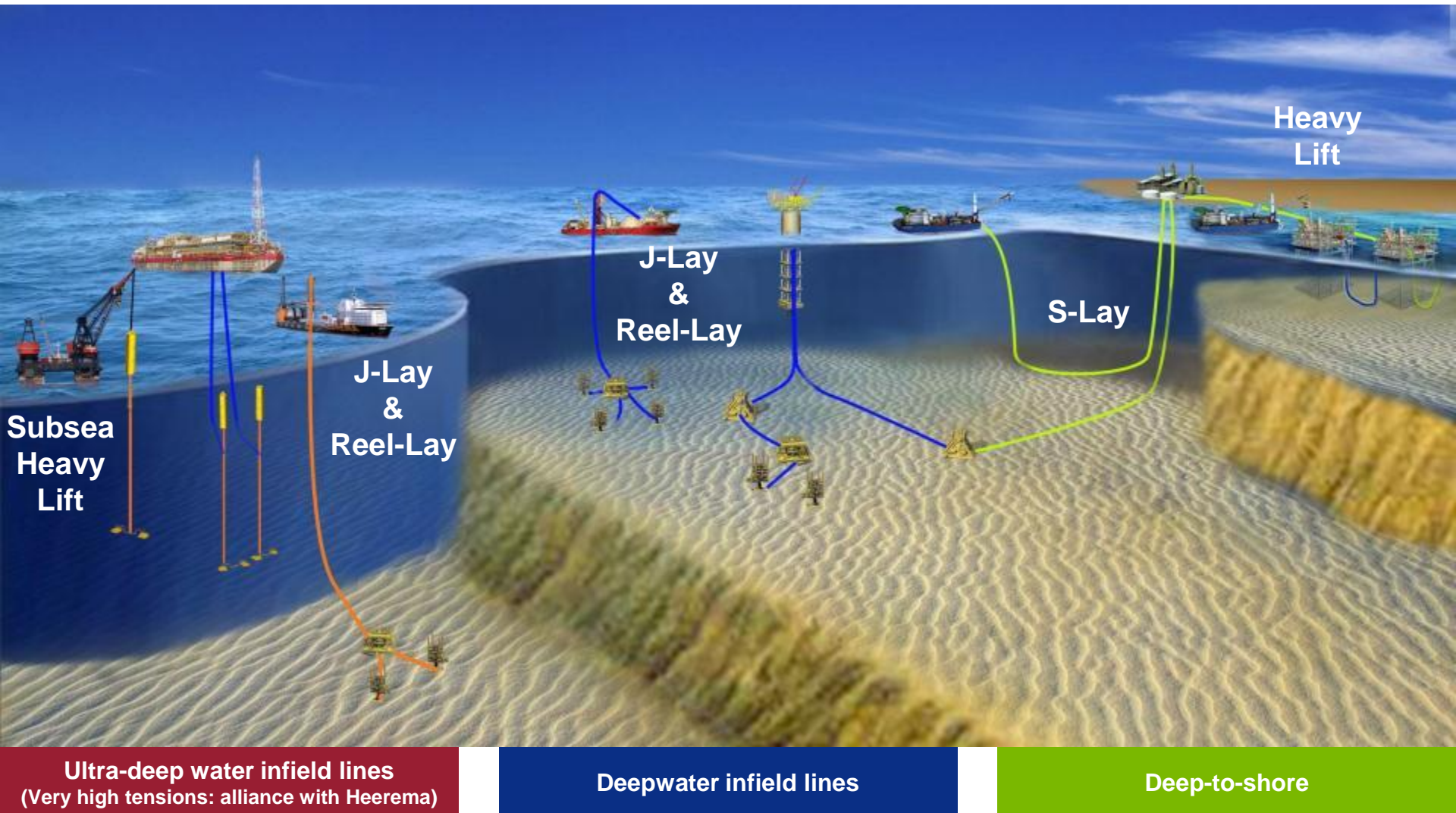
- **Early collaborative approach through:**
  - Joint-development of new technologies
  - Licensing
  - Process Design Book

- **Validation process packages**
- **Supply of proprietary equipment**
- **Project Management Consultancy (PMC)**

- **Performance tests**
- **Debottlenecking**
- **Revamp & Upgrade**



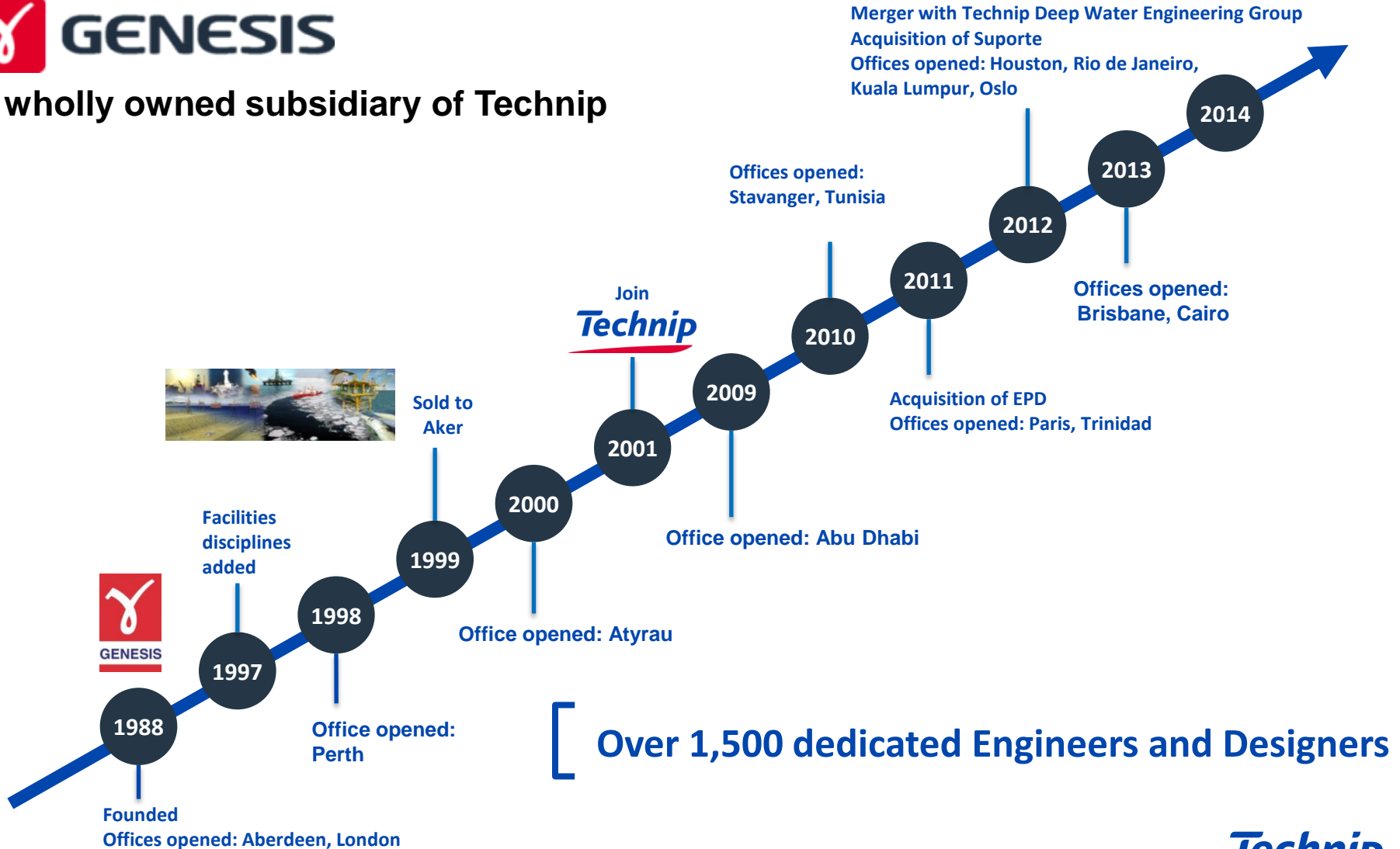
# Very Broad Execution Capabilities in Subsea



