



Anticipate the Subsea Industry Future

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Technip

take it further.



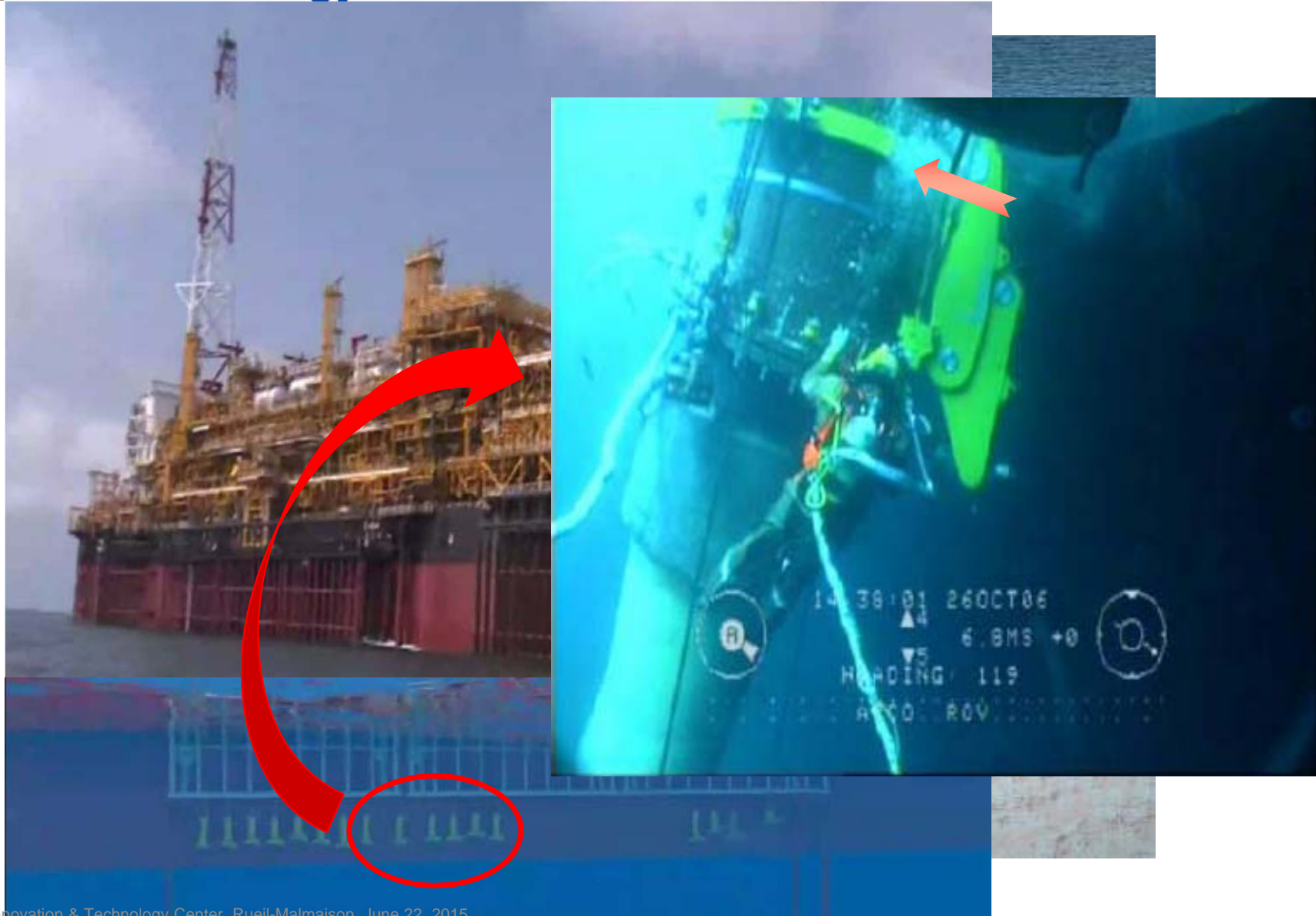
Agenda

- **Safety Moment**
- **Proactive Response to the Current Market Challenges**
- **Technip's Subsea Business Adapted to the New Environment**
- **Pursue Differentiation through Technology and Innovation**
- **Conclusion**

Safety Moment



Improving the Safety of our Operations through Technology



Proactive Response to the Current Market Challenges



Challenges Today in the Oil and Gas Industry

In terms of activities and type of reservoirs...



