

# Fourth Quarter and Full Year 2012 Results



Paris, February 21, 2013



## Safe Harbor

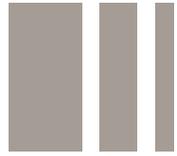
*This presentation contains both historical and forward-looking statements. These forward-looking statements are not based on historical facts, but rather reflect our current expectations concerning future results and events and generally may be identified by the use of forward-looking words such as “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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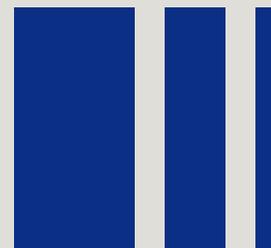
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# 1. 2012: Year in Review





# 2012: Year of Growth

## Financials

- **Revenue** increased by 20%, to €8.2 billion
- **Operating margin**<sup>(1)</sup> at 10% for the 4<sup>th</sup> year
- **Net income** of €540 million
- €14 billion **backlog**, with €12 billion **order intake**

## Achievements

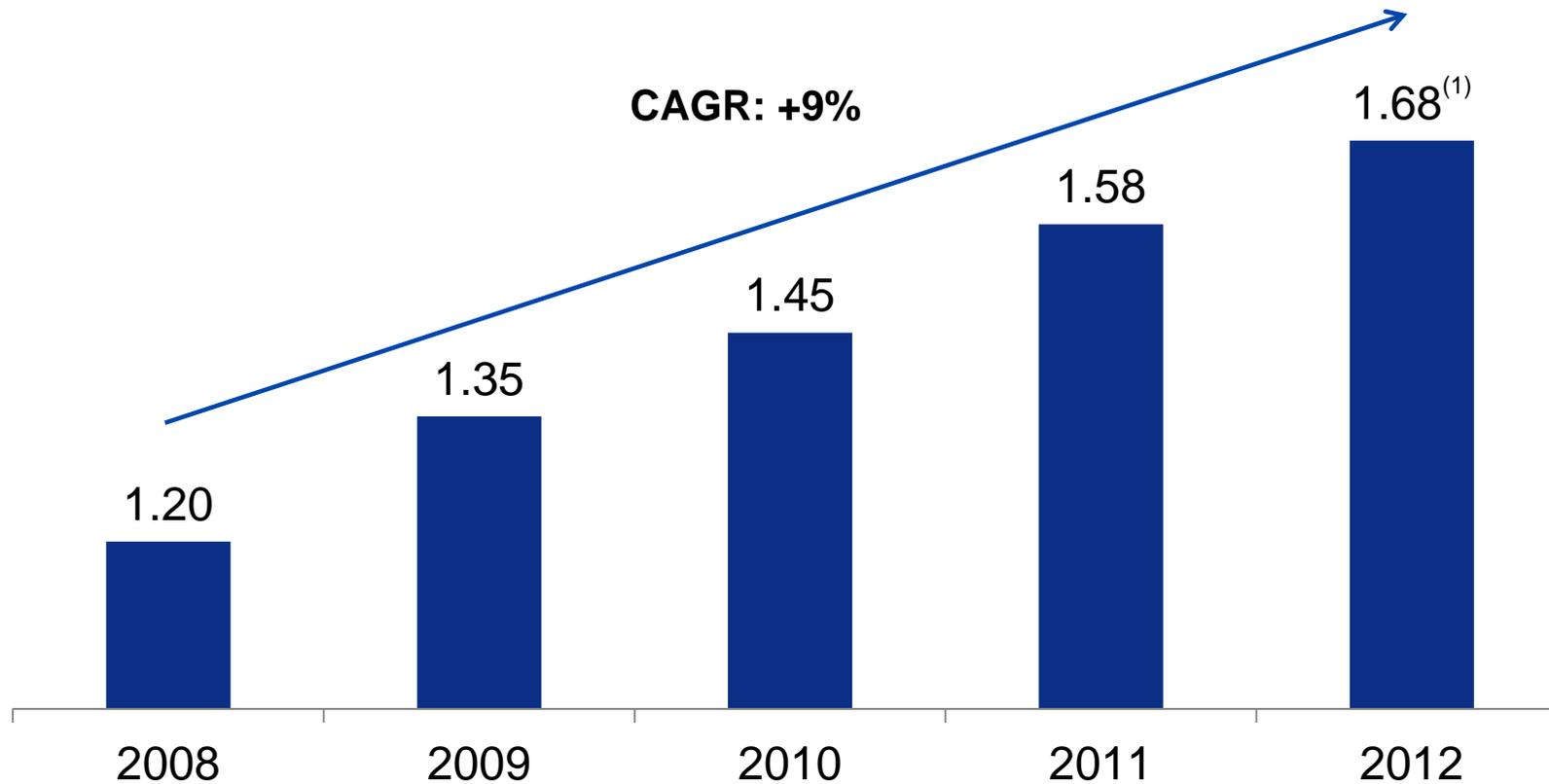
- Portfolio **diversification** maintained
- **Technology** and expertise driving order intake
- Global footprint strengthened and **workforce** expanded to 36,500 people
- Strategic **acquisitions and alliances**

**[ Performance in line with our objectives**

*(1) from recurring activities*

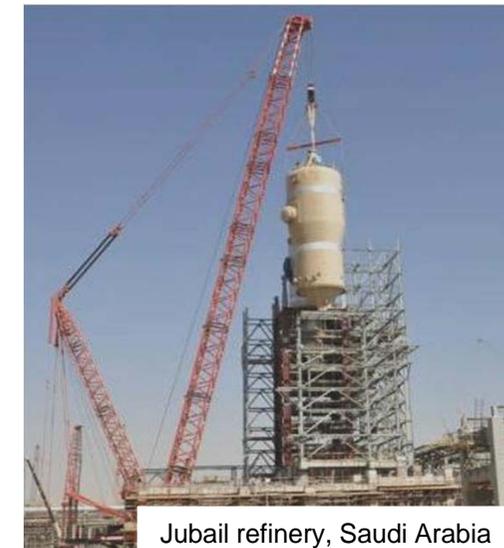
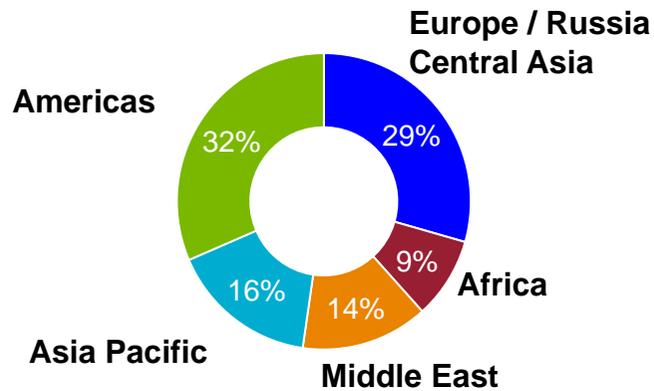
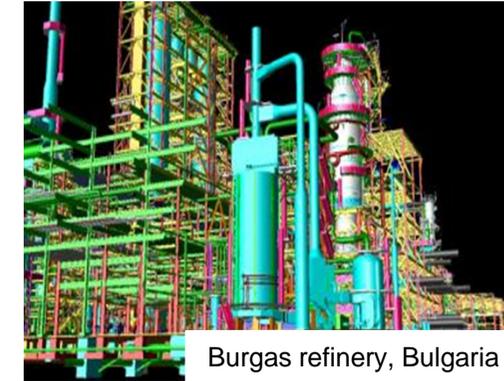
# Steady Dividend Increase

Dividend per share (€) 2008 - 2012



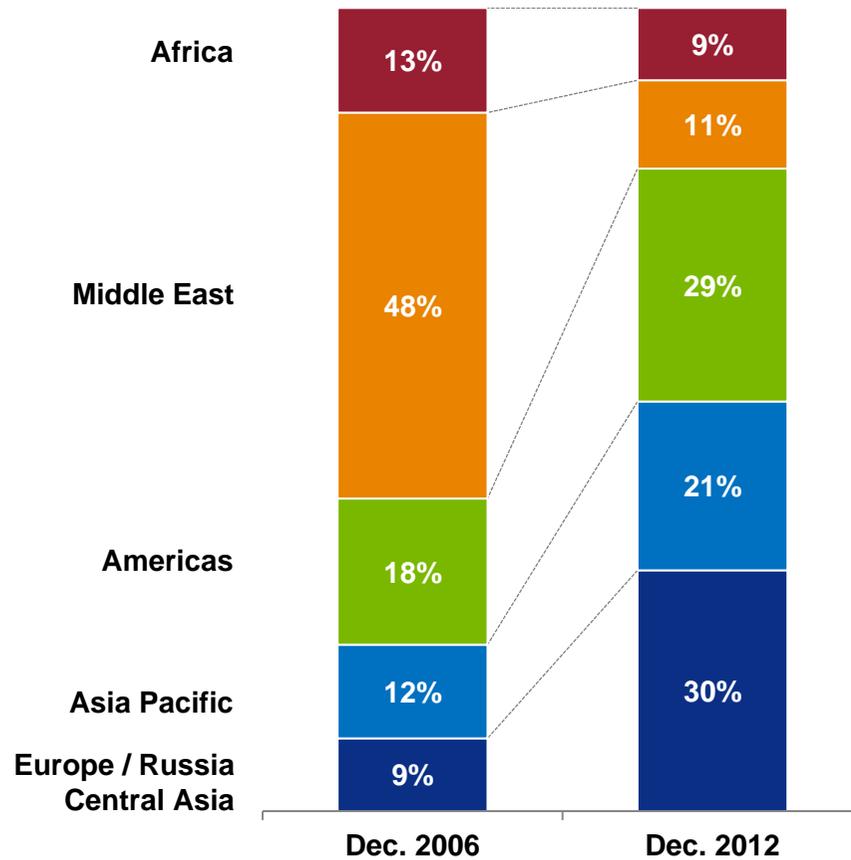
<sup>(1)</sup> Recommendation of Technip's Board of Directors to be approved during the Annual General Meeting

# 2012 Revenue Split by Geography

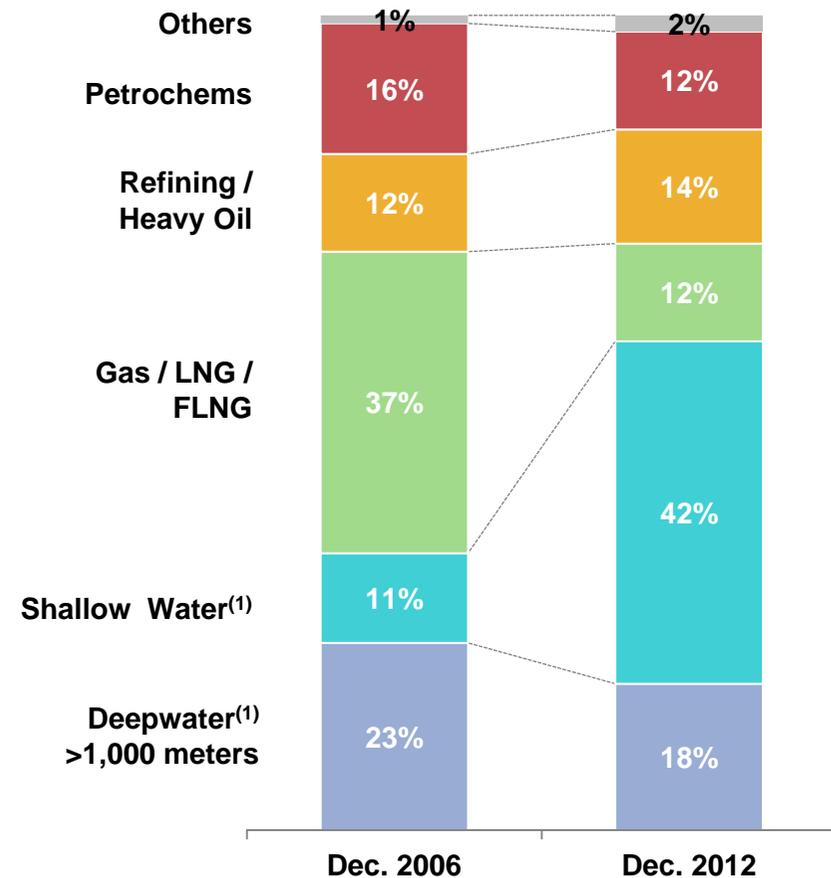


# A Solid Platform for Profitable Growth

## Backlog by Geography



## Backlog by Market Split



*(1) Includes offshore platforms and subsea projects*

# Strategic Initiatives to Expand Capabilities

## Technip Stone & Webster Process Technology

- Portfolio of cutting edge technologies and alliances in refining, hydrogen, ethylene, petrochemicals & GTL
- Team of ~1,200 people with specialists from both Technip and Stone & Webster