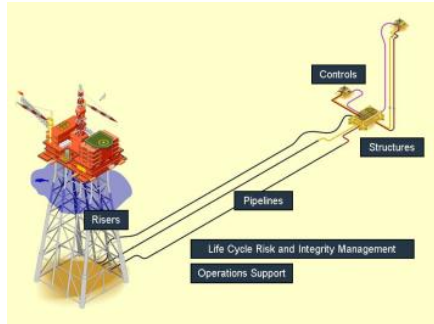
# Delivering Fit-for-Purpose Solutions for more than 25 years



A wholly owned subsidiary of Technip



# Genesis adds Value at Front-end of Projects



## Subsea (Global)

- Engineering and Project Management Services
- Procurement and Procurement Support
- Feasibility, Conceptual, pre-FEED, FEED, Detailed Design and EPCM
- Specialities
  - Front End Engineering
  - Flow Assurance
  - Subsea Structures and Hardware
  - Pipelines
  - Risers
  - Risk & Integrity Management



**GENESIS**



## Consultancy (Global)

- Concept Selection/Engineering
- Field Development Planning
- Multidiscipline Engineering
- Cost Estimating and economics
- Risk and Uncertainty
- Advanced Simulation (CFD, Dynamic Simulation)
- Operator Training Simulators
- RAM Analysis
- Expert Facilitators
- Thermodynamics



## Onshore & Offshore Projects (UK Only)

- FEED and Detailed Design
- Manned Platforms
- NUIs
- Gas Storage
- In house Jacket Design Capability

**Technip**

# Differentiation Through Genesis



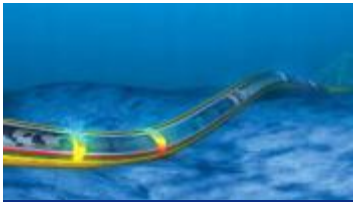
- **Provide independent decision support from pre-Feasibility, through feasibility, Concept selection and pre-FEED**
  - World class approach to option identification and evaluation
  - Reference Class Cost Estimating and evaluation of schedule, availability and risk and uncertainty to robustly identify 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**



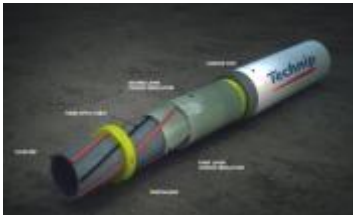
# World's only Integrated Subsea Solution provider

**Genesis:** providing independent subsea architecture development and component selection

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



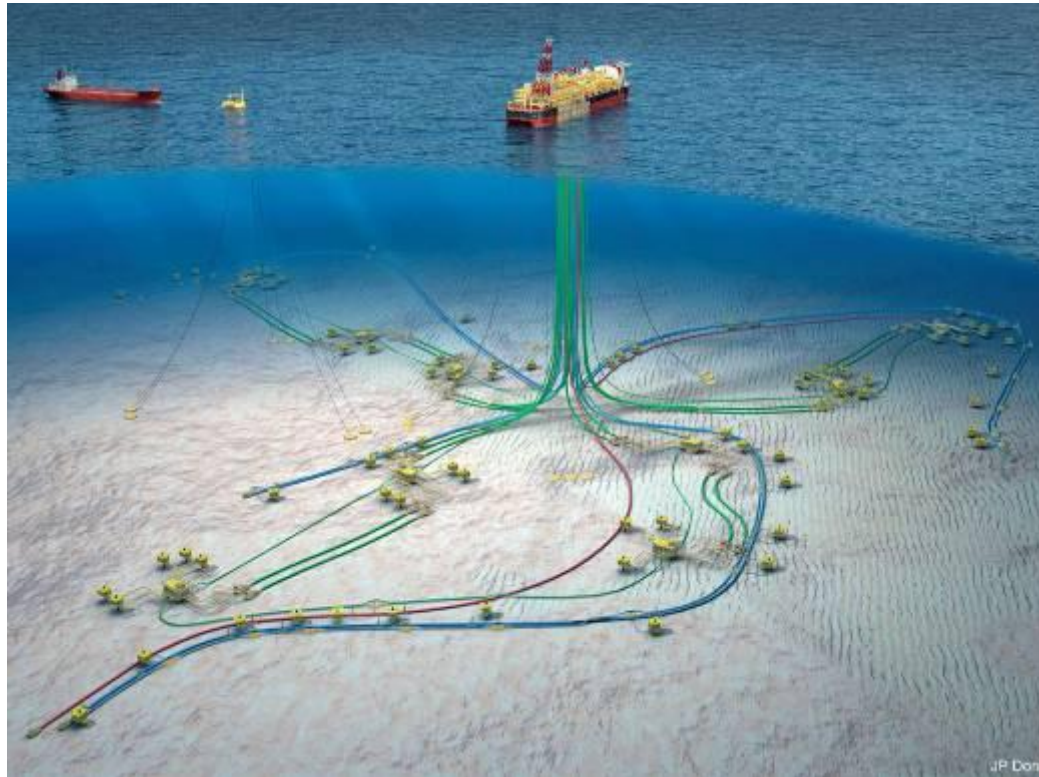
In-line Monitoring Technologies



Electrically Trace Heated Pipe-in-pipe



Umbilicals (Power & control)



Integrated Production Bundle



Subsea Equipment (Separator & pump)