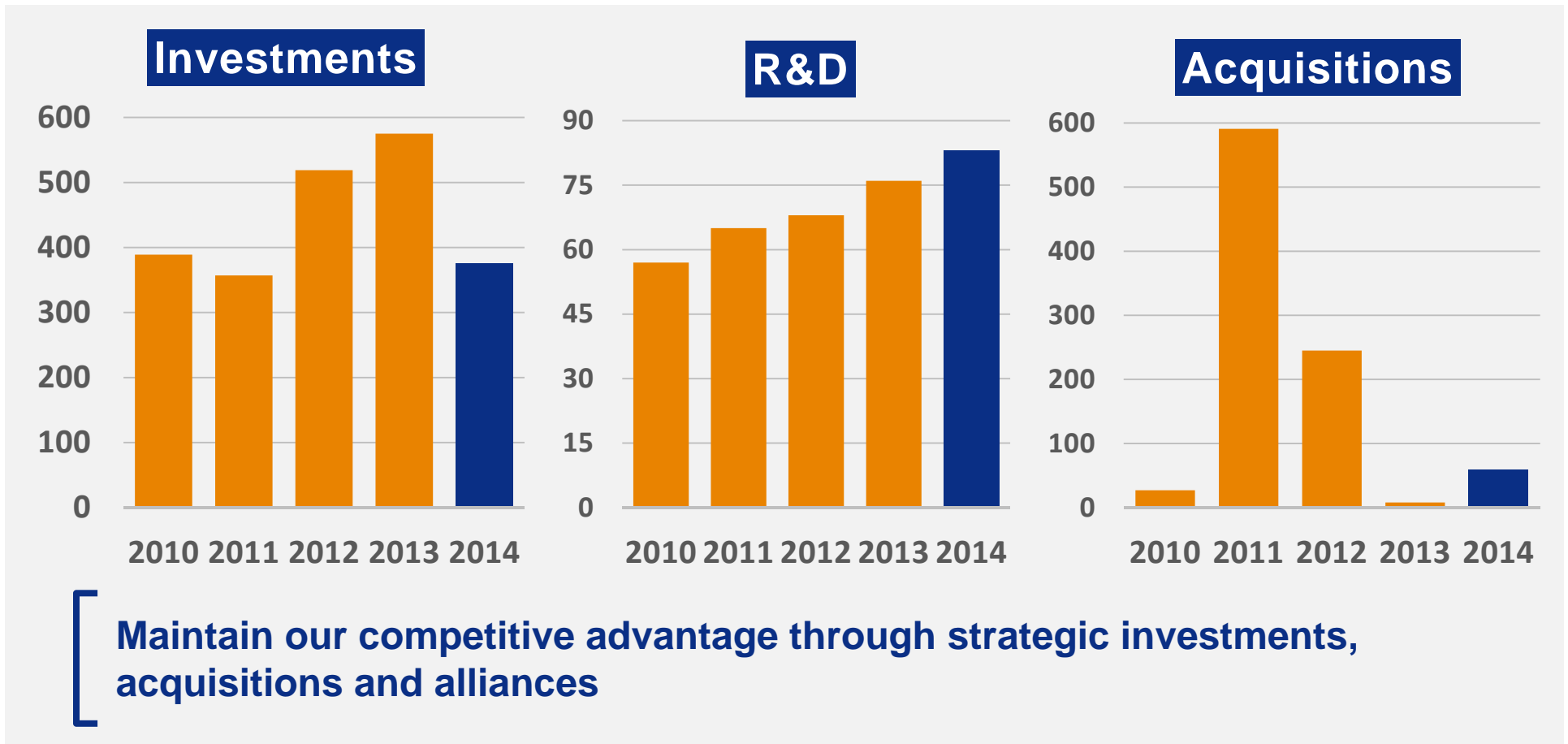
...and impact from lower oil price

- **Consequences for the industry:**
 - Client capex discipline
 - Cost reduction necessary by supply chain
 - Consolidation of contractors and operators in the oil and gas sector
 - Projects moving to the right
 - ...



