# **Building Solutions for the Energy Industry**

#### Philip Hagyard, SVP Gas Monetization

UBS Reverse Roadshow, Paris, June 11, 2014



## Safe Harbor

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

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

\*\*\*\*

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

- A world leader in project management, engineering and construction for oil & gas, chemicals and energy companies
- Services provided to clients in its segments: Onshore/Offshore and Subsea
- 40,000 people in 48 countries
- 2013 Revenues: €9.3 billion<sup>(1)</sup>; Operating margin<sup>(2)</sup> of 9.0%<sup>(1)</sup>



(1) Restated for retrospective application of IFRS 10, 11 & 12
 (2) From recurring activities



## First Quarter 2014 Highlights

Results	Order Intake
<ul> <li>Revenue increased by 23% year-on-year, to €2.5 billion</li> <li>+10% in Subsea</li> <li>+34% in Onshore/Offshore</li> <li>Operating margins in line with expectations</li> <li>5.5% in Subsea</li> <li>5.9% in Onshore/Offshore</li> <li>Net income of €67 million</li> <li>Net cash<sup>(2)</sup> of €573 million</li> <li>€15.4 billion total backlog<sup>(2)</sup>, with €2.8 billion order intake</li> </ul>	<ul> <li>Subsea: large awards diversified by geography and scope</li> <li>Block 15/06 West hub EPCI<sup>(1)</sup> in Angola</li> <li>Flexible pipe supply in Brazil</li> <li>Jalilah B EPCI<sup>(1)</sup> in UAE</li> <li>Jangkrik field EPCI<sup>(1)</sup> in Indonesia</li> <li>Onshore/Offshore: small/medium-sized projects</li> <li>Early-stage involvement</li> <li>Good technology momentum</li> </ul>



<sup>(1)</sup> Engineering, Procurement, Construction and Installation

<sup>(2)</sup> Reflects the new application of IFRS 10, 11 & 12



#### **2014 focus**

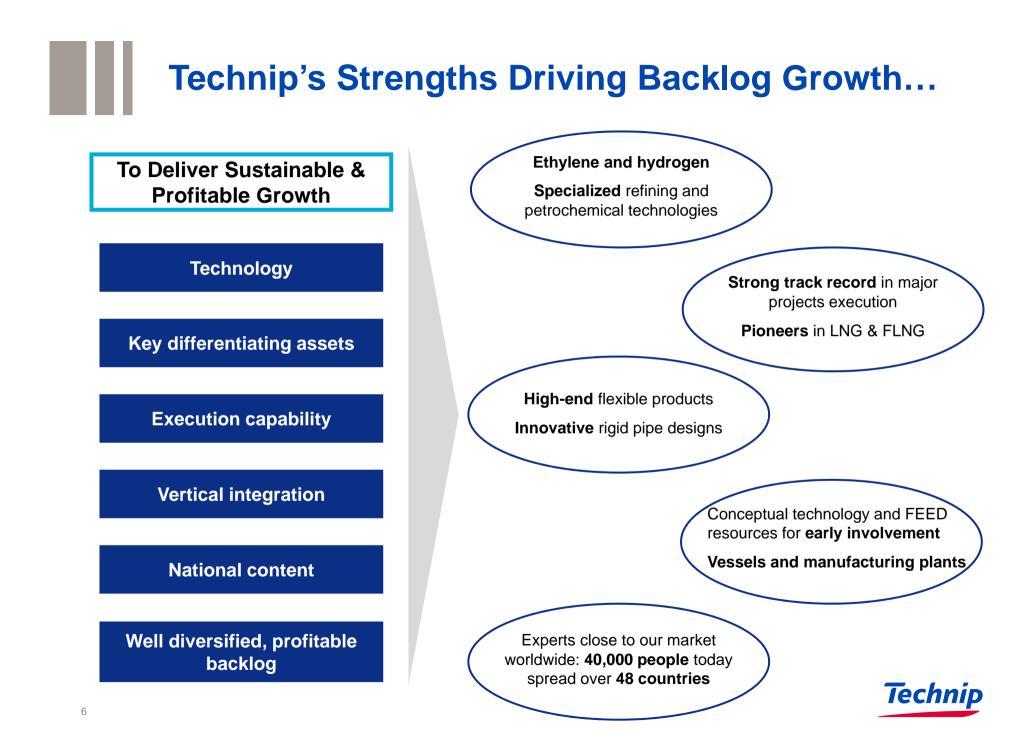
#### **Onshore / Offshore**

■ Revenue growing to between €5.4 and €5.7 billion, with operating margin between 6% and 7%. This excludes any potential change due to Yamal LNG.