Technip proprietary technologies

Third party equipment



# Investment in Key Subsea Assets

## Plants

2007



5

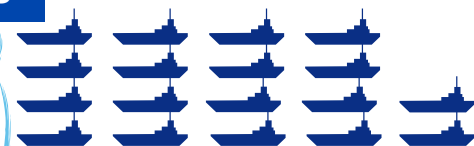
2013



7

## Vessels

2007



18

2013



35, incl. 9 under construction

## New long-term charters



Two 550t PLSVs



North Sea Atlantic

As of February 28, 2014



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

### Newcastle plant upgrade



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



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



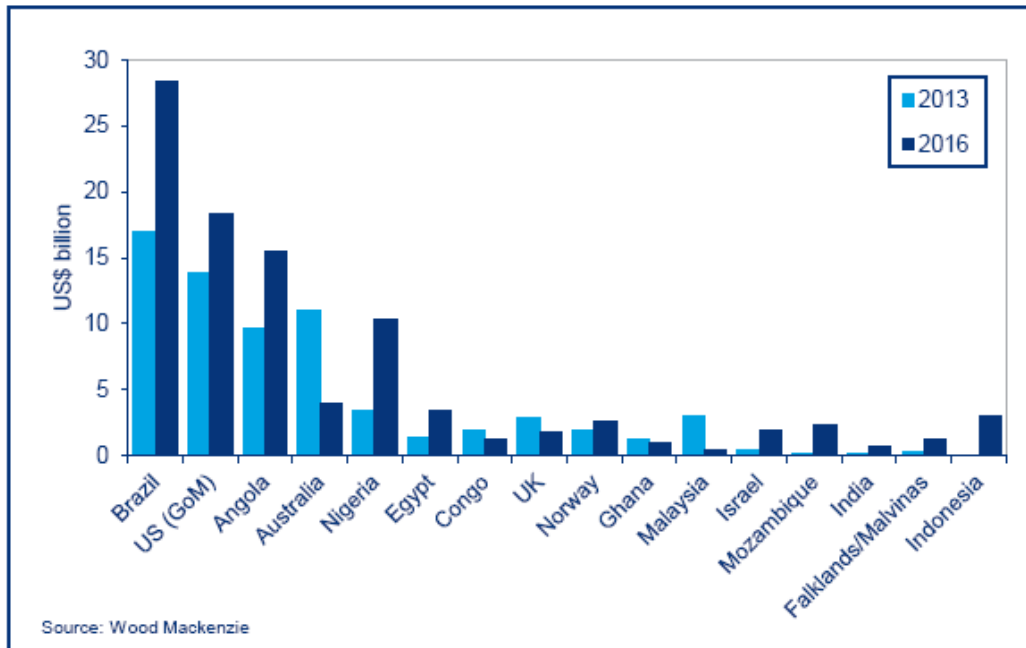
<sup>(1)</sup> Diving support vessel

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

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

# Deepwater Regions with largest growth

Deepwater development spending, 2013 and 2016



“Deep-water will be a major growth area in the next three years. Over US\$70 billion will be spent on development projects in 2013, rising to nearly US\$100 billion by 2016, with around 80% of this invested in the big five deep-water provinces – **Brazil, Angola, Australia, Nigeria and the Gulf of Mexico**. By this stage, we should also see spending ramping up in some of the world’s newer deep-water provinces, such as Mozambique, Indonesia and Israel. “  
(Wood Mackenzie 10.2013)

[ Technip is a key player in deepwater

# Unique and Customized Product Range to Match Offshore Client Needs



Piled Jackets



Self-Elevating  
(TPG 500)



GBS (Gravity-Based Structure)



Artificial Islands

## Fixed Facilities



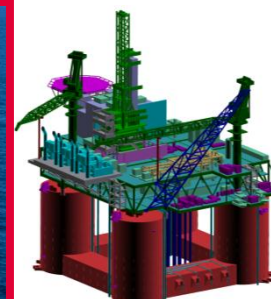
FPSO



Semi-Submersible



SPAR



TLP



FLNG

## Floating Facilities

Technip has developed a complete range of technological solutions to answer the challenges faced by its clients

# World Leader in Ethylene, Petrochemicals, Gas Processing, LNG and Hydrogen

## ■ Petrochemicals

- Ethylene
- Polyolefins
- Aromatics
- Fertilizers

## ■ Gas Processing

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

## ■ Refining & heavy oil

- Hydrogen
- Clean fuels
- Heavy oil upgraders

## ■ Others

- Mining and metals
- Infrastructures
- Buildings
- Life sciences,...



**Project management consultancy (PMC)**

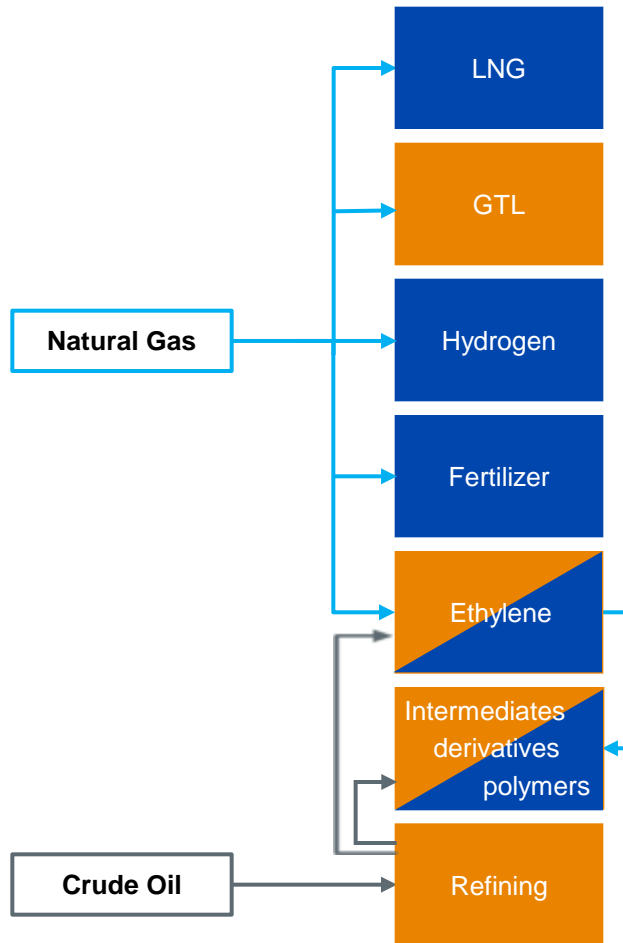
**Strong process engineering capabilities**

**Process technologies (Hydrogen, Ethylene, Refining, Petrochemical, LNG & GTL)**

**Solid reputation with National and International oil companies**

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

## Business Domains



## Technologies and Skills

- Cryogenic separation
- Cooperation with Air Products and Chemicals, Inc. (APCI)
- Exclusive co-developer of Sasol Fischer Tropsch reactor technology
- Steam reformer proprietary technology
- Alliance with Air Products
- Ammonia technology licensing cooperation with Haldor Topsoe
- Complementary proprietary technologies with different clients & geographic bases
- Polyolefins and others
- Residual Fluid Catalytic Cracking
- Deep Catalytic Cracking