Technip's Sustainable Investments to meet Today's Challenges

in millions of euros



Technip's Strategic Market Orientation

- Ageing infrastructures
- Flow assurance & recovery rates
- Ultra-deepwater reserves: towards 4,000 meters
- Difficult reservoir conditions
- Arctic

Quality & Reliability

Cost effectiveness

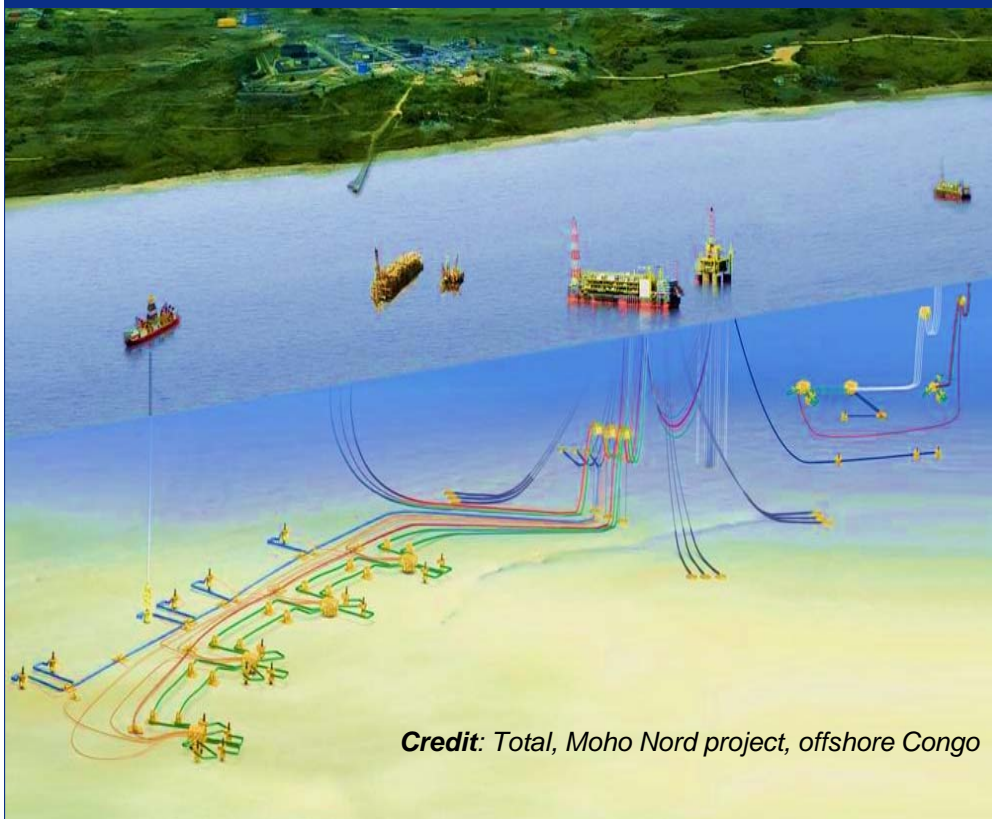
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Technip's Subsea Business Adapted to the New Environment