#### Subsea

Revenue growing to between €4.35 and €4.75 billion, with operating margin of at least 12%.



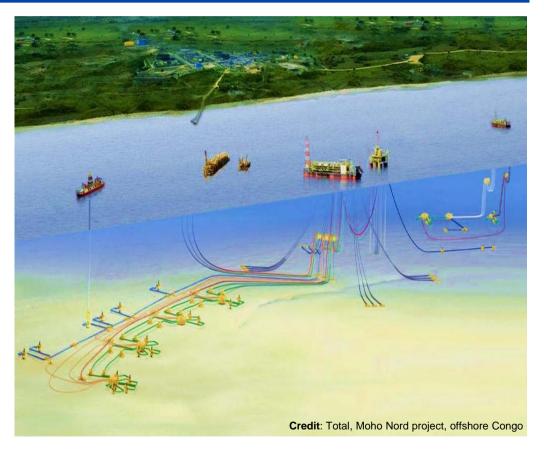


## **World's Only Integrated Subsea Solution Provider**

**Genesis**<sup>(1)</sup>: Providing independent subsea architecture development and component selection **Technip:** Integrating our subsea proprietary technologies and offshore platform know-how with third party processing equipment to provide innovative development solutions

#### **Technip proprietary technologies Electrically Trace** In-line Monitoring Heated Pipe-in-pipe Technologies **Integrated Production** Umbilicals (Power & control) Bundle Subsea Equipment<sup>(2)</sup> (Separator & pump)

GENESIS



<sup>(1)</sup> Genesis Oil & Gas Consultants, a wholly owned & fully independent subsidiary of Technip <sup>(2)</sup> Third party equipment



### Technip Heerema Strategic Alliance: Award of Kaombo Project in April 2014



Unique complementarity of capabilities for EPCI projects in complex environments:

- Experienced engineering & project management
- High capacity vessels with state-of-the-art laying technologies (J-, Reel-, S- and Flex-Lay)
- Logistic and construction network (yards, manufacturing plants)
- Sales & business development network
- Client: Total and Sonangol
- Block 32 offshore Angola at water depths up to 2,000 meters
- Engineering, procurement, fabrication and installation of rigid and flexible flowlines, risers and umbilicals
- High national content with local manufacturing: Dande spoolbase and Angoflex plant (Technip), Porto Amboim (Heerema)
- Use of Heerema and Technip vessels and teams
- Technip's separate contract to supply umbilical system



## World Leader in Gas Monetization, Refining and Petrochemicals

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



- Trunkline LNG, FEED
- Sasol Lake Charles GTL, FEED
- Ningxia Hanas LNG Plant, EP
- Yamal LNG, EPC

- Refining
  - Hydrogen
  - Clean fuels
  - Heavy oil upgraders



- NCRA, Hydrogen plant, EPC
- Petronas RAPID, FEED & PMC
- SATORP AI Jubail, FEED & EPC

- Petrochemicals
  - Ethylene
  - Polyolefins
  - Aromatics
  - Fertilizers

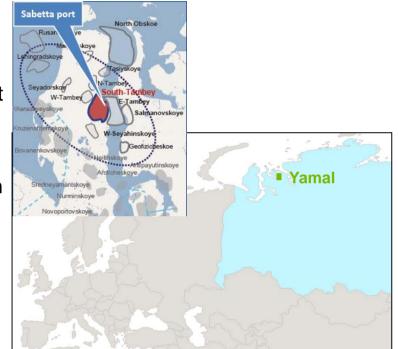


- Reliance Cracker, EP
- Brastem Etileno XXI, FEED & EPC
- Sibur PE, FEED & EPC
- JBF Purified Terephthalic Acid, EP



## Yamal LNG: Major Award in the Arctic

- Technip leader of Yamgaz partnership
- Client: Yamal LNG (Novatek, Total, CNPC)
- Located in Yamal Peninsula, Russia
- Technip order intake: €4.5 billion lumpsum part
- 3 trains of 5.5 mtpa each
- Project planning, detailed engineering, estimation and procurement works from March 2013 to finalization of contract award in May 2014
- Modularized fabrication to minimize construction on Yamal Peninsula
- Site construction managed on behalf of the client