Technip

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

**Technip**

# 2013 Financial Highlights





# Full Year 2013: Operating Performance

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

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

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

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

# Consolidated Statement of Financial Position

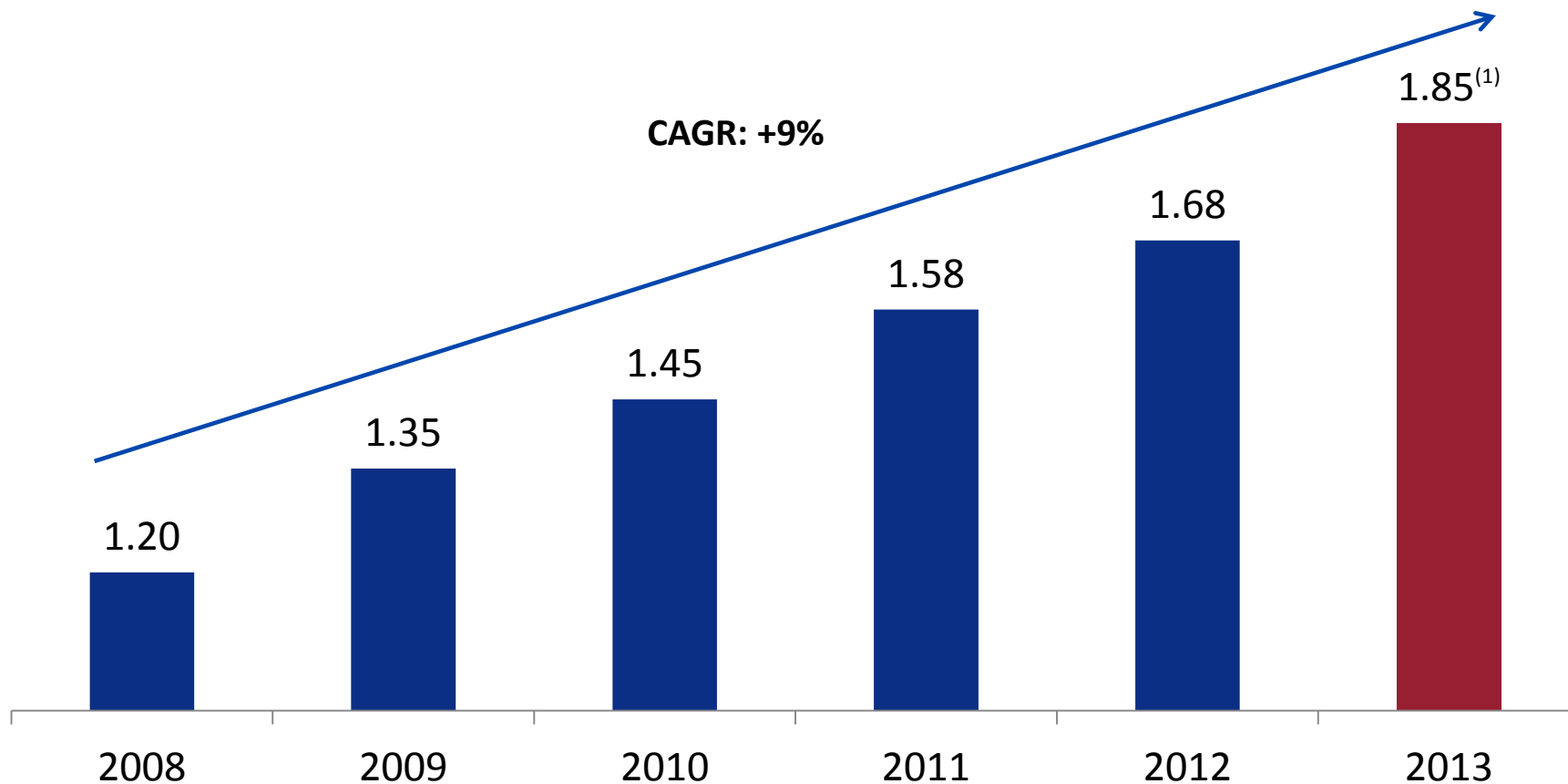
€ million (audited)

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

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

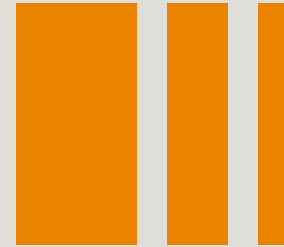
# Proposed Dividend Increase of 10 percent

Dividend per share (€) 2008 - 2013



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

# 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<sup>(1)</sup>

- Opening of promising resources in Russia

## Middle East

- Good opportunities offshore
- Greenfield demand for downstream

## Asia Pacific

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

## 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

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



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

€ 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

<sup>(1)</sup> 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

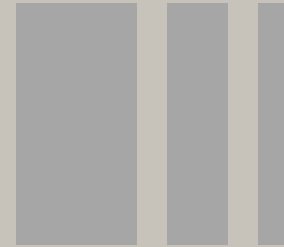
- Maintain a **diversified project portfolio**, increasing the technology and product mix in our business
- Relentless focus on current **project execution**
- Maintain flexibility and prudence in **capex management**
- Pursue investments in **people, technology and national content**
- Continue to provide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