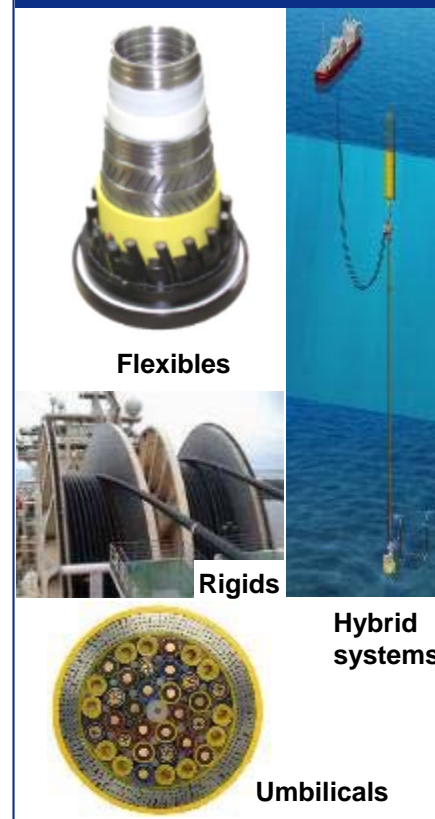


Vertical Integration Leveraging Capabilities

Architecture and design



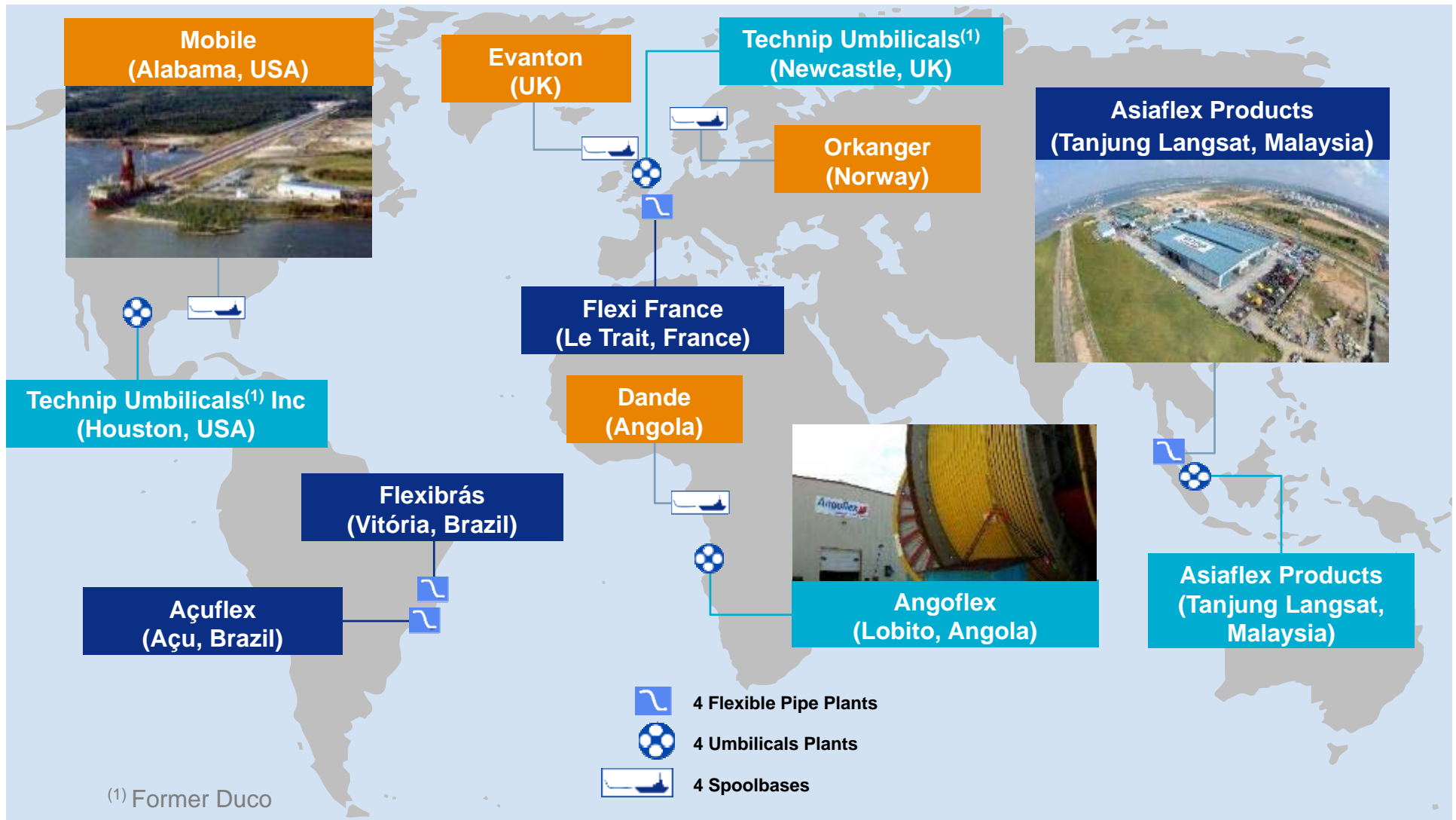
Products



Services



Technip's Manufacturing Plants and Spoolbases around the World



Açu Plant: One of the Most Technologically Advanced Flexible Pipe Plants Ever Built

- **High-tech solutions for 3,000 meters water depth:**
 - Largest high-end flexible pipes with diameter up to 22”
 - Largest & heaviest reels
 - Thickest carcass machine
 - Zeta and Teta & PSI profiles for high-end & ultra deepwater application
 - Armouring machine designed for presalt wires including carbon fiber armour
- **High utilization with current projects:**
 - Sapinhoa Norte
 - Iracema Norte
 - Iracema Sul
 - Lula Alto
- **Strategically located to serve the future demand of Brazilian fields**



FlexiFrance Modernization to Reinforce its Global Position in the Production of Flexible Pipes

- €68 million investment over 4 years
- Strengthening Technip's expertise and industrial capabilities
- Prepare plant for global ultra deepwater market with similar capacities to Açu
- **Upgrade focus:**
 - Increasing reel diameter from 9.6m to 12m, doubling the reel pipe storage capacity
 - Installation of new-generation machines and site optimization to accommodate new reels
 - Creation of a new area dedicated to testing some of the world's most sophisticated flexible pipes



Newcastle Plant Upgrade: World's largest and most capable steel tube umbilical facility

- 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



Technip's Differentiation through its Fleet Strategy

Broad capabilities from deep to shore

Flexible-Lay & Construction, S-lay, J-Lay, Rigid Reel-Lay, Diving Support



Fleet flexibility through mix of contract types

full-owned, jointly-owned, long-term and short-term charters and leases



Top tier assets

Heerema alliance for deepwater projects
Flexible pipelay PLSVs for Brazil
Diving assets for North Sea and Canada
Construction vessels for complex West African projects



Track record & good utilization worldwide

Skandi Africa and Deep Explorer: Two High-end Vessels to Join our Fleet

Skandi Africa, Construction vessel*



- Dedicated to deepwater projects in Africa
- Largest flexible-lay capacity vessel (650t) similar to the new Brazilian PLSVs
- Delivery scheduled in Q4 2015