## Commercial Alliance with Heerema

- 5-year worldwide agreement combining deepwater EPCI capabilities
- Working together through ad-hoc JV, consortiums or subcontract arrangements to best answer client requirements

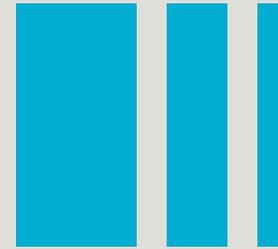




# Our New Pipelay Vessel: Deep Orient



## 2. 2012: Operational & Financial Highlights

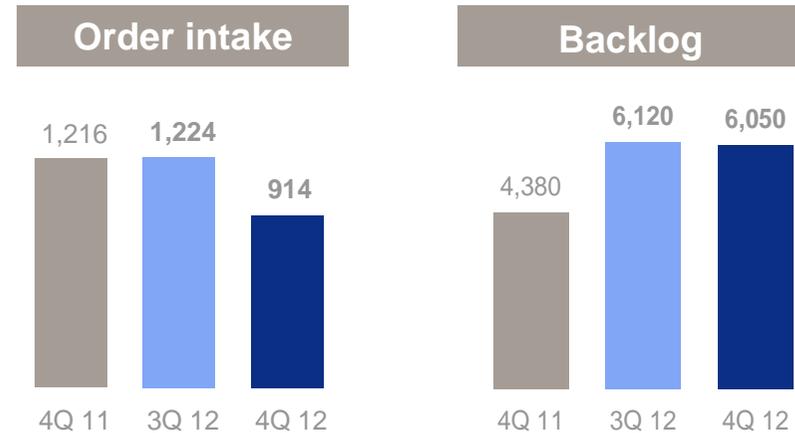


# Fourth Quarter Order Intake & Backlog

€ million

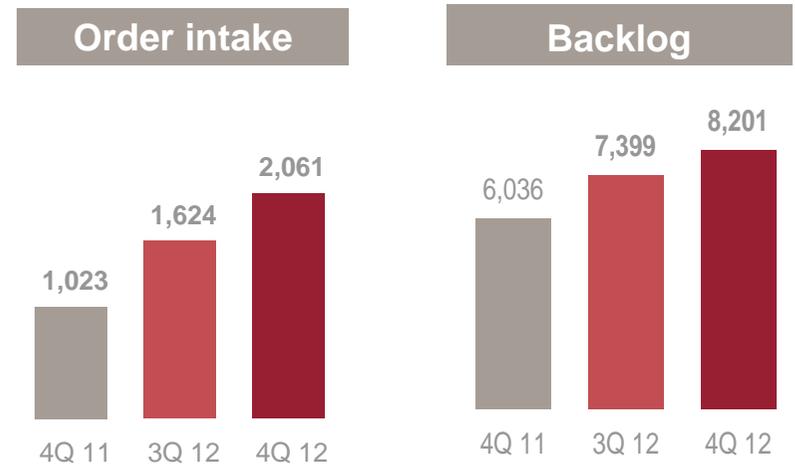
## Subsea order intake

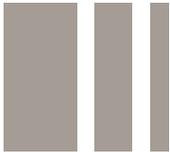
- GirRI project phase 2, Angola
- Juliet field development, North Sea
- Starfish S-Lay, Trinidad and Tobago



## Onshore/Offshore order intake

- Aasta Hansteen Spar, Norway
- Martin Linge platform, Norway
- Malikai tension leg platform, Malaysia
- Ludwigshafen chlorine plant, Germany
- Westlake ethylene, USA





# Group Financial Highlights

€ million (audited)

	4Q 12	Change	FY 12	Change
<b>Revenue</b>	<b>2,300.5</b>	<b>14.2%</b>	<b>8,203.9</b>	<b>20.4%</b>
EBITDA <sup>(1)</sup>	289.0	5.5%	1,016.6	15.1%
<i>EBITDA Margin</i>	12.6%	(104)bp	12.4%	(58)bp
<b>Operating Income<sup>(2)</sup></b>	<b>237.5</b>	<b>14.1%</b>	<b>821.7</b>	<b>15.8%</b>
<i>Operating Margin<sup>(2)</sup></i>	10.3%	(1)bp	10.0%	(40)bp

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

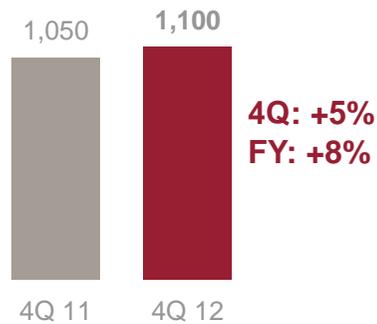
<sup>(2)</sup> from recurring activities

# Segment Growth and Margins

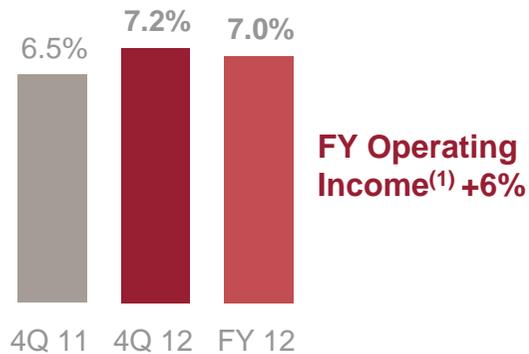
€ million

## Onshore/Offshore

### Revenue

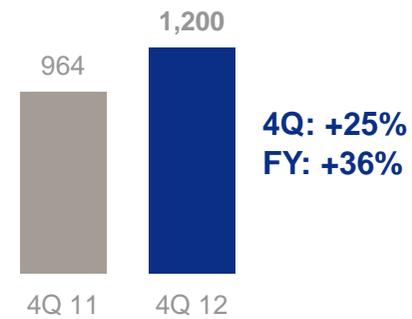


### Operating Margin<sup>(1)</sup>

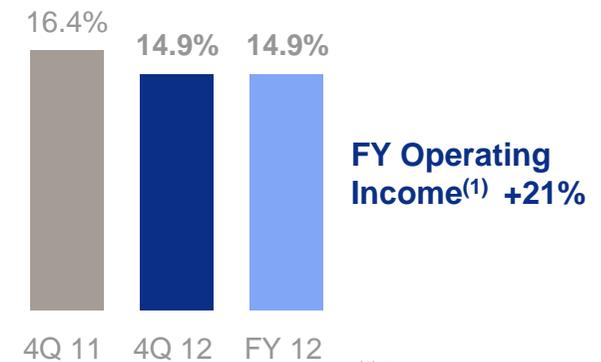


## Subsea

### Revenue



### Operating Margin<sup>(1)</sup>



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

**Technip**

# Fourth Quarter & FY 2012 Net Income

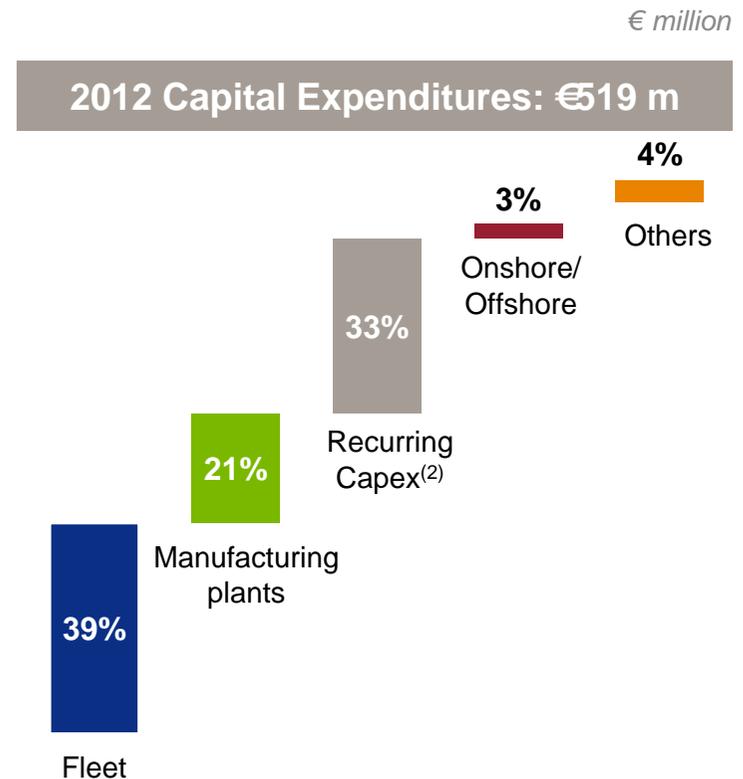
€ million (audited)

	4Q 12	Change	FY 12	Change
<b>Operating Income<sup>(1)</sup></b>	<b>237.5</b>	<b>14.1%</b>	<b>821.7</b>	<b>15.8%</b>
Non-Current Operating Result	(2.5)	<i>nm</i>	(9.5)	<i>nm</i>
Financial Result	(35.7)	<i>nm</i>	(65.3)	<i>nm</i>
Share of Income of Equity Affiliates	1.0	<i>nm</i>	1.0	<i>nm</i>
<b>Income before Tax</b>	<b>200.3</b>	<b>(3.8)%</b>	<b>747.9</b>	<b>5.2%</b>
Income Tax Expense	26.4%	(313)bp	27.4%	(196)bp
<b>Net Income</b>	<b>147.0</b>	<b>(1.7)%</b>	<b>539.7</b>	<b>6.4%</b>

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

# Net Cash Position

	3 Months
<b>Net Cash Position as of September 30, 2012</b>	<b>183.5</b>
Cash Generated from / (Used in) Operations	226.1
Change in Working Capital Requirements	3.2
Capital Expenditures	(161.3)
Other including FX Impacts <sup>(1)</sup>	(68.3)
<b>Net Cash Position as of December 31, 2012</b>	<b>183.2</b>

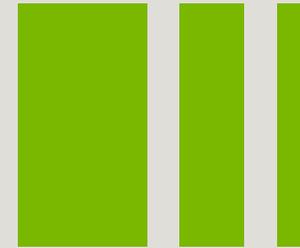


<sup>(1)</sup> Includes impact of assessment of purchase price allocation of Global Industries