[ Reinforce our leading position in our industry

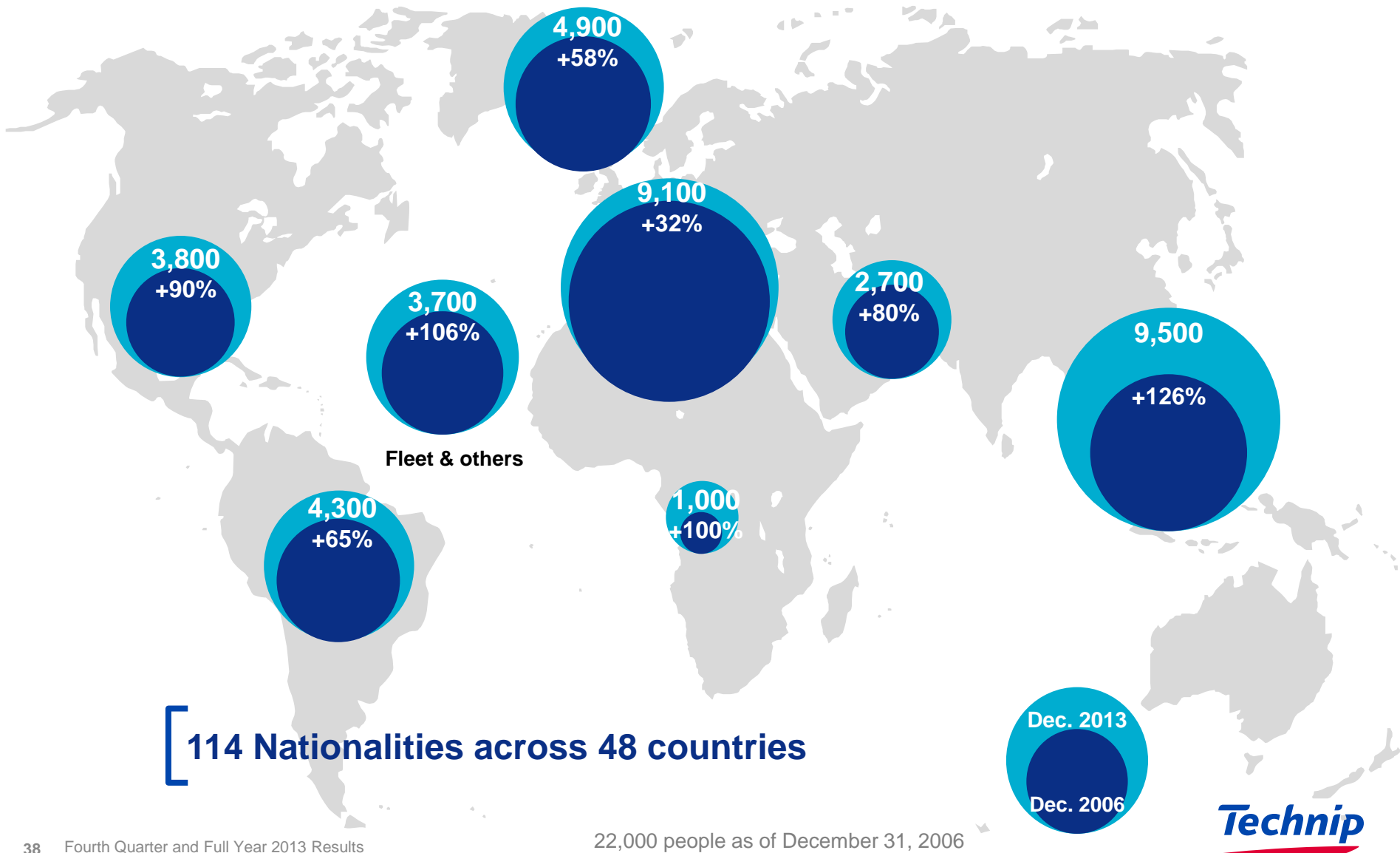
# Thank you



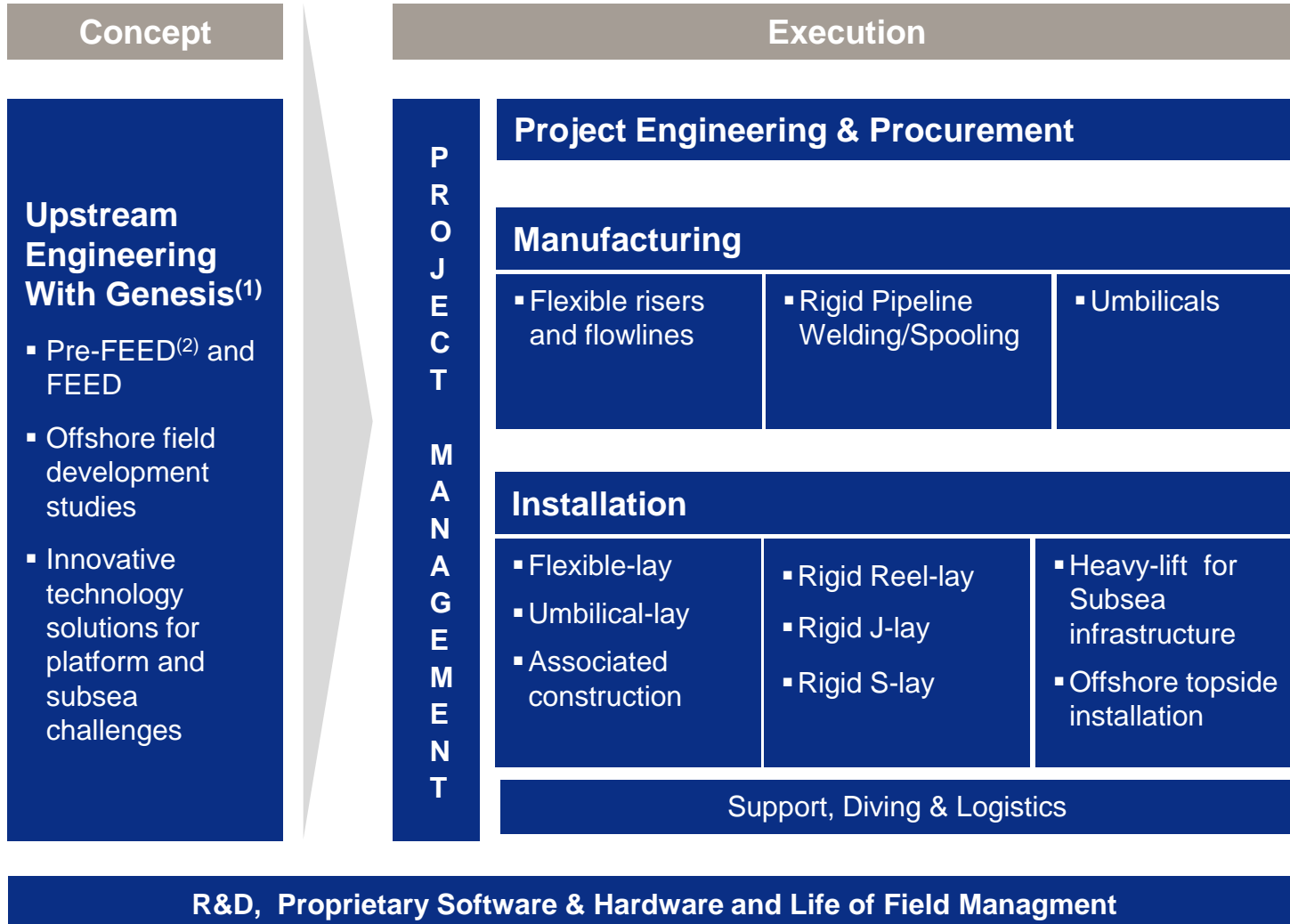
# Annex



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



# 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



# Flexible Pipe Manufacturing Plants

**Flexi France**  
Le Trait, France



**Asiaflex Products**  
Tanjung Langsat, Malaysia



**Flexibrás**  
Vitória, Brazil



**Port of Açú**  
Açú, Brazil



# Umbilicals Manufacturing Plants



# Offshore Manufacturing & Logistic Bases



Mobile, Alabama, USA



Orkanger, Norway



Evanton, UK



Port of Angra, Brazil



Dande, Angola



Carlyss, Louisiana, USA





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

## Flexible Lay & Construction

Deep Orient



Skandi Niteroi & Vitoria



Deep Pioneer



## J-Lay & Rigid Reel Lay

Apache II



Deep Energy



Deep Blue



## Diving Multi Support Vessel

Skandi Arctic



Wellservicer



Skandi Achiever



Orelia



## S-Lay Heavy Lift

G1200



G1201



<sup>(1)</sup> part of 35 vessels including 9 vessels under construction

# Helping Clients to Develop Ultra-deepwater Fields

**Technip**

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



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



## 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

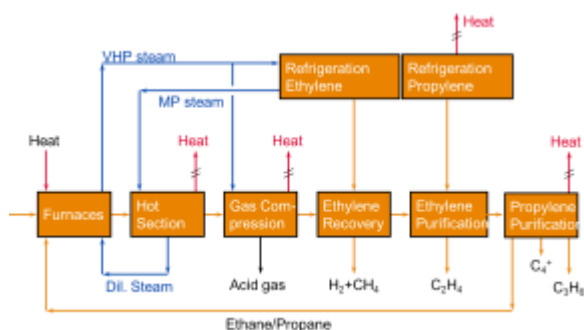


FPSO

# Technology Strength Diversifies Our Revenue

## Process Technologies

### Licenses



- Licensed proprietary technologies chosen at early stage of projects

**<US\$5 million\***

### Process Design / Engineering



- Process design packages / engineering to guarantee plant performance
- Assistance to plant start-up and follow-up during plant production

**<US\$50 million\***

### Proprietary Equipment



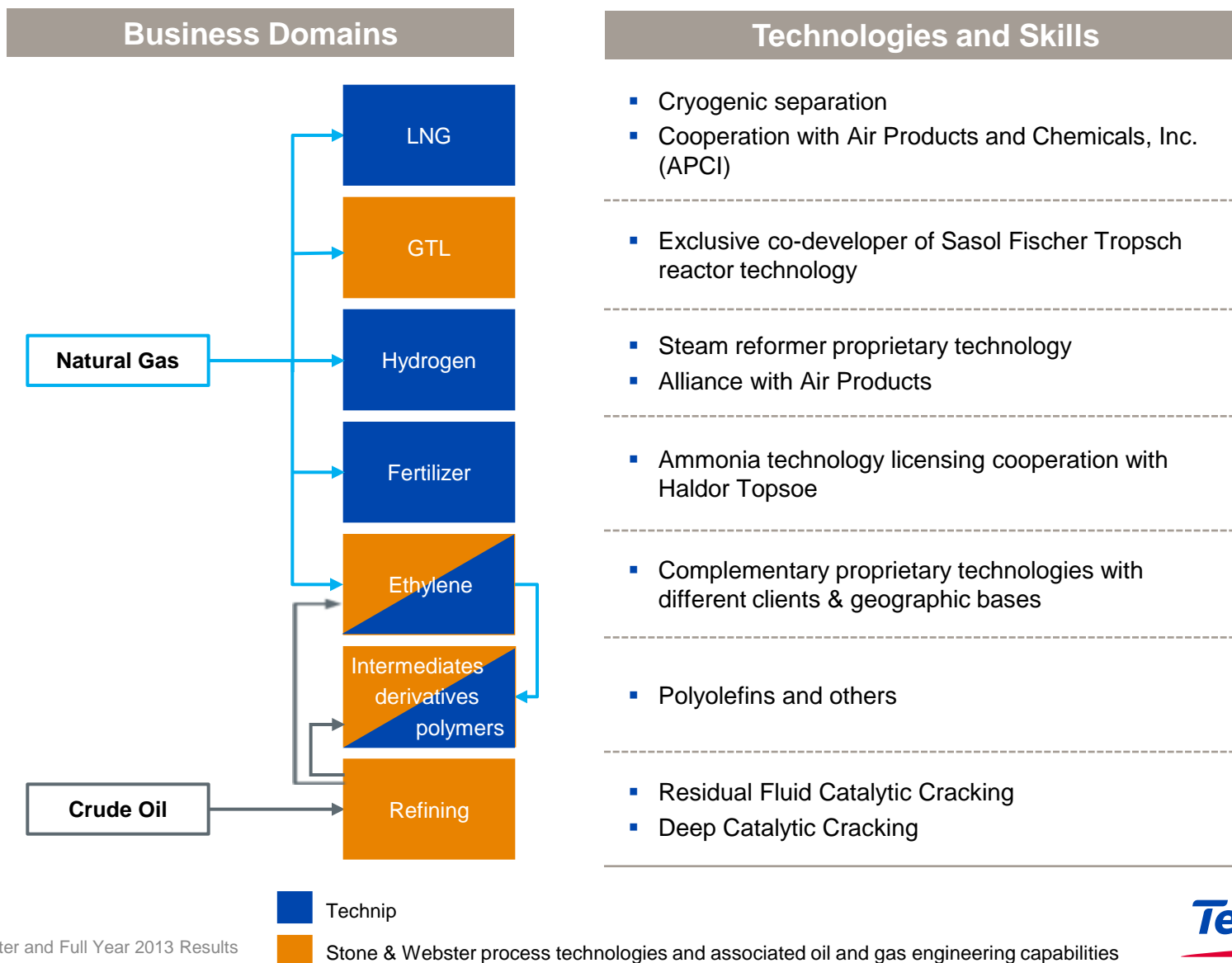