Deep Explorer, Diving Support vessel



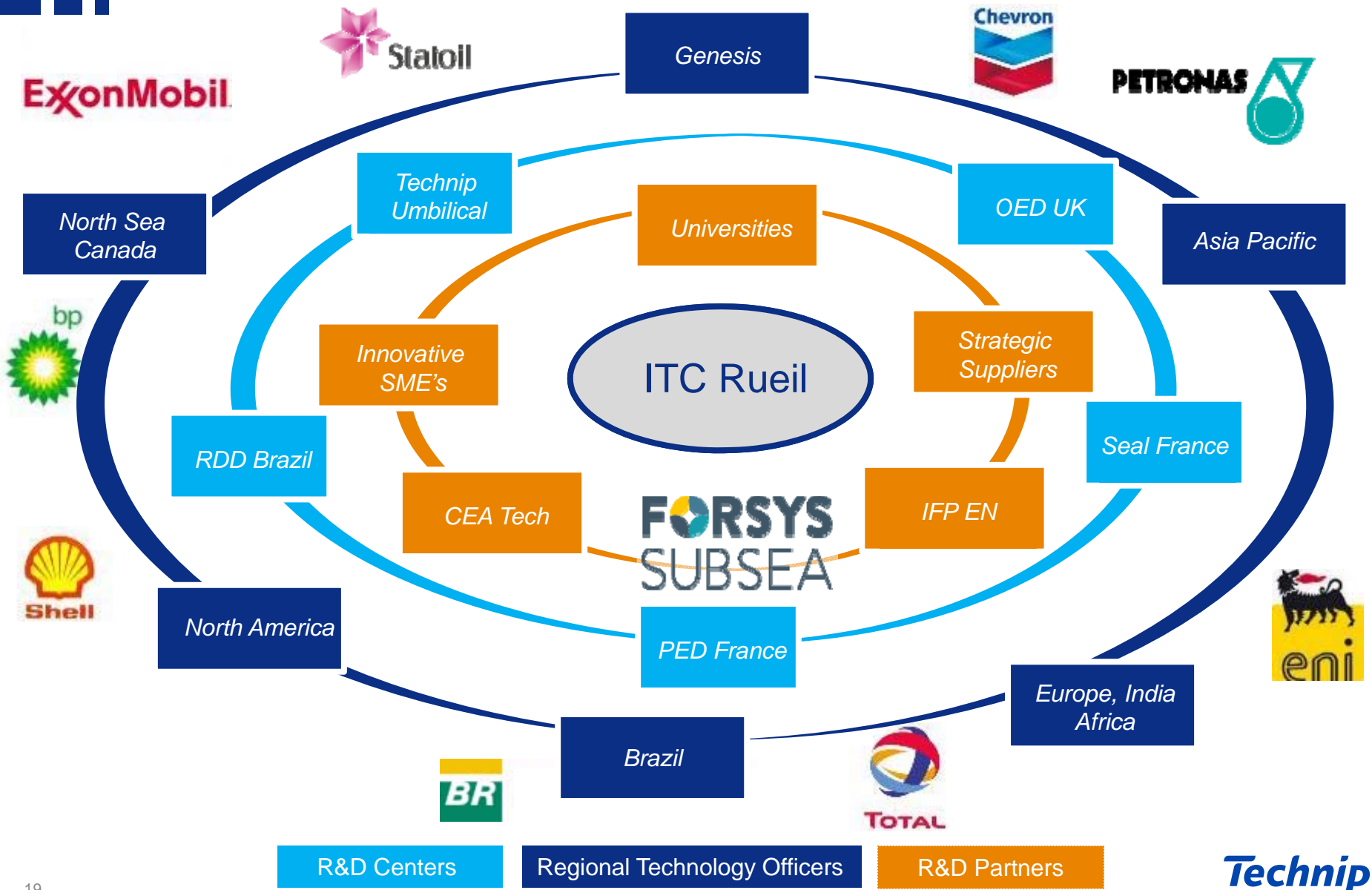
- Dedicated to North Sea and Canada for diving support market
- Sister ship of Skandi Arctic: interchangeability and cost saving efficiencies through standardization
- Delivery scheduled for 2016