#### Unique and Customized Product Range to Match Offshore Client Needs



Complete range of technological solutions to answer the challenges faced by our clients



## **Business Environment**

#### North America & Caribbean

- Early phase engineering in the GoM, Caribbean & Canada for offshore developments >2015
- LNG & downstream near-term opportunities
- LNG FEEDs moving into EPC
- Expansion & revamps for Technip Stone and Webster Process Technologies worldwide

#### North Sea

- Increase in platform activity & brownfield works
- Smaller / medium-sized opportunities continue
- Larger & more complex projects in early phase (including Arctic)

#### Middle East

- Good opportunities offshore
- Greenfield demand for downstream

#### Africa

- Strong momentum in West Africa subsea
- Early phase engineering for East Africa
- New discoveries to drive future onshore & offshore developments

#### Asia Pacific

- LNG: shift from onshore to offshore
- Many opportunities for small / medium size platforms
- Emerging deeper water prospects
- GDP growth driving refining, petrochemicals and fertilizer investments



#### Brazil

- Investment programs confirmed
- Petrobras progressing with presalt subsea system awards...
- ...and necessary assets including FPSOs and PLSVs

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

€ million	Subsea	Onshore/Offshore	Group
2014	3,245	3,422	6,667
2015	3,320	2,517	5,837
2016+	1,841	1,012	2,853
Total	8,406	6,951	15,357
IFRS 11 <sup>(2)</sup> impact (mainly vessel charter)	957	5	962
Backlog pre-IFRS 11 restatement	9,363	6,956	16,319

(1) Backlog estimated scheduling as of March 31, 2014

(2) First time application



#### **Key Messages**

First quarter 2014 in line with expectations

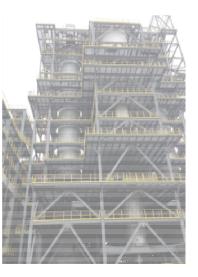
Good momentum in order intake to build a diversified portfolio

Strong focus on project execution

Continue to provide clients with value-added solutions earlier in their project life cycles









## **Building Solutions for the Energy Industry**





## Annex



## 1Q 2014 Operational & Financial Highlights



## IFRS 10, 11 & 12 First Time Application

- All 1Q14 and historic numbers take into account first time application of IFRS 10, 11 & 12
- Jointly-owned vessels retreated in profit & loss account, cash flow, balance sheet and backlog
- Summary of adjustments:

1Q 2013 Statement of Income: Subsea	1Q 2013 Statement of Income: Onshore/Offshore	January 1, 2014 Backlog: Subsea	January 1, 2014 Backlog: Onshore/Offshore
<ul> <li>Revenue: €(5) million</li> <li>OIFRA: €(1) million</li> </ul>	<ul> <li>Revenue: €(8) million</li> <li>OIFRA: €0.2 million</li> </ul>	<ul> <li>Opening backlog: €(1,099) million</li> </ul>	<ul> <li>Opening backlog: €(6) million</li> </ul>
Net income: No impact	<ul> <li>Net income: No impact</li> </ul>	<ul> <li>Vessel charters mainly scheduled for 2017 onwards</li> </ul>	

January 1, 2014 Statement of Financial Position

- Tangible and intangible assets: €(274) million
- Investments in affiliates: €111 million
- Cash and cash equivalents: €(36) million
- Gross debt: €(204) million
- Net cash: €168 million



## **Group Financial Highlights**

€ million	1Q 13 <sup>(3)</sup>	1Q 14	Main elements
Revenue	2,002.7	2,468.5	
EBITDA <sup>(1)</sup>	221.6	180.6	
EBITDA Margin	11.1%	7.3%	
OIFRA <sup>(2)</sup> after Income/Loss of Equity Affiliates	172.3	119.8	
Operating Margin	8.6%	4.9%	<ul> <li>Operating margins in line with expectations for the quarter</li> </ul>
Financial Result	(7.7)	(24.2)	<ul> <li>Interest charges for the long term debt: €17.4 million compared to</li> </ul>
Income / (Loss) before Tax	164.6	95.6	€13.7 million in 1Q 2013 IAS 21, 32 & 39 mark-to-market
Effective Tax Rate	29%	28%	costs: €2.1 million
Net Income of the Parent Company	116.2	67.2	<ul> <li>Tax rate in line with full year expectations</li> </ul>