- Design, supply and installation of critical proprietary equipment

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

\* Project size order of magnitude



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



# Technip Stone & Webster Process Technology

## Leading Position in Growing Markets

	Strong Track Record	Recent Key Projects
S&W Ethylene	<ul style="list-style-type: none"> <li>~35% installed capacities with ~120 references</li> <li>~25% of licensing over the past 10 years</li> </ul>	<ul style="list-style-type: none"> <li>CP Chem cracker, USA</li> <li>Braskem Comperj petrochemical complex, Brazil</li> </ul>
Technip Ethylene	<ul style="list-style-type: none"> <li>~25% of installed capacities over the past 10 years including 7 EPC</li> </ul>	<ul style="list-style-type: none"> <li>Sasol Lake Charles Ethylene cracker FEED, USA</li> <li>CP Chem, ethylene plant, USA</li> <li>Braskem / Idesa Ethylene XXI, Mexico</li> </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>CP Chem, two new polyethylene plants, USA</li> <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 Lake Charles GTL FEED, USA</li> <li>Sasol Uzbekistan GTL, Uzbekistan</li> <li>Sasol Oryx plant, Qatar</li> </ul>
Refining	<ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: world leader, &gt;75 references</li> <li>DCC<sup>2</sup>: unrivalled performance, &gt;10 references</li> </ul>	<ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: Takreer, UAE</li> <li>DCC<sup>2</sup>: Petro-Rabigh, Saudi Arabia &amp; IRPC, Thailand</li> </ul>
Hydrogen	<ul style="list-style-type: none"> <li>World leader with ~40% market share, inc. alliance with Air Products, &gt;240 references</li> </ul>	<ul style="list-style-type: none"> <li>Hyundai-Wison, two hydrogen reformers, Venezuela</li> <li>NCRA, Hydrogen plant No.2, USA</li> <li>Petrochina Chengdu refinery, China</li> </ul>