<sup>(2)</sup> Includes fleet maintenance, corporate & IT

**2013 Capex expected at a similar level**

## 3. Sustaining Profitable Growth





# Diversified Backlog by Contract Size and Type

## Subsea

- **€6.0 billion backlog**
  - Largest projects: Quad 204, Bøyla, Mariscal Sucre
  - Over 10 projects in €100 - 350m
  - Over 70 projects in €10 - 100m
- **Subsea contracts mix**
  - EPCI, tie-backs, installation
  - Flexible supply
  - Long-term charters
  - Diving support
  - Genesis field architecture

## Onshore & Offshore

- **€8.2 billion backlog**
  - Largest projects: Prelude FLNG, Ethylene XXI
  - Around 15 projects in €100 - 600m
  - Over 50 projects in €10 - 100m
- **Onshore & Offshore contracts mix**
  - EPC, E&P, Services
  - Lump-sum contracts
  - Reimbursable / convertible lump sum
  - FEED / licensing
  - Technology / equipment packages supply

# Differentiating Assets

Pori and MHB yards



- **Lucius, Anadarko:** under fabrication
- **Heidelberg, Anadarko:** early works
- **Big Dog, BP:** design phase, through 10-year frame agreement
- **Malikai Tension Leg Platform, Shell:** awarded in 4Q 2012

Le Trait and Açu plants



- **Large diameter flexible pipes for ultra-deep water**
- **Materials and coating for highly corrosive fluids**
- **Integrated Production Bundles**

Downstream technologies



- **Stone & Webster process technologies acquired in 2012**
- **Expertise and proprietary technologies** in refining, petrochemicals, GTL, LNG and hydrogen
- **License agreements** in e.g. fertilizer and PTA



# Differentiating Technologies: 2012 Industry and Technip Firsts

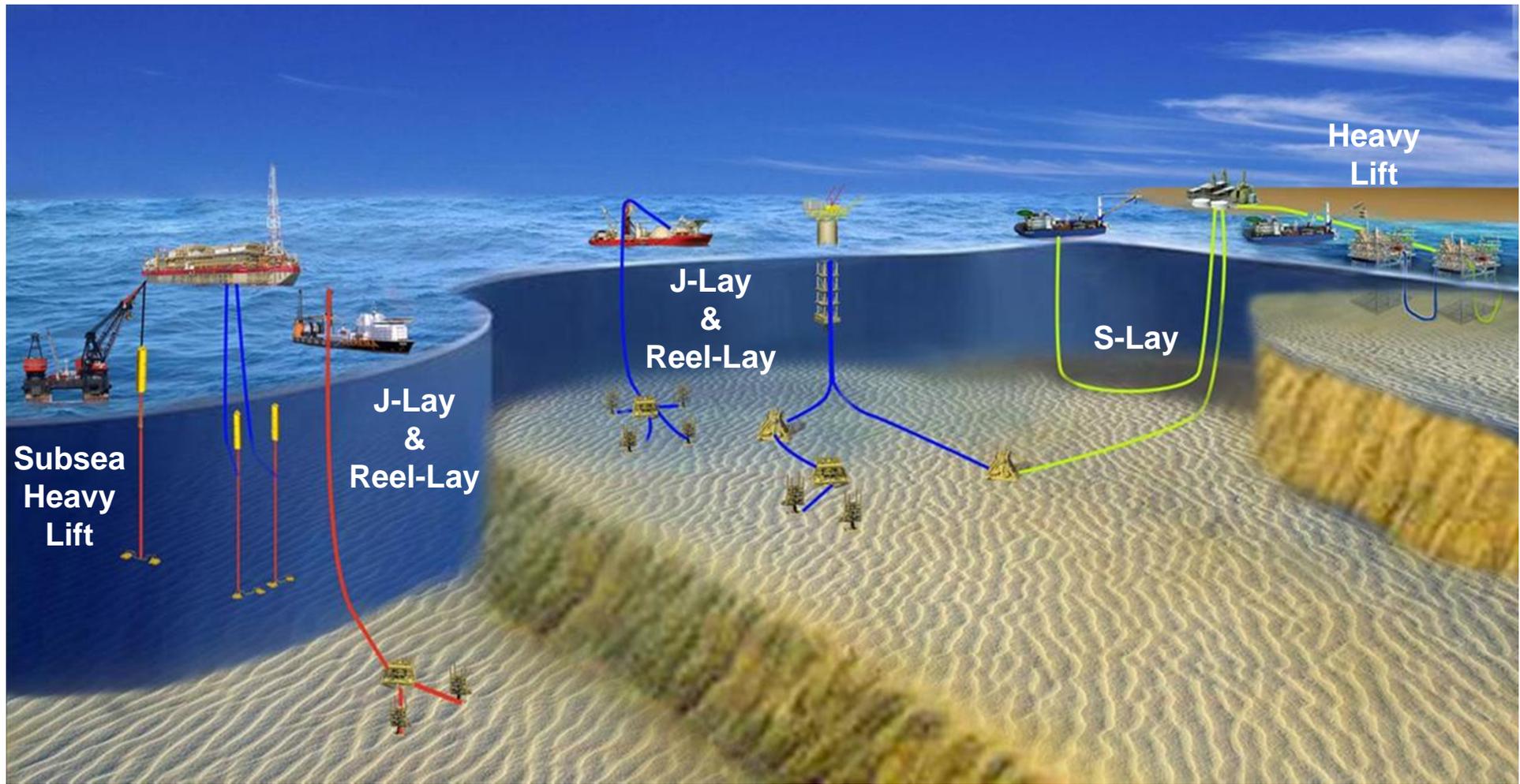
## Subsea

- Islay electrically traced heated pipe-in-pipe
  - World 1<sup>st</sup> ETH-PIP installed in the North Sea, improves flow assurance and reduces operating costs
- Large diameter S-Lay
  - G1200 vessel to lay 30" pipeline for Discovery System in the Gulf of Mexico
  - G1201 vessel laid 30" pipeline for Liwan project offshore China
- Leading edge tie-in
  - Industry first diverless hot-tap with the Skandi Arctic in the North Sea
- Pre-salt flexible pipe
  - Contract to supply Guara Lula NE pre-salt gas injection flexible pipes designed for 2,250 meter water depth at 552 bars, in Brazil

## Onshore & Offshore

- Petronas FLNG 1
  - Contract award to design the 1<sup>st</sup> Malaysian FLNG, the second FLNG in the world after Shell Prelude FLNG awarded to Technip in 2011
- Aasta Hansteen Spar
  - EPC contract to design and build the 1<sup>st</sup> Spar for Norwegian waters leveraging our long-term relationship with Korean yards
- Ethylene crackers for Reliance Industries in India and CP Chem in the USA
  - Technology and engineering services contract to design world-scale ethylene crackers using proprietary technology from Technip and former Stone & Webster
- JBF Petrochemicals Ltd. PTA plant
  - World-scale purified terephthalic acid (PTA) plant in India leveraging Technip's long lasting collaboration with BP for PTA technology

# Very Broad Execution Capabilities in Subsea

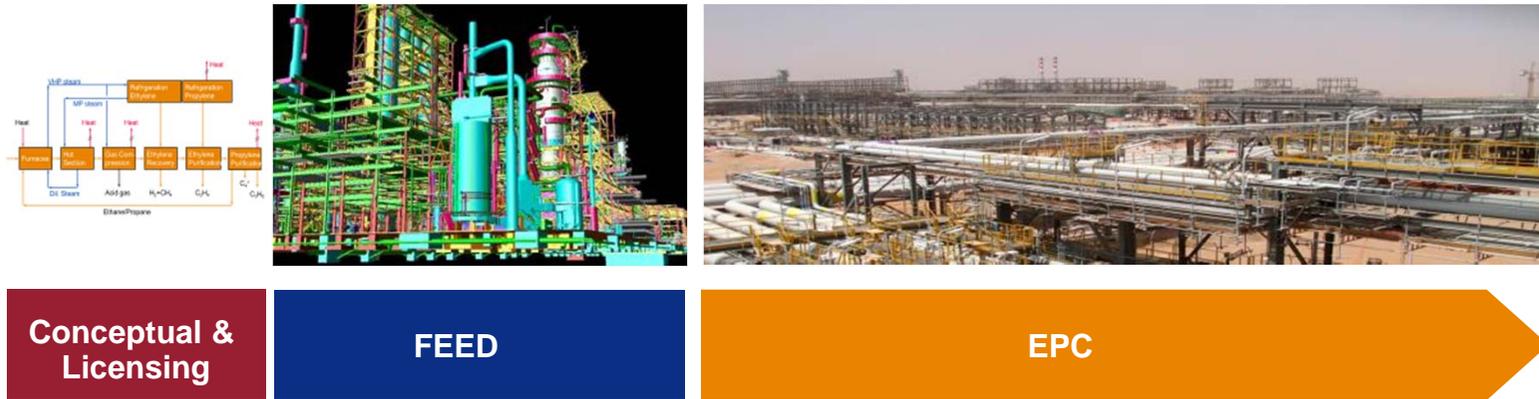


Ultra-deep water infield lines  
(Very high tensions: alliance with Heerema)

Deepwater infield lines

Deep-to-shore

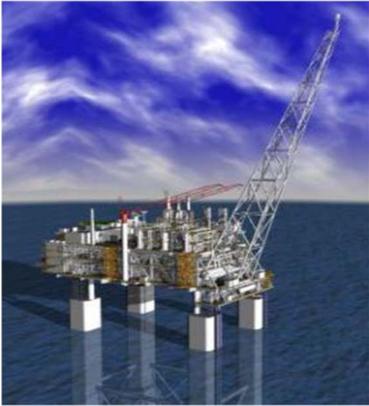
# Integrated Business Model: Target Contracts from Project Early Stages



## ■ Key contracts won from FEED in 2012

- Ethylene XXI, Mexico
- Burgas refinery, Bulgaria
- Petronas FLNG 1, Malaysia
- Upper Zakum EPC 1, Middle East
- Aasta Hansteen Spar, Norway