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

<sup>(2)</sup> Operating Income from recurring activities after income/loss of equity affiliates

<sup>(3)</sup> Restated for retrospective application of IFRS 10, 11 & 12

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## **First Quarter 2014: Cash Flow**

€ million	First Quarter	Main elements
Cash <sup>(1)</sup> as of December 31, 2013 <sup>(2)</sup>	3,203.0	
Net Cash Generated from / (Used in) Operating Activities	(100.4)	<ul> <li>Working capital movement: €(234) million</li> </ul>
Net Cash Generated from / (Used in) Investing Activities	(90.2)	<ul> <li>Net capex spending: €90 million</li> </ul>
Financing and Forex	(73.2)	<ul> <li>Share repurchase: €41 million</li> </ul>
Cash <sup>(1)</sup> as of March 31, 2014	2,939.2	

Change in net cash position in 1Q 2014: decrease of €(259) million to reach €573 million of net cash as of March 31, 2014

<sup>(1)</sup> Cash and cash equivalents including bank overdrafts

<sup>(2)</sup> Restated for retrospective application of IFRS 10, 11 & 12

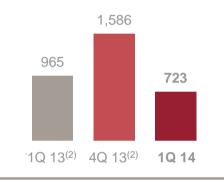


## **Strong First Quarter Order Intake**

#### Onshore / Offshore

- Maharaja Lela & Jamalulalam South gas, EPC, Total, Brunei
- Peterhead gas carbon capture and storage, FEED, Shell UK Ltd, Scotland
- Ethane cracker technology, detailed engineering, Sasol, Louisiana, USA
- Ar Ratawi Natural Gas Liquids, FEED, Basra, Iraq

#### Order intake



#### Subsea

- Block 15/06 West hub development, EPCI, ENI, Angola
- Sapinhoá Norte and Lula, flexible pipe supply, Petrobras, Brazil
- Åsgard Subsea Compression, life of field services<sup>(1)</sup>, Statoil, Norway
- Jalilah B, EPCI, Dubai Petroleum Establishment, UAE
- Jangkrik field, EPCI, ENI, Indonesia

Order intake 1,926 2,057 1,639



(1) Inspection, Maintenance and Repair (life of field)



€ million

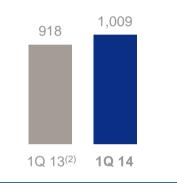
(2) Restated for retrospective application of IFRS 10, 11 & 12

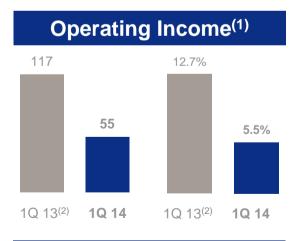
### **First Quarter Subsea Highlights**

- Overall performance in line with expectations
- Ramp-up of multi-year projects
  - Moho Nord, Congo
  - Quad 204, Scotland
  - Bøyla, Norway
  - Block 15/06, Angola
- Progress on Gulf of Mexico projects
- First commercial production at Açu flexible pipe manufacturing plant, Brazil
- 1Q fleet maintenance program completed as planned
- Overall group vessel utilization rate: 69% versus 72% in 1Q 2013
- Spring installation campaigns starting up



€ million







## US Gulf of Mexico focus<sup>(1)</sup>

- 7 GoM projects progressed satisfactorily year-to-date of which 4 offshore operations were completed
- Deep Energy has completed her activities and has left GoM
- Remaining 2Q operations in line with expectations
- No change to expected financial assumptions
- Work on new projects underway







#### Block 15/06 West Hub: Major Integrated Subsea Development in Angola

- Client: ENI
- Block 15/06, offshore North West of Luanda at water depths up to 1,400 meters
- Engineering, procurement, fabrication and installation of rigid and flexible flowlines, risers and umbilicals
- Total value of ~US\$1 billion
- Offshore campaign starting
- Key assets: Angoflex plant, Deep Energy, Deep Pioneer





Reinforcing presence in West Africa with high level of national content



## **First Quarter Onshore/Offshore Operations**

€ million

#### Upstream

- Heidelberg Spar, US Gulf of Mexico
- Martin Linge platform, Norway
- Malikai TLP, Malaysia
- Umm Lulu package 2, Abu Dhabi
- Block SK 316 gas platform, Malaysia