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

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

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

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

- **Shell FLNG**

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



- **Petronas FLNG**

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



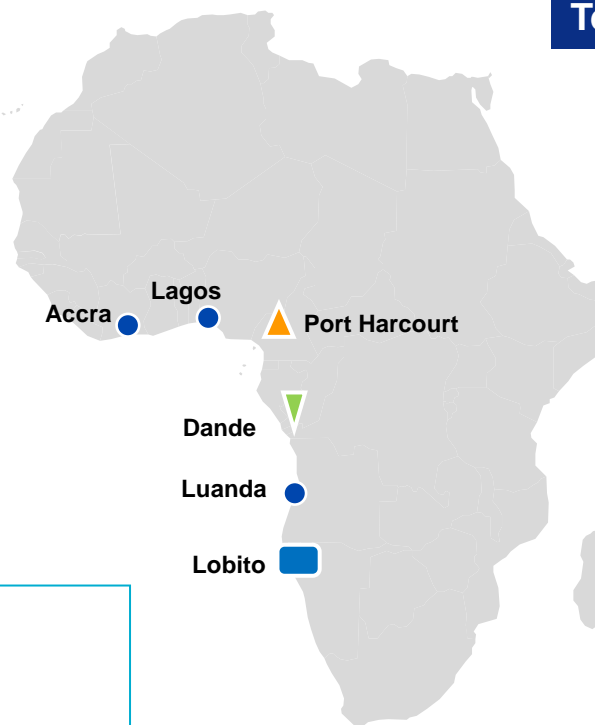
- **Petrobras FLNG**

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



(1) Floating Liquefied Natural Gas

# Africa: Strong Footprint and Long Term Prospects



## Technip in Africa

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



## Assets & Activities

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

## Key Projects

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

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

As of December 31, 2013

**Technip**

# Asia Pacific: Dedicated Assets for High Potential Market

## Assets & Activities

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



G12012<sup>2</sup>



Deep Orient

## Key Projects

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

<sup>1</sup> 8.5% participation

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

## Technip in Asia Pacific

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



● **Regional Headquarter** / Operating centers

■ Flexible & umbilical manufacturing plant

▲ Logistic base



Asiaflex, Malaysia

As of December 31, 2013

**Technip**

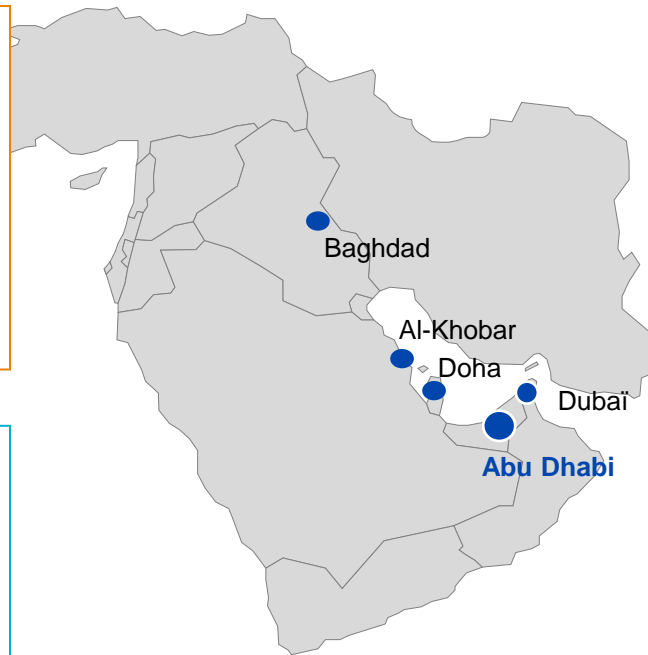
# Middle East: Largest Engineering Capacity in the Region

## Assets & Activities

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

## Key Projects

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



## Technip in Middle East

- ~2,700 people
- Founded in 1984



Asab 3, UAE



Upper Zakum 750+, UAE



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

## Assets & Activities

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



## Key Projects

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

## North America

- ~3,800 people
- Founded in 1971



As of December 31, 2013

**Technip**

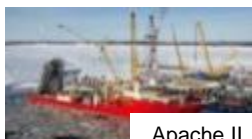
<sup>1</sup> Operating partly in the Gulf of Mexico



# North Sea Canada: Market Leadership in a Growing Market

## Assets & Activities

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



Apache II



Alliance



Skandi Arctic



Wellservicer

## Key Projects

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

## Technip in North Sea

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



Pori, Finland

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

As of December 31, 2013

**Technip**

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

# Brazil: Building upon Solid & Profitable Business

## Differentiating Assets & Activities

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



Açu, Brazil



Two 550t PLSVs

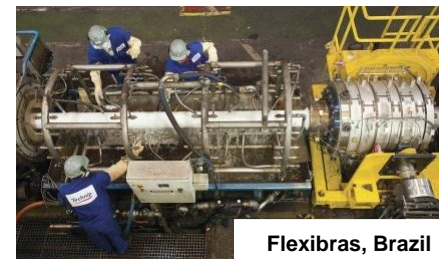


- **Regional Headquarter**  
/ Operating centers
- Manufacturing plants  
(flexible pipelines)
- ▲ Port and Logistic bases