# Integrated Service Offering Across Segments



**Wheatstone, Australia**

Platform FEED

Platform detailed engineering

Subsea equipment & umbilical installation



**Ichthys, Australia**

FPSO & FPU detailed engineering

Offshore commissioning

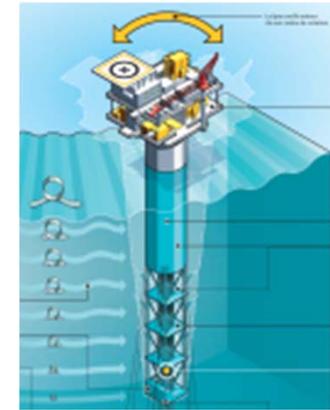
Supply of flexible pipe risers



**Malikai, Malaysia**

Tension Leg Platform EPC

Subsea export pipelines installation

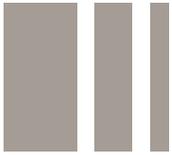


**Lucius, Gulf of Mexico**

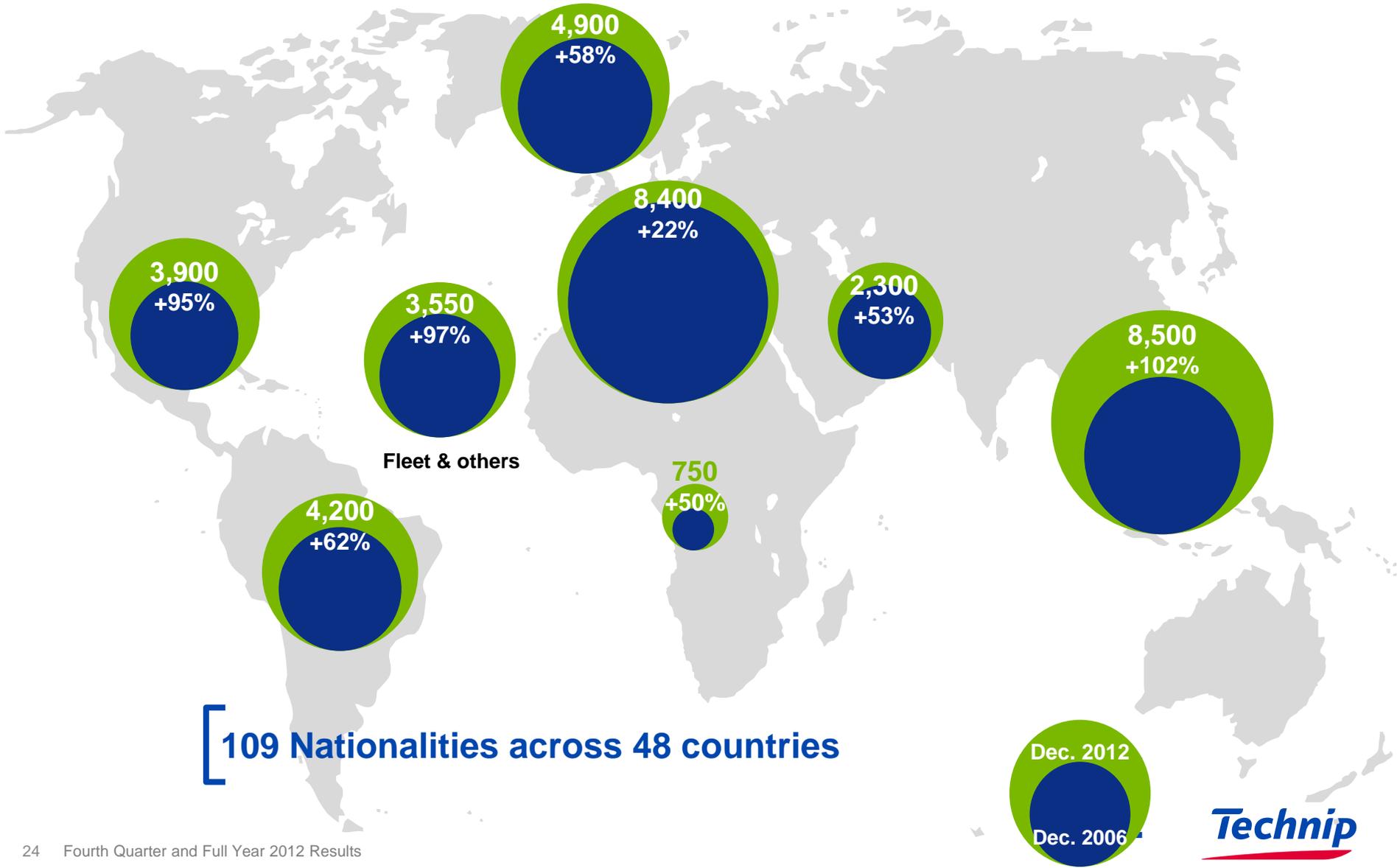
Lucius Spar hull EPC

Subsea field development

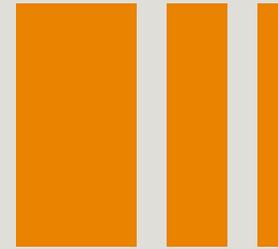
■ Offshore  
■ Subsea



# 36,500 People Throughout the World, Growing Close to Clients



## 4. 2013 Outlook





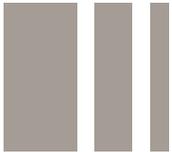
## 2013 Full Year Outlook<sup>(1)</sup>

- **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





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

€ million

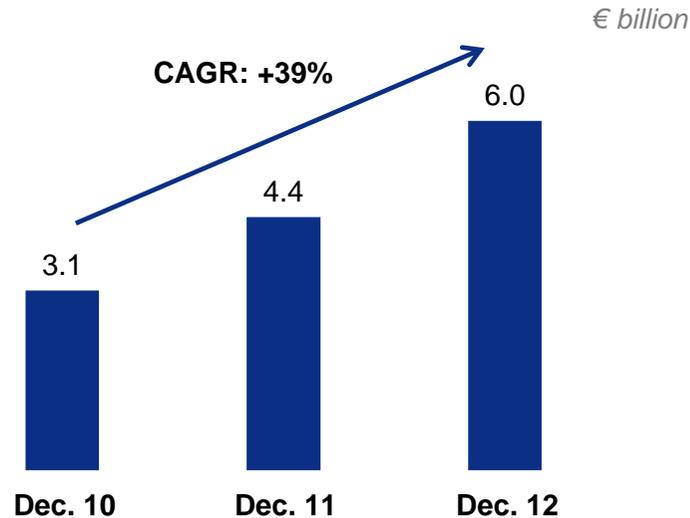
	Subsea	Onshore/Offshore	Group
<b>2013</b>	3,242	3,842	7,084
<b>2014</b>	1,682	2,820	4,502
<b>2015+</b>	1,126	1,539	2,665
<b>Total</b>	<b>6,050</b>	<b>8,201</b>	<b>14,251</b>

<sup>(1)</sup> Backlog estimated scheduling as of December 31, 2012

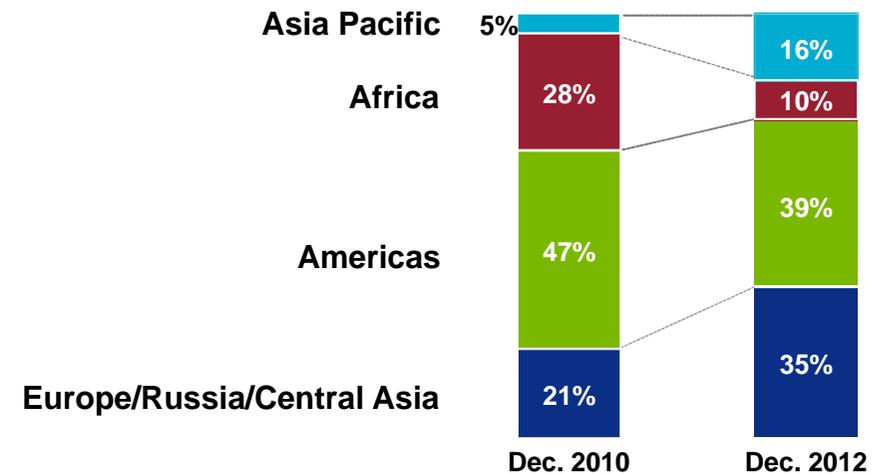
# Key Factors Influencing 2013 Subsea Margins

## A Busy, Growing Subsea Market Worldwide

### Subsea Backlog Growth



### Subsea Backlog Growth Towards Asia Pacific



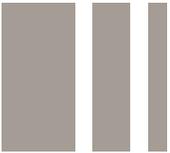
### New Assets in 2013 - 2014

- Deep Energy rigid & flexible pipelay vessel
- Deep Orient construction and flexlay vessel
- Açuflex flexible pipe manufacturing plant in Brazil
- Newcastle steel tube umbilical plant



## 2013 Operational Priorities

- **Maintain our focus on project execution to ensure reliability in project delivery**
- **Delivery and use of differentiating assets, with start-up of the Deep Orient, Deep Energy & Açu plant**
- **Reinforce leadership position in offshore production facilities, notably on FLNGs and Spars**
- **Leverage our enhanced downstream technology portfolio notably in North America**
- **Grow equipment and technology: confirm flexibles as technology of choice for deepwater developments**



# 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
- Increase in platform activity

## Middle East

- Sustained volume of activity
- Good opportunities offshore & downstream

## Africa

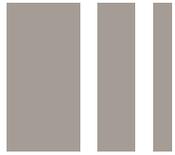
- Tendering activities across Gulf of Guinea, Congo, and Angola
- New discoveries to drive future onshore & offshore developments
- Project timing remains uncertain

## Asia Pacific

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

## Latin America

- Good visibility in Brazil with post-salt & pre-salt developments
- Clearer flexible opportunities