#### Gas, LNG & FLNG

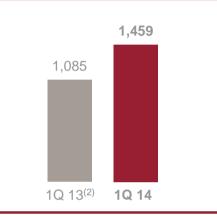
- Prelude FLNG, Australia
- Lake Charles Gas-to-Liquid FEED, USA
- Yamal LNG early works, Russia

#### Refining

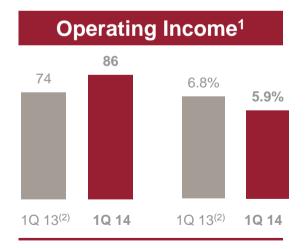
- Jubail refinery, Saudi Arabia
- Burgas refinery, Bulgaria
- Cubatão refinery, Brazil
- Algiers refinery, Algeria

#### **Petrochemicals**

- Ethylene XXI, Mexico
- Old Ocean Polyethylene, USA
- Halobutyl elastomer plant, Saudi Arabia



Revenue



<sup>(1)</sup> From recurring activities after Income/Loss of equity affiliates <sup>(2)</sup> Restated for retrospective application of IFRS 10, 11 & 12



### **Investment and Divestment Program**

#### **Investment in Kanfa**

- Agreement between Sevan Marine (51%) and Technip (49%)
- Kanfa:
  - Leading independent topsides and process technology specialist
  - 50 highly-skilled engineers in Norway
  - Reinforces Offshore technology competence

#### Sales of Assets and Activities

- TPS subsidiary: engineering services for non-oil and gas activities
- Global Pioneer: shallow-water vessel
- Seamec: agreements signed to dispose of majority stake in India diving business





Source: french.china.org.cn



## **Sustaining Profitable Growth**



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



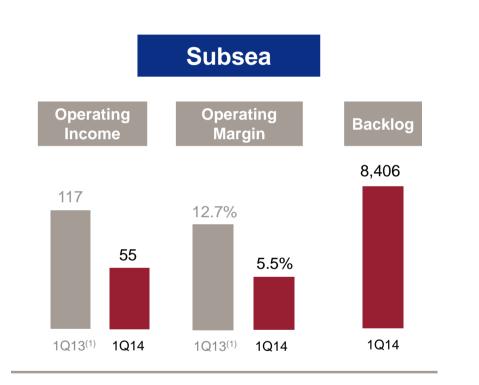
- Unique vertical integration
  - R&D
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
- First class assets and technologies
  - Technologically Advanced Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
  - Very broad execution capabilities

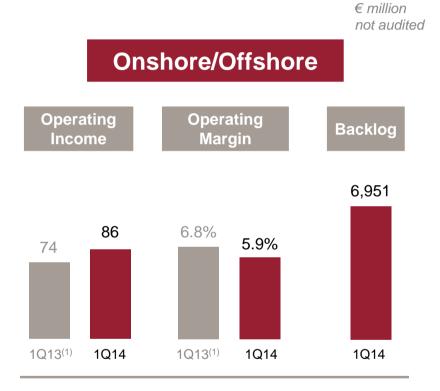


- Proven track record with customers & partners
  - Engineering, procurement and construction
  - Project execution capabilities
  - Early involvement through conceptual studies and FEEDs
- Knowhow
  - High added-value process skills
  - Mastering design of all platform types
  - Own technologies combined with close relationship with licensors