## Technip in Brazil

**+36 years**

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



Flexibras, Brazil

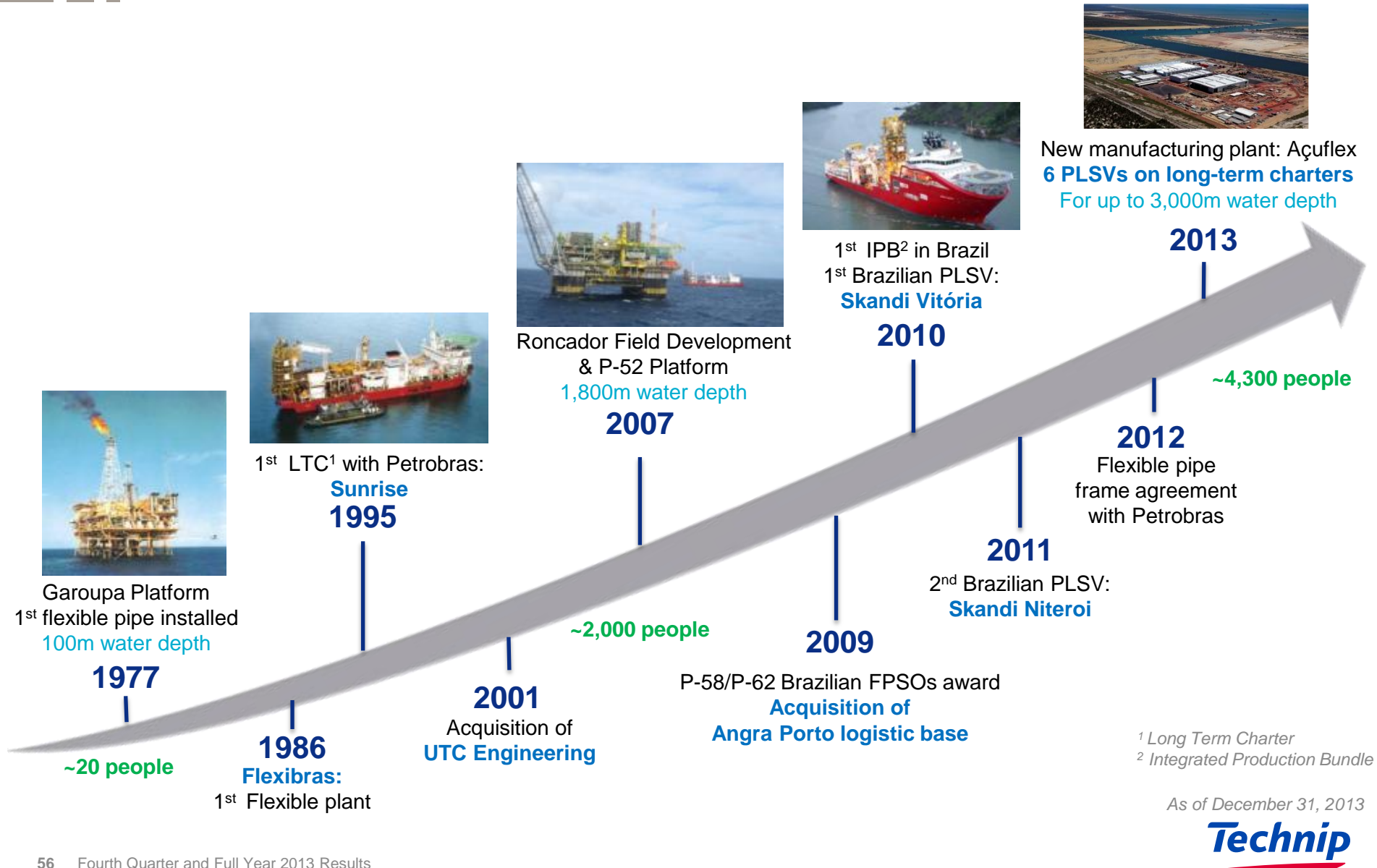
## Key Projects & Awards

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

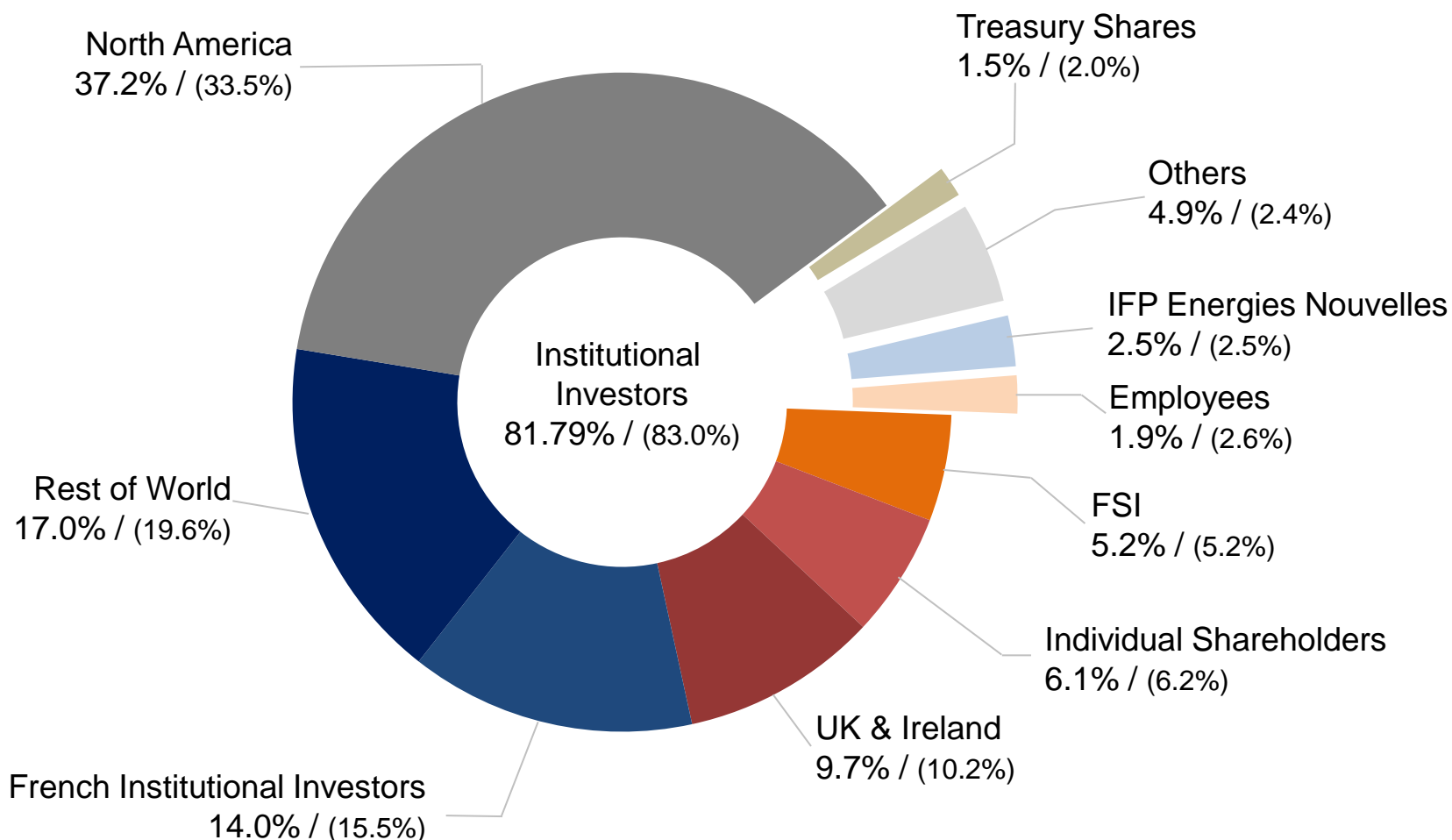
As of December 31, 2013

**Technip**

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



# Shareholding Structure, November 2013 (May 2013)



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2013



# Technip's Share Information



**ISIN: FR0000131708**

**Bloomberg: TEC FP**

**Reuters: TECF.PA**

**SEDOL: 4874160**

**OTC ADR ISIN: US8785462099**

**OTCQX: TKPPY**

## **Convertible Bonds:**

**OCEANE 2010 ISIN: FR0010962704**

**OCEANE 2011 ISIN: FR0011163864**





## Technip has a sponsored Level 1 ADR

Bloomberg ticker: TKPPY

CUSIP: 878546209

OTC ADR ISIN: US8785462099

Depository bank: Deutsche Bank Trust Company Americas

Depository bank contacts:

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

+44 207 547 6500 (London)

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

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

Depository bank's local custodian: Deutsche Bank Amsterdam