# Delivering Sustainable & Profitable Growth

## Our Strategic Framework

Well diversified, profitable backlog

Key differentiating assets

Technology

Execution capability

Vertical integration

National content

## 5. Annex

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

Subsea

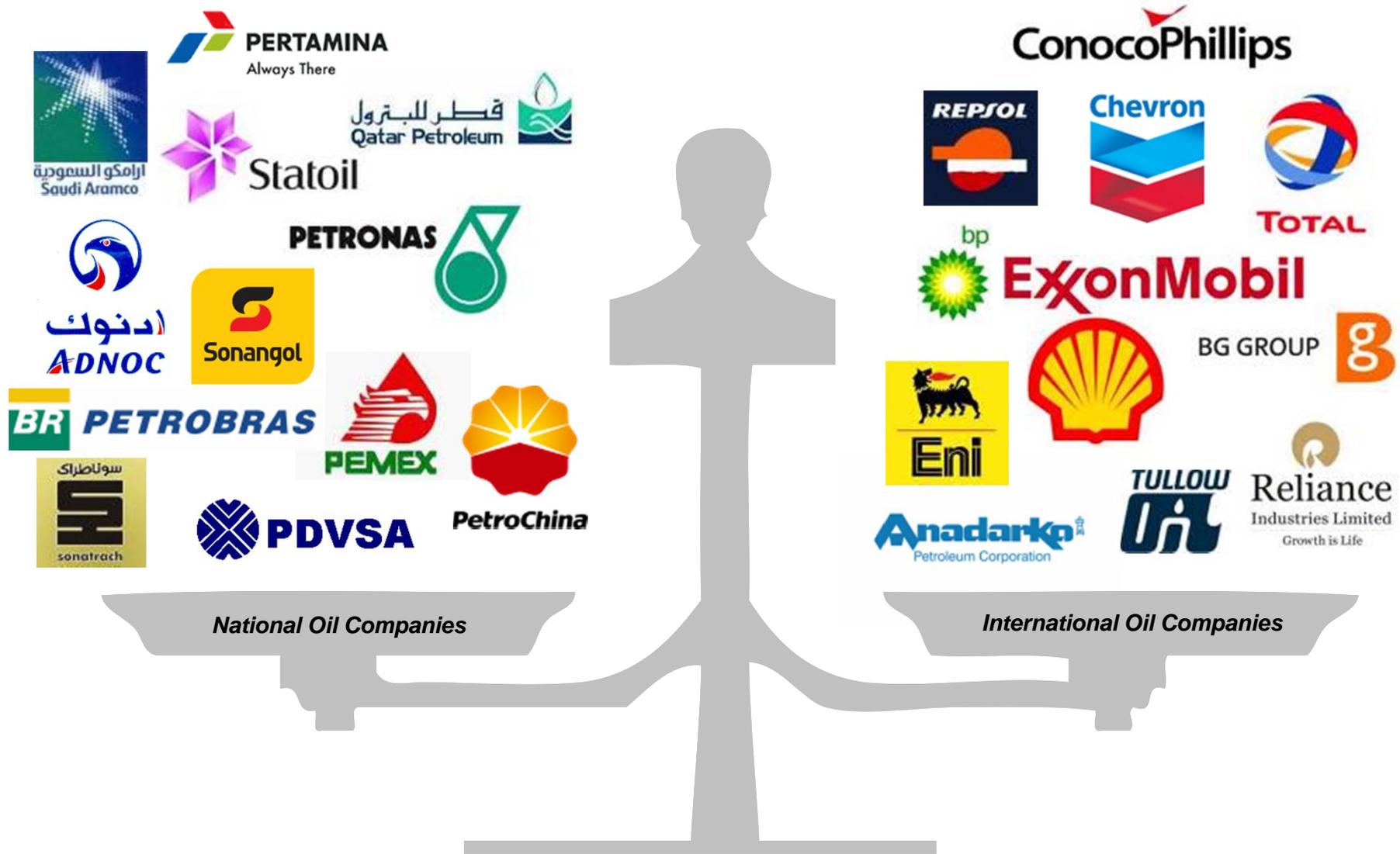


Onshore/Offshore



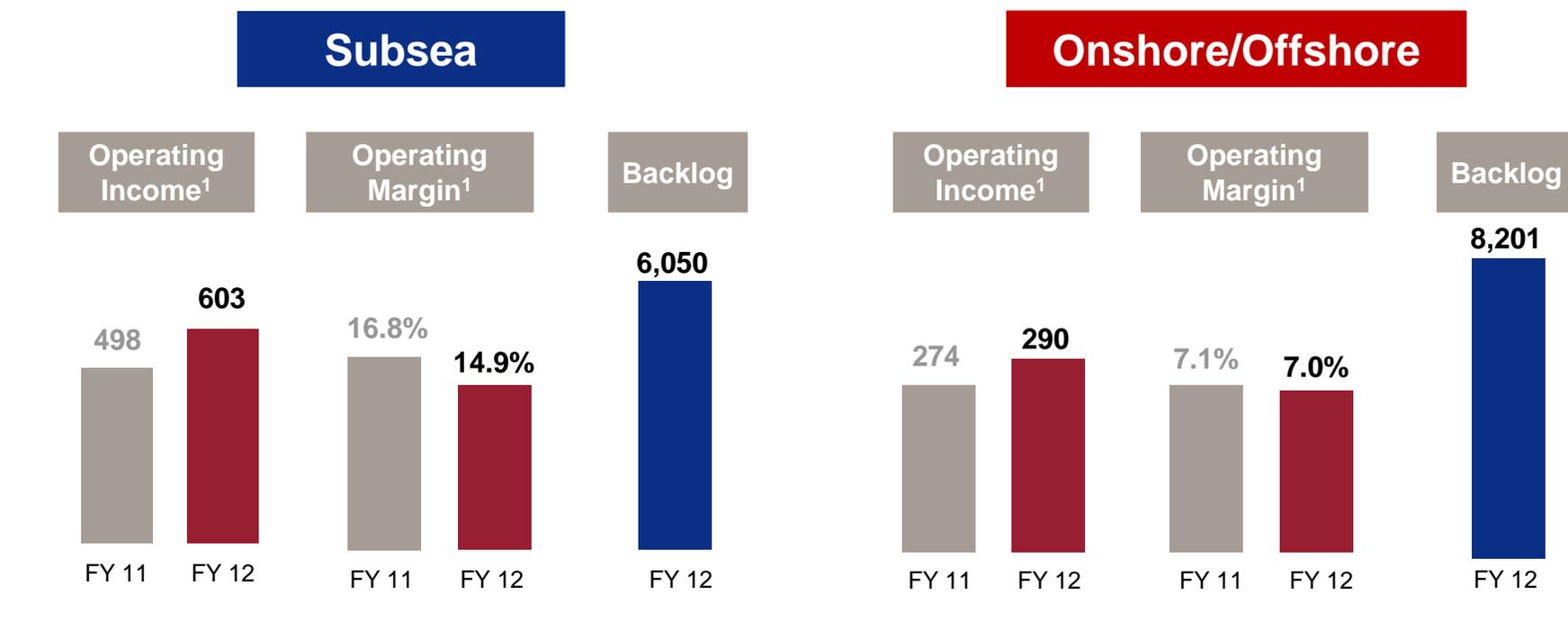
- **Worldwide leadership**
- **Unique vertical integration**
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
  - R&D
- **First class assets and technologies**
  - Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
- **Proven track record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



# Two Complementary Business Models Driving Financial Structure and Performance

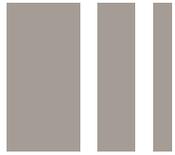
€ million



- Capital intensive: fleet and manufacturing units
- Vertical integration from engineering to manufacturing & construction

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

(1) from recurring activities



# Fourth Quarter Subsea Highlights

€ million

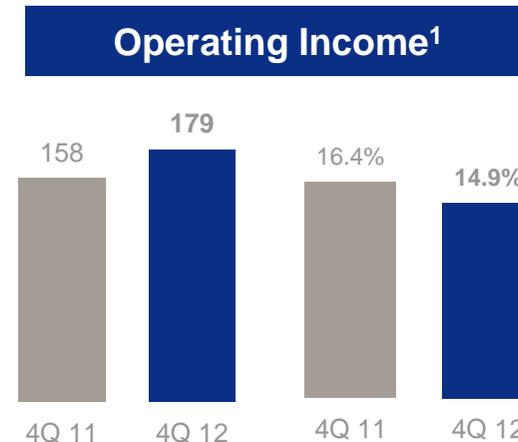
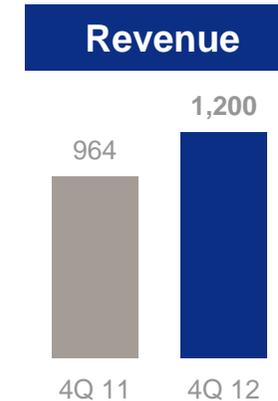
- **Offshore main operations completed**

- Vigdis NE field development, Norway
- Jubilee 1A, Ghana

- **Main ongoing projects**

- Boyla field development, Norway
- Goliat, Barents Sea
- Golden Eagle, UK
- BC-10 phase 2, Brazil
- Guara & Lula Nordeste, Brazil
- Mariscal Sucre, Venezuela
- CLOV umbilical supply, Angola

- **Overall group vessel utilization rate: 78%**



(1) from recurring activities

# Fourth Quarter Onshore/Offshore Highlights

€ million

## Upstream

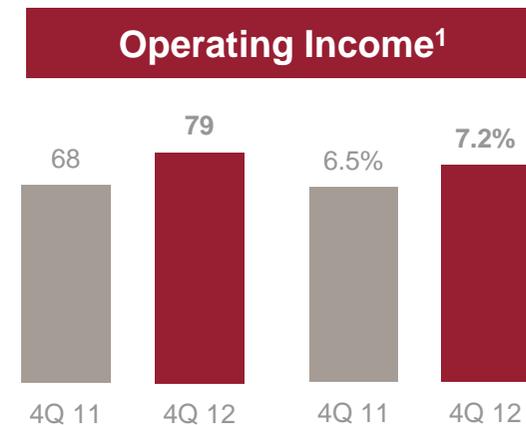
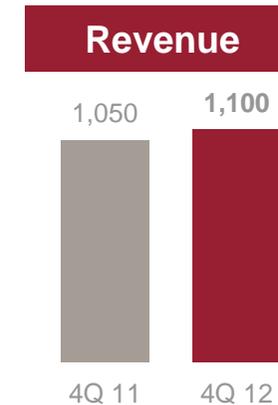
- Asab 3, UAE
- Ichthys FPSO, Australia
- Lucius Spar, Gulf of Mexico
- Hejre platform, Denmark

## Gas, LNG & FLNG

- PMP, Qatar
- Prelude FLNG, Australia
- Petronas FLNG 1, Malaysia

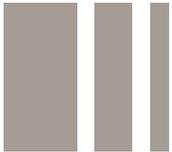
## Downstream

- Burgas, Bulgaria
- Jubail, Saudi Arabia
- Elastomer complex, Thailand
- Several engineering / FEED contracts in different countries



(1) from recurring activities

**Technip**



# Consolidated Statement of Financial Position

€ million (audited)

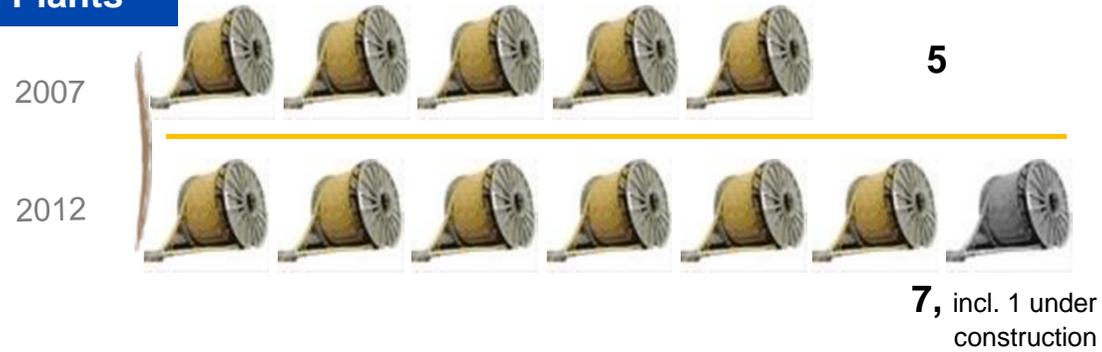
	Dec. 31, 2011 <sup>1</sup>	Dec. 31, 2012
Fixed Assets	5,662.0	6,022.2
Construction Contracts – Amounts in Assets	588.0	454.3
Other Assets	2,711.8	2,815.2
Cash & Cash Equivalents	2,808.7	2,289.3
<b>Total Assets</b>	<b>11,770.5</b>	<b>11,581.0</b>
Shareholders' Equity	3,673.3	4,014.4
Construction Contracts – Amounts in Liabilities	724.3	873.0
Financial Debts	2,151.6	2,106.1
Other Liabilities	5,221.3	4,587.5
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>11,770.5</b>	<b>11,581.0</b>

<sup>(1)</sup> Restated with assessment of purchase price allocation for Global Industries