## Two Complementary Business Models Driving Financial Structure and Performance

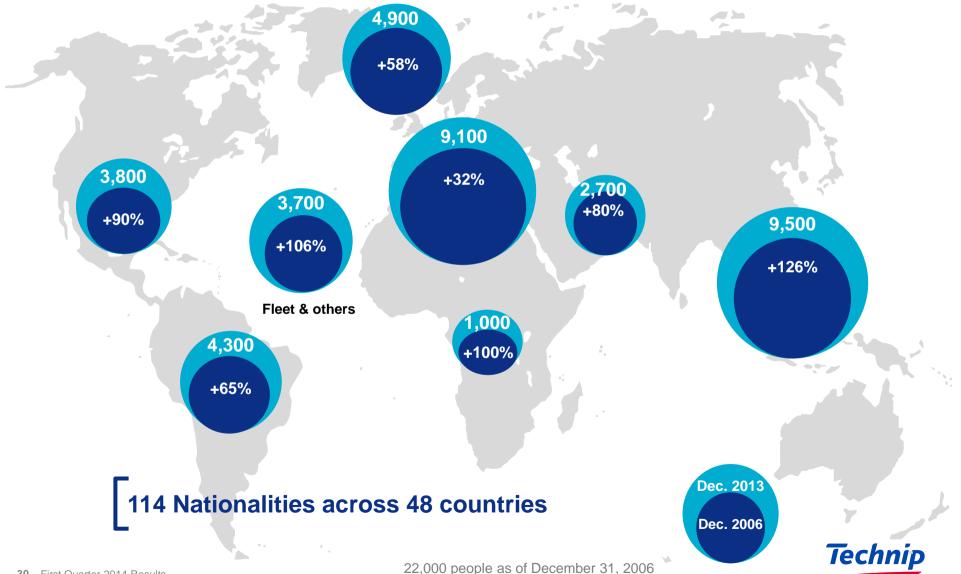




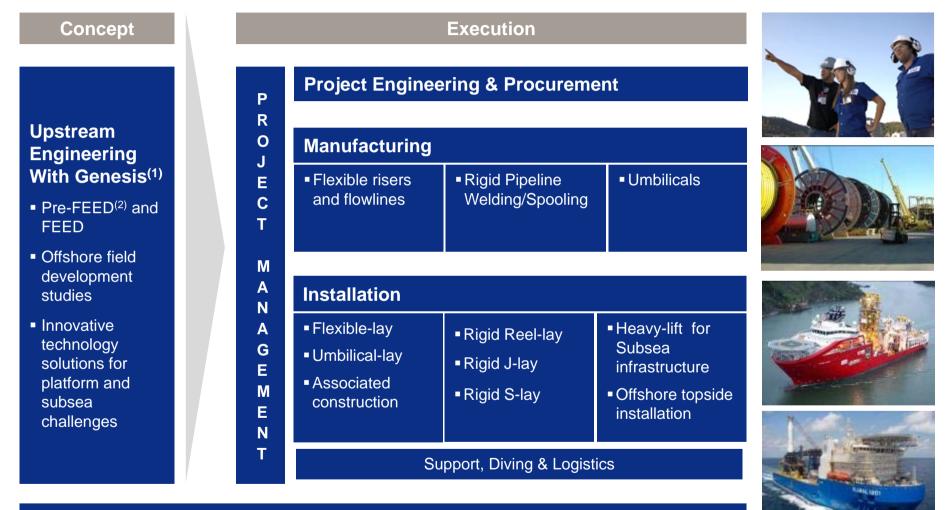
<sup>(1)</sup> Restated for retrospective application of IFRS 10, 11 & 12

Technip

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



#### Subsea Vertical Integration: Customer Support from Concept to Execution



#### R&D / Proprietary Software & Hardware / Life of Field

<sup>(1)</sup> Genesis Oil & Gas Consultants, a wholly owned & fully independent subsidiary of Technip <sup>(2)</sup> FEED: Front End Engineering Design



## **Differentiation Through Genesis**



- Provide independent decision support from pre-feasibility, through feasibility, concept selection and pre-FEED
- Over 1,500 dedicated Engineers and Designers
  - Delivering Fit-for-Purpose Solutions for more than 25 years
  - 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

#### Genesis adds Value at Front-end of Projects



#### **Vertically Integrated Solution Offering: Two Examples of Major EPCI**<sup>(1)</sup> **Projects**

#### Jangkrik

- Client: ENI
- 70 kilometers offshore Makassar Strait. Indonesia
- Offshore campaign to spread over 2015 through 2017
- Engineering and project management, flexible and umbilical supply
- Key assets: Asiaflex, G1201 and Deep Orient
- National content: shore approach, procurement, logistics and structure design



#### Moho Nord

- Client: Total
- Offshore Congo from shore at water depths up to 1.100 meters
- Offshore campaign to spread over 2014 and 2016
- Engineering and project management, rigid and flexible, and umbilical supply
- Substantial use of S-lay: G1200 vessel
- Intensive use of Technip fleet
- National content: fabrication of steel structures in Pointe Noire, Congo