Sustaining our competitive position in different markets

Pursue Differentiation through Technology and Innovation



Coordinating our Enhanced Technology Network



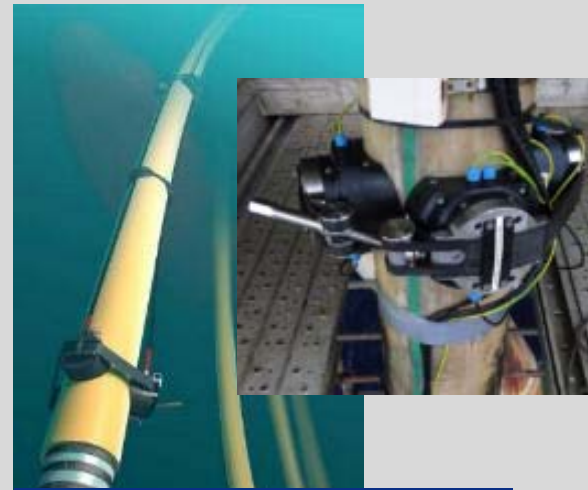
Developing Innovative Technologies



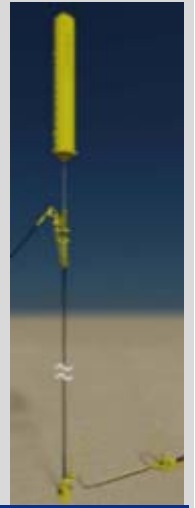
ETH IPB Flexible



Gas Lift IPB Flexible



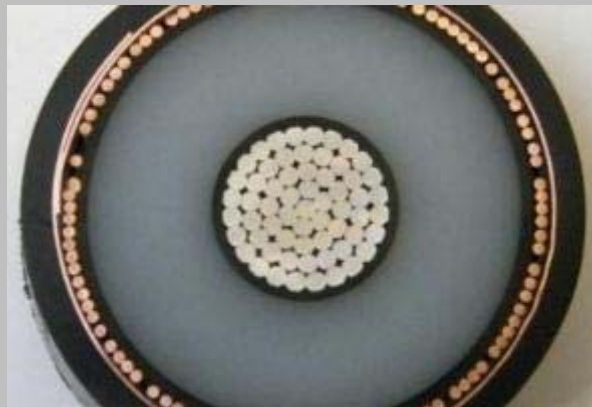
Acoustic Emission Monitoring



Hybrid Riser



ETH PiP Rigid

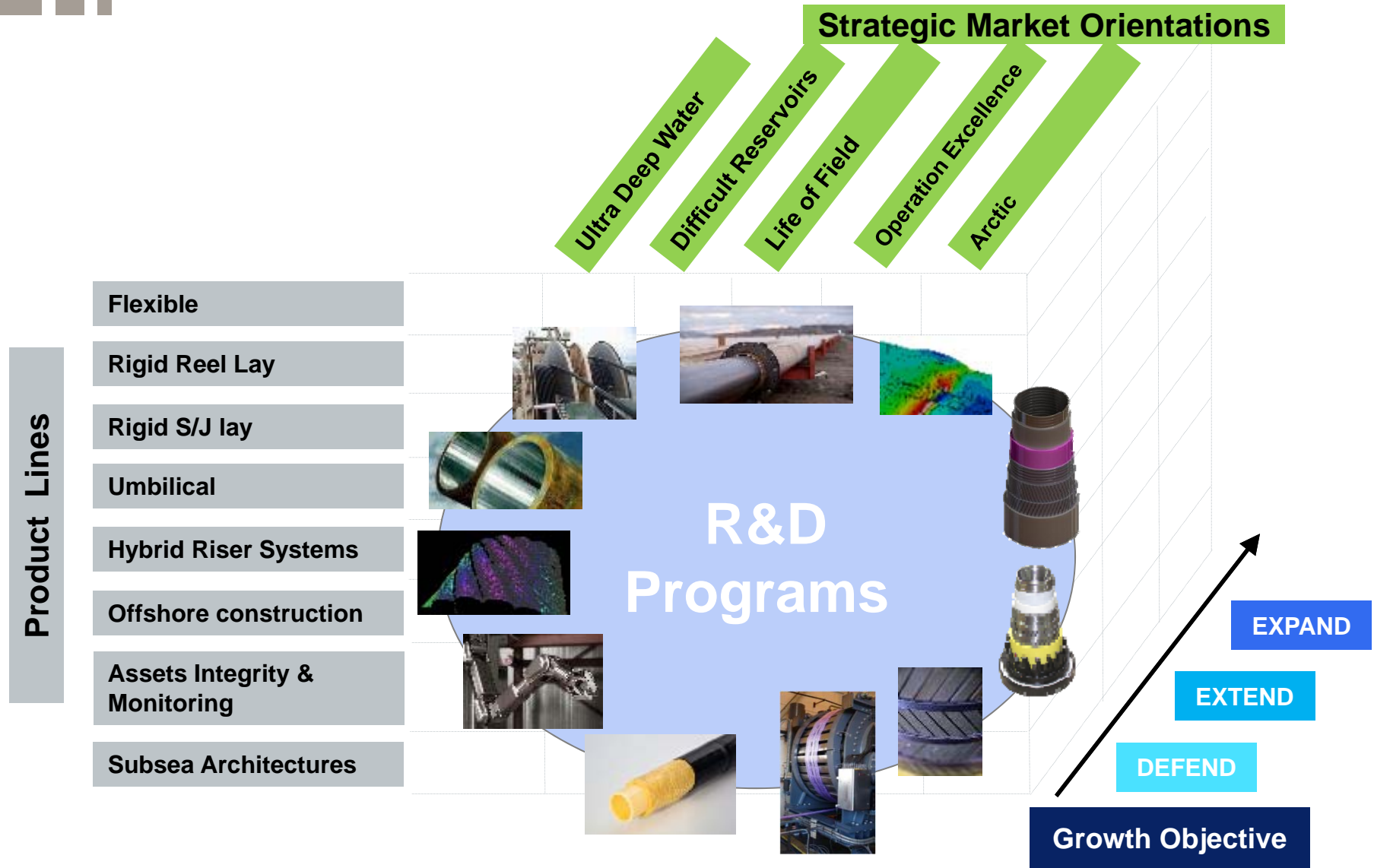


AI Cable Power Umbilical



CFA Flexible

A New Framework to Map our R&D Efforts



Examples of Technology for each of our Growth Objectives