# Investment in Key Subsea Assets

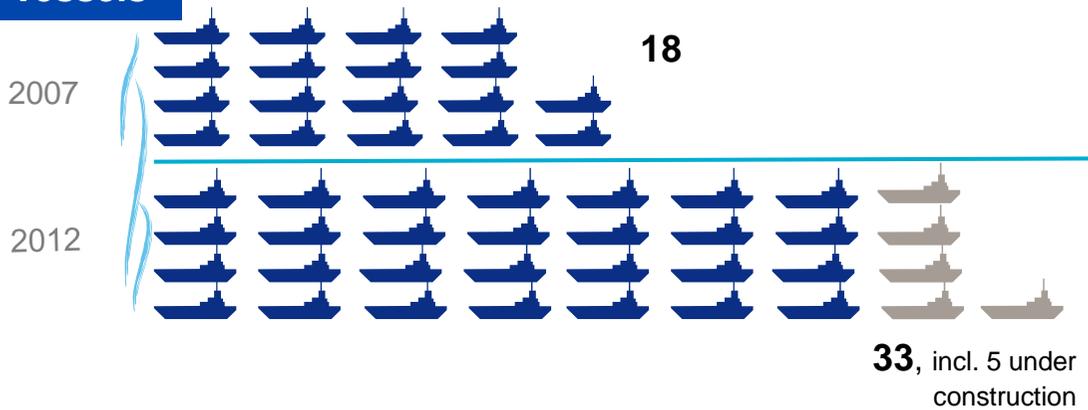
## Plants



## New long-term charters



## Vessels



As of December 31, 2012

# Onshore/Offshore Key Markets

## Onshore Downstream Unique Position



Petrochemical & Ethylene



Refining



LNG & GTL



Fertilizer

## Expertise in Full Range of Offshore Facilities



Floating LNG



Spar

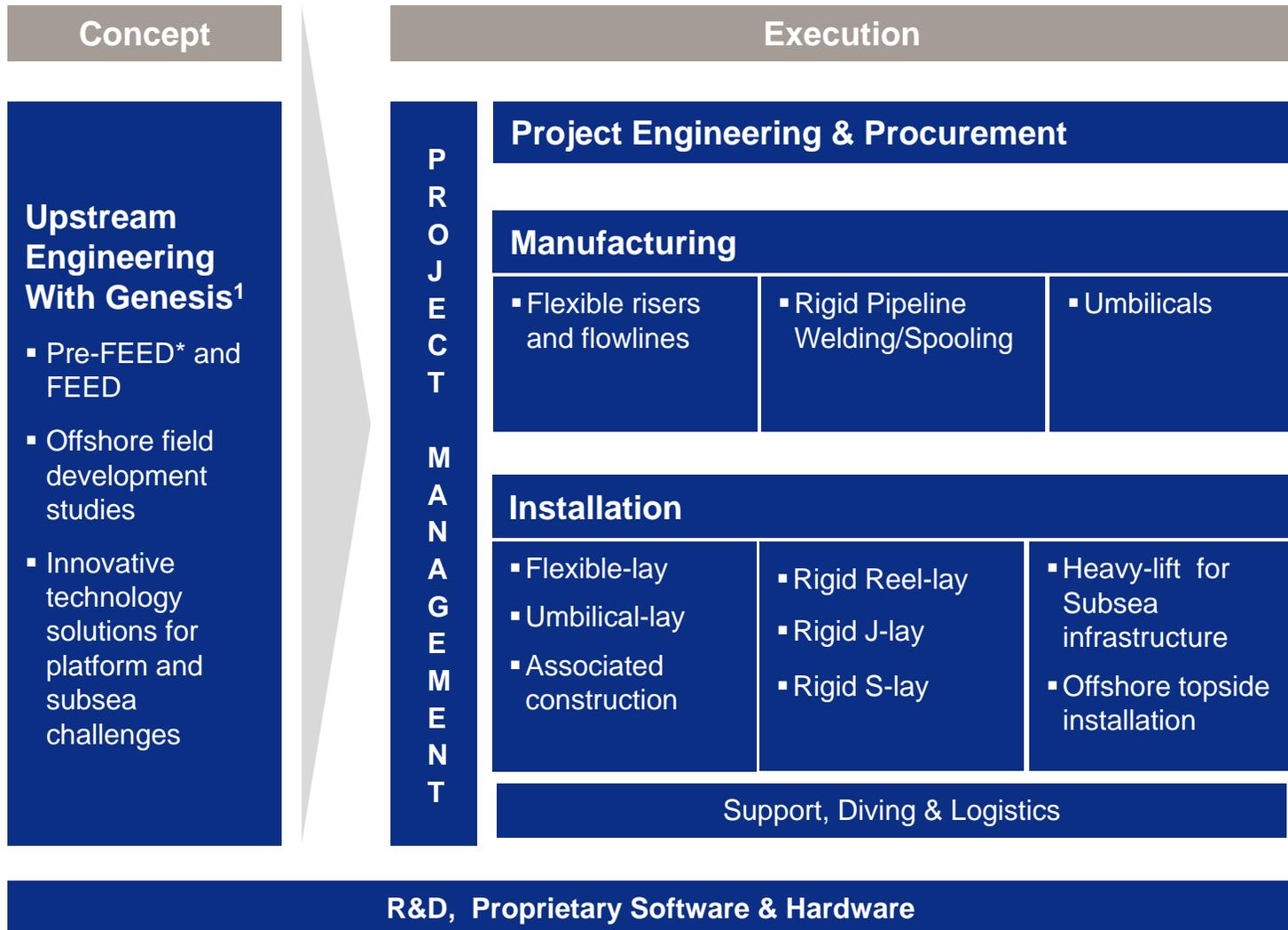


Fixed platform



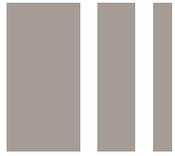
FPSO

# 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

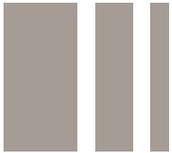


# Delivering Best-for-Project Solutions Through Genesis



- **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**



## 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



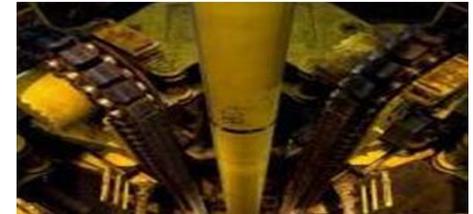
**Technip**

# 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

**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

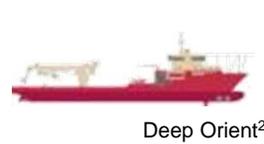
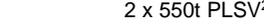
**Technip**



## 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

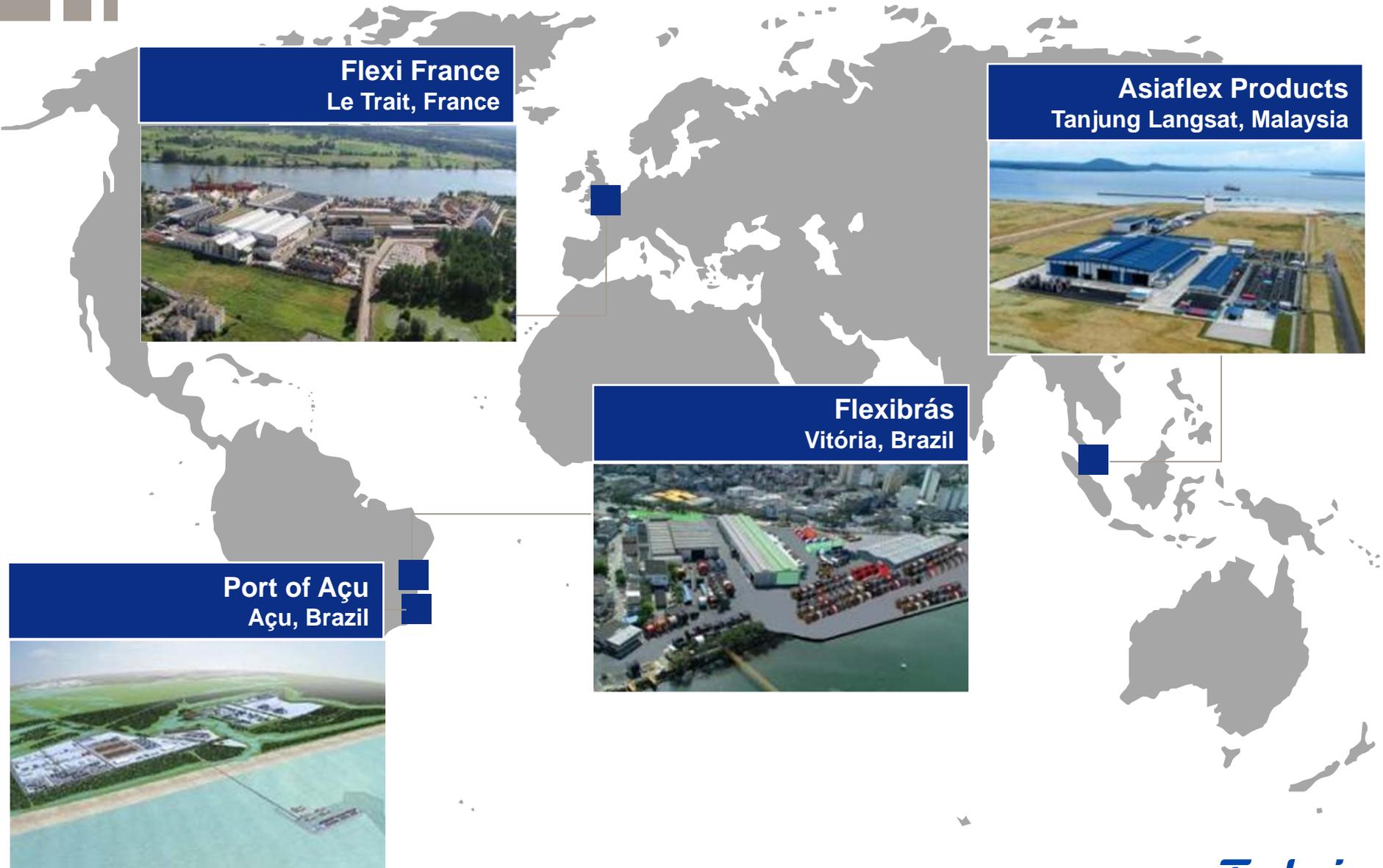
# High Performing Fleet of 33 Vessels<sup>1</sup>

Flexible-Lay & Construction 11 units	Rigid Reel-Lay & J-Lay 4 units	Rigid S-Lay and Heavy Lift 5 units
 Skandi Vitoria  Skandi Niteroi  Deep Constructor  Sunrise 2000  Deep Pioneer  ST 261 <sup>2</sup>  Normand Progress  Deep Orient <sup>2</sup>  2 x 550t PLSV <sup>2</sup>  North Sea Giant	 Deep Blue  Apache II  Deep Energy <sup>2</sup>  Chickasaw	 G1200  G1201  Hercules  Comanche  Iroquois
<b>Diving &amp; multi support vessels</b> <b>13 units</b>	 Skandi Achiever  Olympic Challenger  Skandi Arctic  Global Orion  Pioneer	

<sup>1</sup> As of December 31, 2012

<sup>2</sup> 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



# Offshore Manufacturing & Logistic Bases



**Mobile, Alabama, USA**



**Orkanger, Norway**



**Evanton, UK**



**Carlyss, Louisiana, USA**



**Dande, Angola**



**Port of Angra, Brazil**

# Umbilicals Manufacturing Plants



**Duco Inc**  
Houston, USA



**Duco Ltd**  
Newcastle, UK



**Angoflex**  
Lobito, Angola



**Asiaflex Products**  
Tanjung Langsat, Malaysia



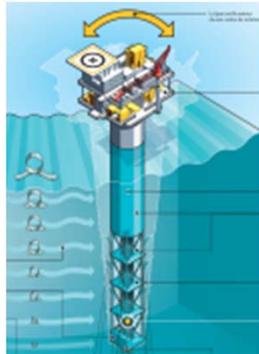
# Providing Innovative Solutions for Offshore & Subsea Developments

## Floating LNG



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

## Spars



- Solution for harsh waters
- 14 delivered out of 17, plus 4 ongoing projects

## Carbon Fiber Armor Flexible Pipe



- Reduction of deepwater riser weight
- Reduce pipelay vessel capacity requirements

## Integrated Production Bundle



- Improve flow assurance: multi-services and intelligent flexible pipe
- Combines gas lift, electrical cables, electrical heating, fiber optic monitoring and chemical injection services in one pipe

## Electrically Trace Heated Pipe-in-pipe



- Active insulation improving tie-backs flow assurance
- Energy effective design and cost effective installation

# 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



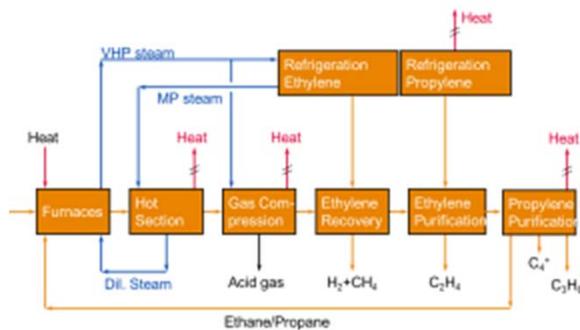
## Acquisition of Stone & Webster Process Technologies

- Acquisition completed on August 31, 2012
- Cash consideration of ~€225 million
- Perimeter excludes Toronto and Baton Rouge sites and all legacy EPC contracts retained by Shaw
- Cost synergies (notably premises, IT) approximately €7 million, with one-off transaction and transition costs in 2012 of ~€15 million
- The acquisition roughly doubles the revenues that Technip already generates from this type of activity to ~€400 million on a pro forma basis
- Looking forward, the acquired business should generate margins above those of the Onshore/Offshore segment, as well as having a more robust and lower risk earnings profile

# Technology Strength Diversifies Our Revenue

## Process Technologies

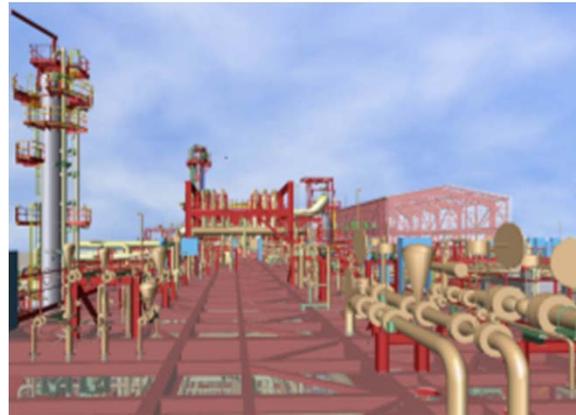
### Licenses



- 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

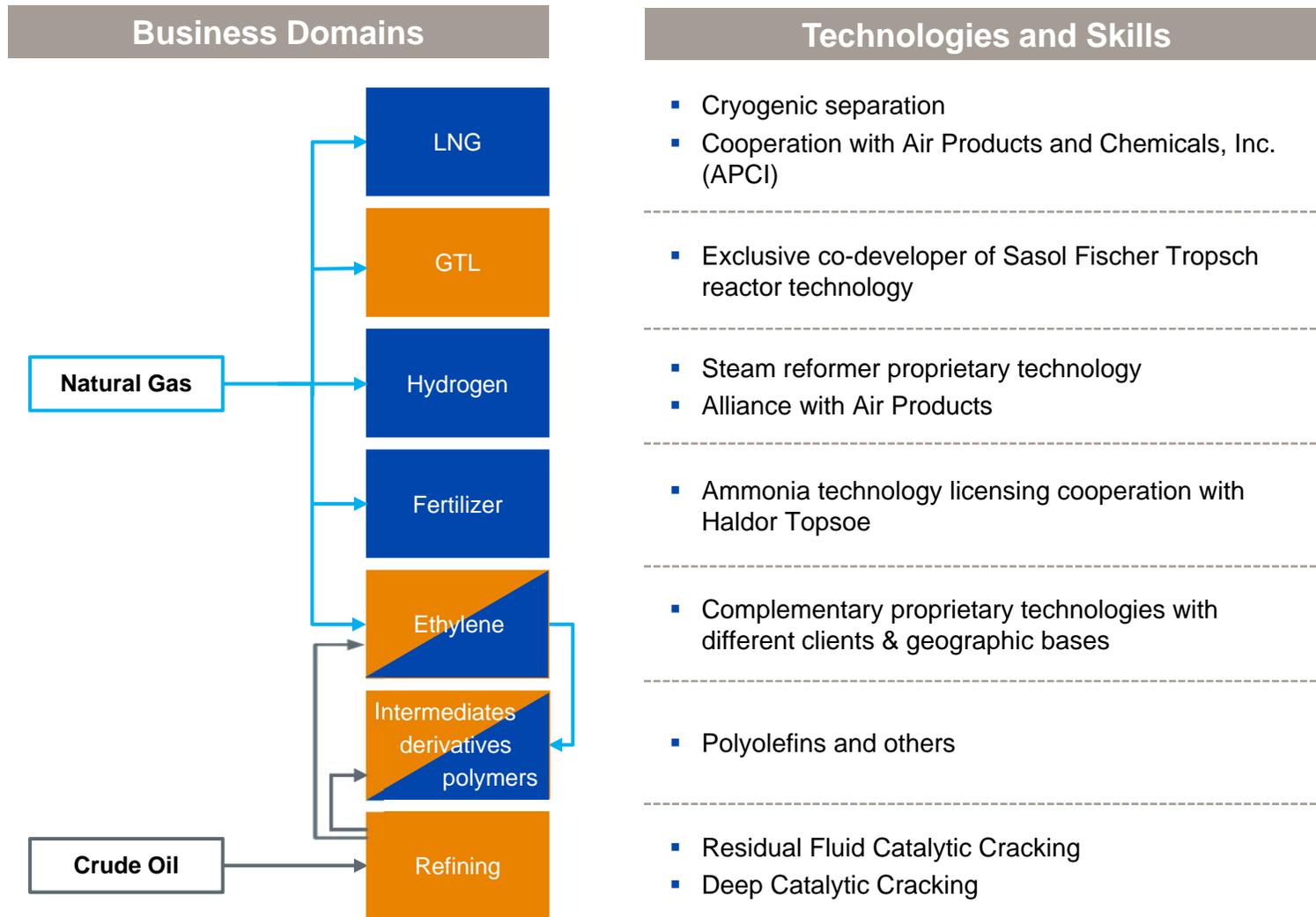


- Design, supply and installation of critical proprietary equipment

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

\* Project size order of magnitude

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



Technip

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



# Worldwide Organization Dedicated to Downstream Technologies



## ■ Technip Stone & Webster Process Technology

- Team of ~1,200 people with specialists from both companies
- Cutting edge technologies in refining, hydrogen, ethylene, petrochemicals & GTL
- ~€400 million of revenue on a pro forma basis

## ■ Why

- Reinforce Technip's position as a technology provider to the downstream industry, with positive feedback from clients
- Additional revenue streams from enhanced technology and high-end proprietary solutions
- Strengthened commercial relationship with clients at early stages of projects

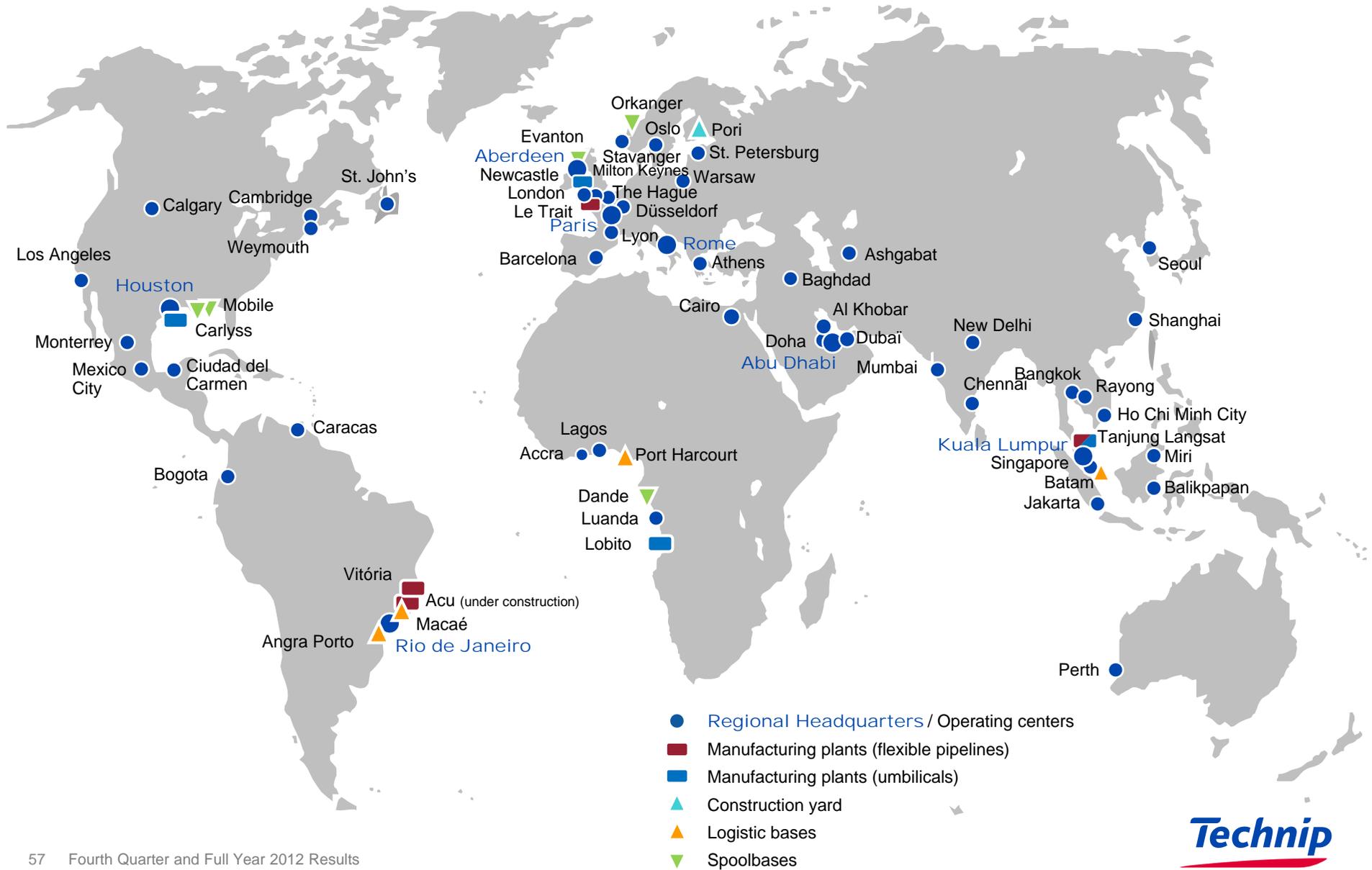
# Technip Stone & Webster Process Technology Leading Position in Growing Markets

	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

# A Unique Worldwide Footprint



# Africa: Local Partner With Commitment to Long-term Presence

## Assets & Activities

- **Engineering & project management centers**
- **Umbilical manufacturing plant:** Angoflex, Angola
- **Spoolbase:** Dande, Angola
- **Logistic base:** Port Harcourt, Nigeria

## Key Projects

- Pazflor, Subsea, Angola
- West Delta Deep Marine Phase 7 & 8A, Subsea, Egypt
- Jubilee, Subsea, Ghana
- Fertilizer FEED, Onshore/Offshore, Gabon
- Akpo FPSO, Onshore/Offshore, Nigeria