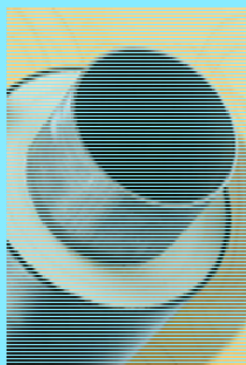
DEFEND



Unmanned Surface Vessel



TP35 Polymer



Logstor Insulation

EXTEND



2nd Gen ETH-PIP

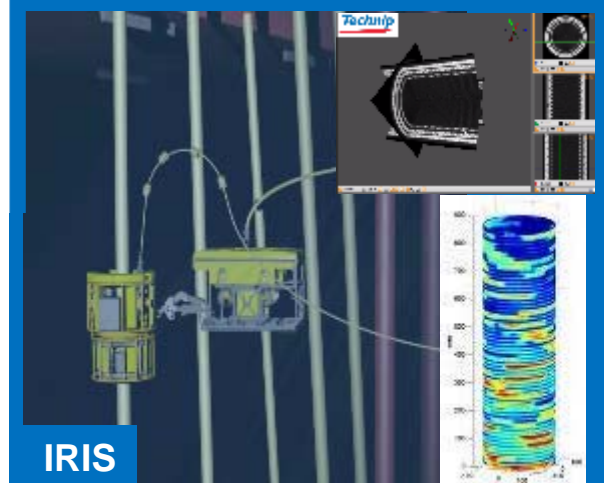


HT CFA

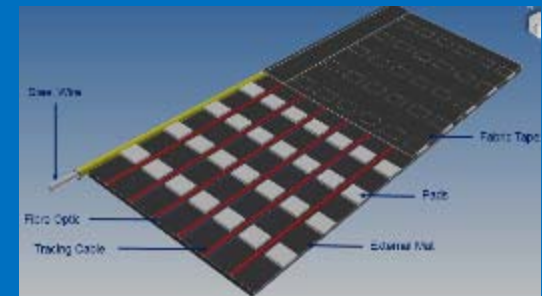


Fiber Rope Winch

EXPAND



IRIS



ETH Blanket



Key Take-aways

- **Sustain R&D efforts on all of our product lines**
- **Open innovation and increased technology collaboration with our clients**
- **Pursue our leading competitive edge with differentiating technologies and assets**
- **Focus on making our client's projects economically viable**

[Think technology, think Technip

Thank you