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

## Technip in Africa

- ~750 people
- 1<sup>st</sup> office founded in 1995



Dande spoolbase, Angola



Angoflex, Angola

As of December 31, 2012



# 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**



Deep Orient<sup>2</sup>

## 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% participation

<sup>2</sup> vessel under construction

## Technip in Asia Pacific

- ~8,500 people
- Founded in 1982



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

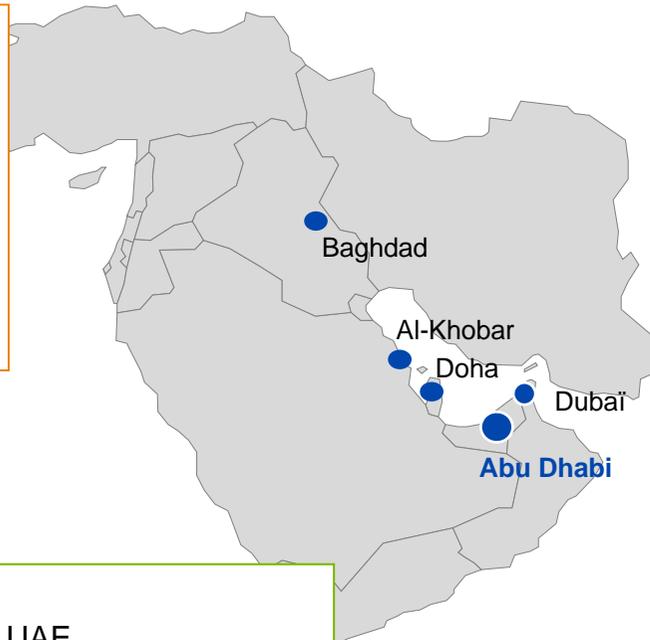
As of December 31, 2012

**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

- ~2,300 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
- KGOC Export Pipeline, Saudi Arabia and Kuwait



# 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

## 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

## 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

As of December 31, 2012

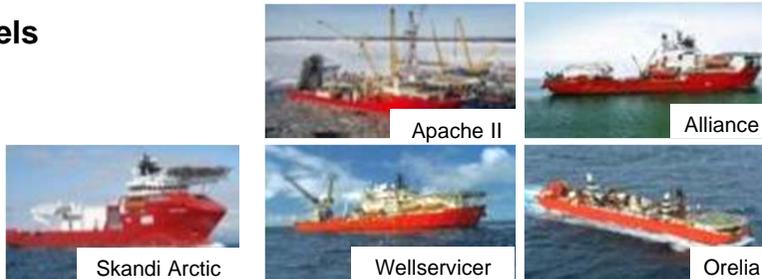


# North Sea Canada: Market Leadership in a Growing Market

## Assets & Activities

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

### Vessels



## Technip in North Sea

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



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

## 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>1</sup> EPCI, Norway

As of December 31, 2012

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

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

Fourth Quarter and Full Year 2012 Results



# Brazil: 35 years of Local Presence

## Assets & Activities

- **Engineering & project management centers**
- **Flexible/umbilical manufacturing plants**
  - Flexibras: since 1986
  - Port of Açú: High-end flexible manufacturing plant<sup>1</sup>
- **Logistic base**
  - Campos basin: Flexibras
  - Santos basin: Port of Angra
- **R&D and test center**
- **Marine assets support base: Macaé**
- **Vessels**



## Technip in Brazil

- **~3,700 People**
- **Founded in 1977**



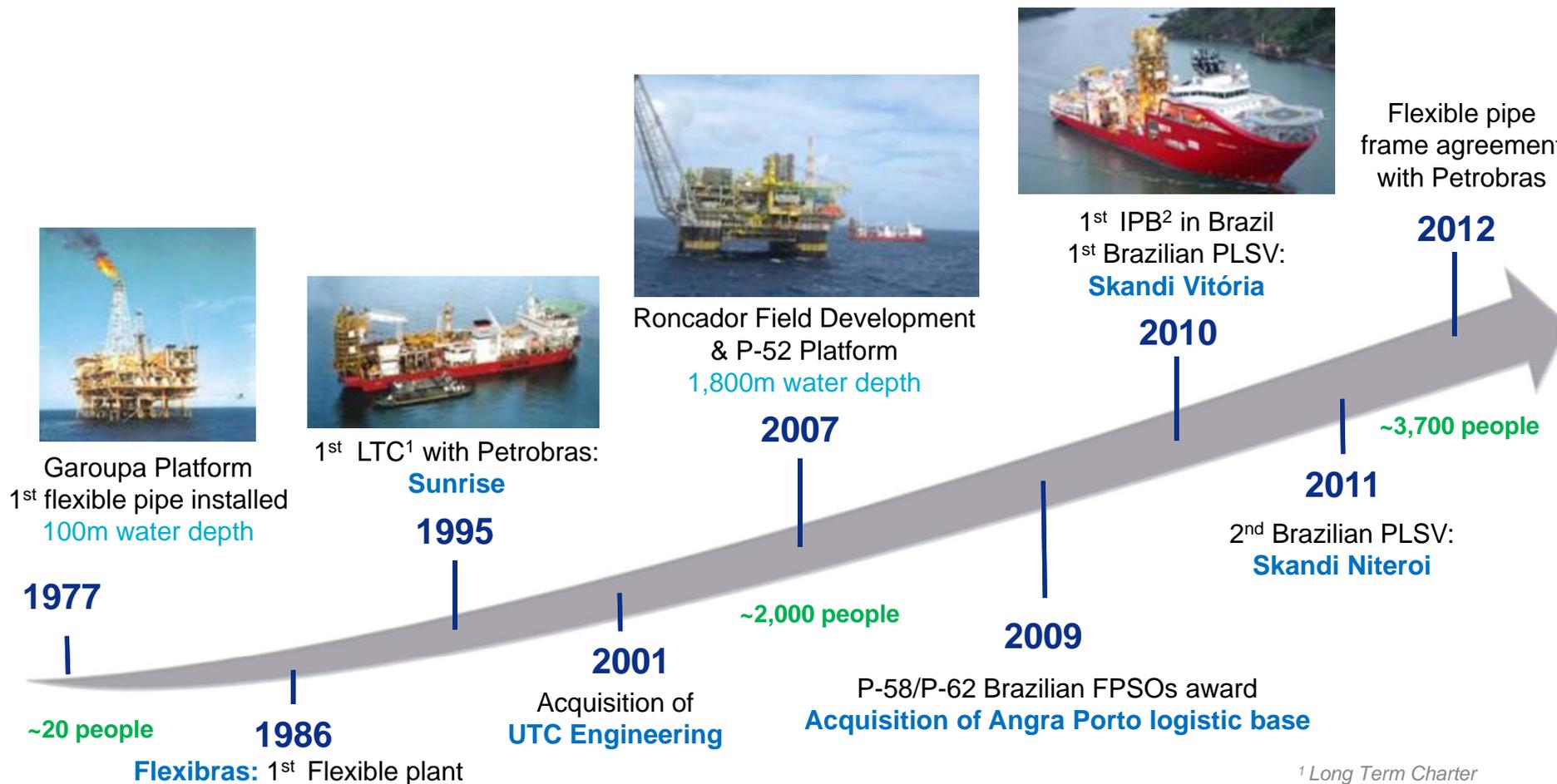
## Key Projects

- Papa Terra IPB, Subsea
- Guara & Lula Nordeste pre-salt development, Subsea
- Cubatao refinery, Onshore/Offshore
- P-58 & P-62 FPSOs, Onshore/Offshore

As of December 31, 2012  
<sup>1</sup> under construction



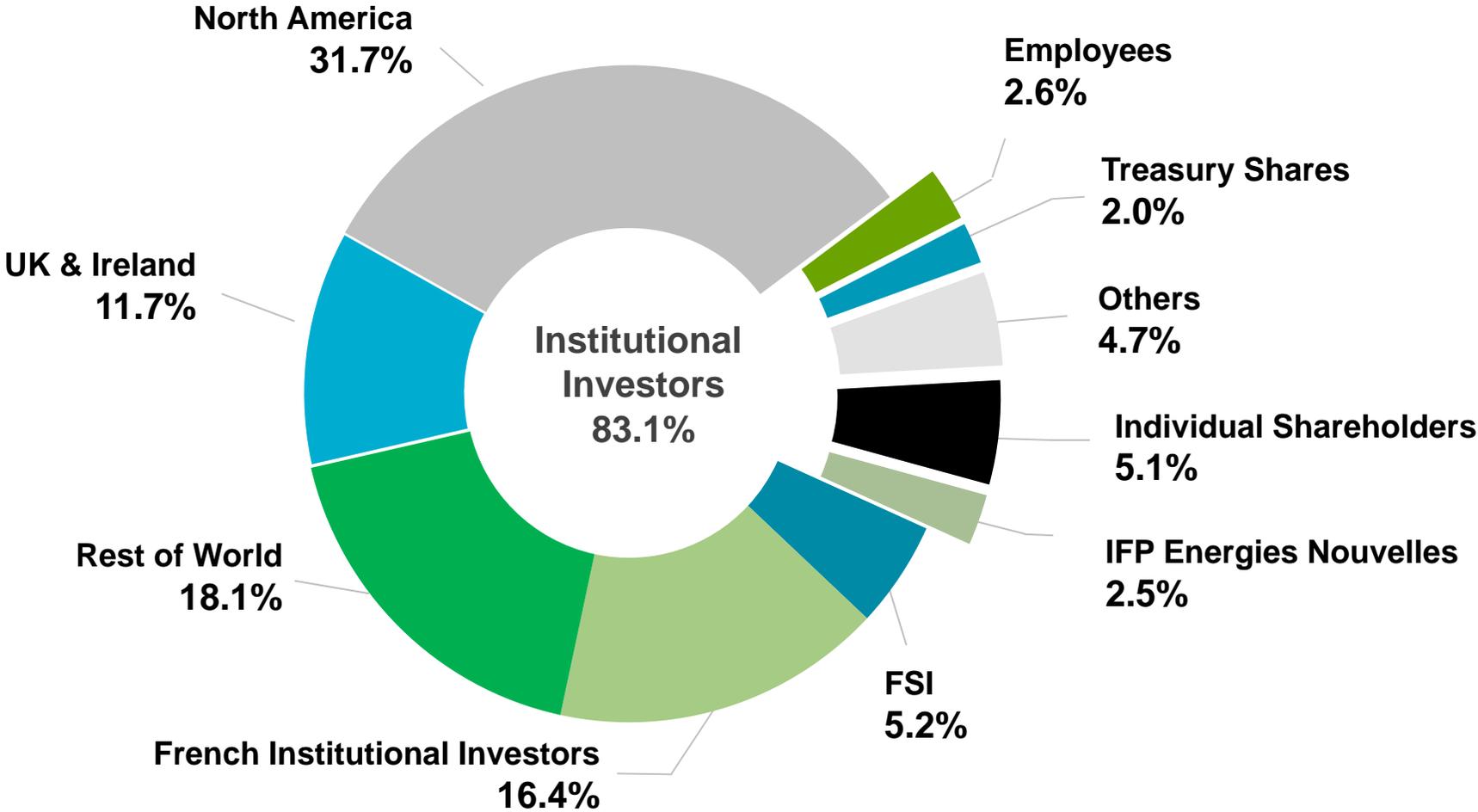
# Technip in Brazil: Steady Development to Provide Unmatched Local Content



<sup>1</sup> Long Term Charter  
<sup>2</sup> Integrated Production Bundle  
 As of December 31, 2012



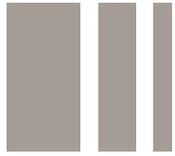
# Shareholding Structure, November 2012



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2012





## Technip's Share Information



**Euronext**

NYSE Euronext

**ISIN: FR0000131708**

**Bloomberg: TEC FP**

**Reuters: TECF.PA**

**SEDOL: 4874160**

**OTC ADR ISIN: US8785462099**

**ADR: TKPPY**

**Convertible Bonds:**

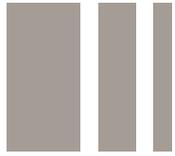
**OCEANE 2010 ISIN: FR0010962704**

**OCEANE 2011 ISIN: FR0011163864**

**Private Placement Notes: ISIN: FR0010828095**



**Technip**



## 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