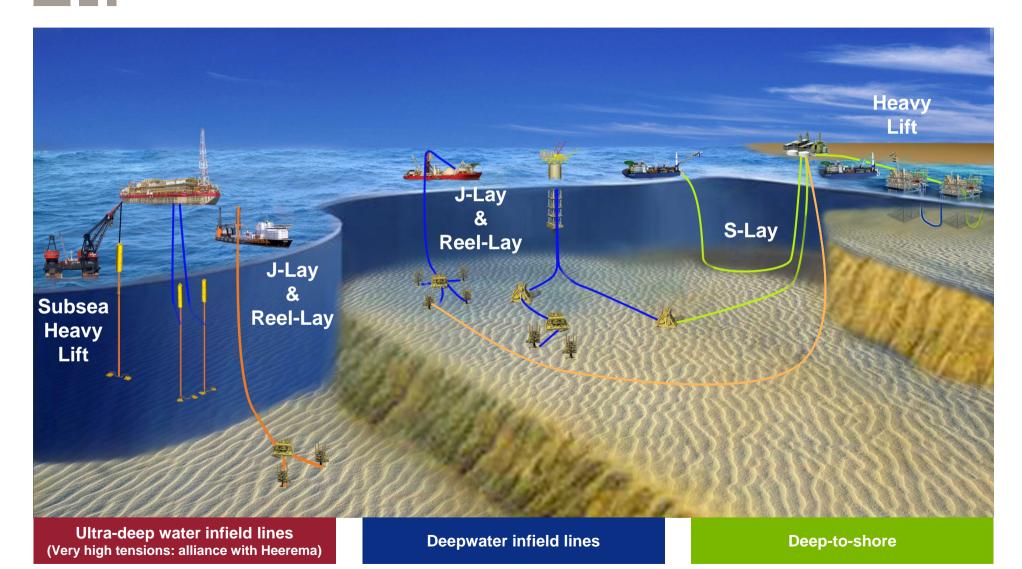






G1201

## **Very Broad Execution Capabilities in Subsea**





## **Innovation & Technology Center (ITC)**

#### ITC approach:

- Boost innovation to provide our clients with solutions for increasing complex & harsh subsea developments
- Demonstrates Technip's in-house technologies (flexible pipe, rigid pipe, hybrid risers, life of field monitoring and umbilicals)
- Develop partnership and synergies with relevant external technology stakeholders

#### Reinforce our drive to develop innovative solutions









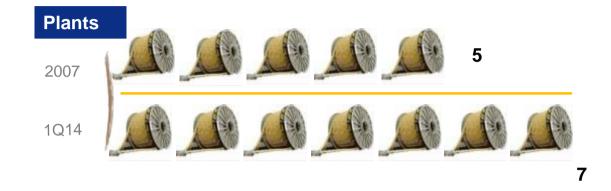


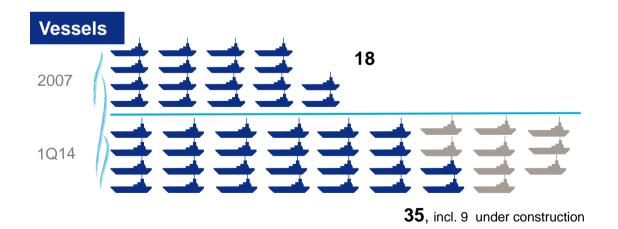
First Quarter 2014 Results

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<sup>(1)</sup> Inaugurated in June 2013, with more than 65 engineers and experts from around the world

## **Investment in Key Subsea Assets**





#### New long-term charters



Top Coral Do Atlantico & Top Estrela Do Mar



North Sea Atlantic



Four Flexible Pipe Lay Vessels

As of March 31, 2014



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

Flexible Lay & Construction



Skandi Niteroi & Vitoria



J-Lay & Rigid Reel Lay







Diving Multi Support Vessel







S-Lay Heavy Lift





<sup>(1)</sup> part of 35 vessels including 9 vessels under construction, as of March 31, 2014



### **Flexible Pipe Manufacturing Plants**





### **Umbilicals Manufacturing Plants**





<sup>(1)</sup> TPU: Thermoplastic umbilical <sup>(2)</sup> STU: Steel tube umbilical Duco Ltd: Newcastle, UK More than 30 years of TPU<sup>(1)</sup> supply & the world's largest STU<sup>(2)</sup> Facility





#### Asiaflex Products: Tanjung Langsat, Malaysia Supporting Asian market since 2010





### Manufacturing & Logistic Bases



### **FLNG Leader with First Mover Advantage**



- Shell FLNG
  - LNG capacity: 3.6 mtpa
  - Field: Prelude, Western Australia
  - Construction ongoing in Korea
  - Hull steel cut in October 2012
  - Topside steel cut in January 2013
  - Launched hull in November 2013

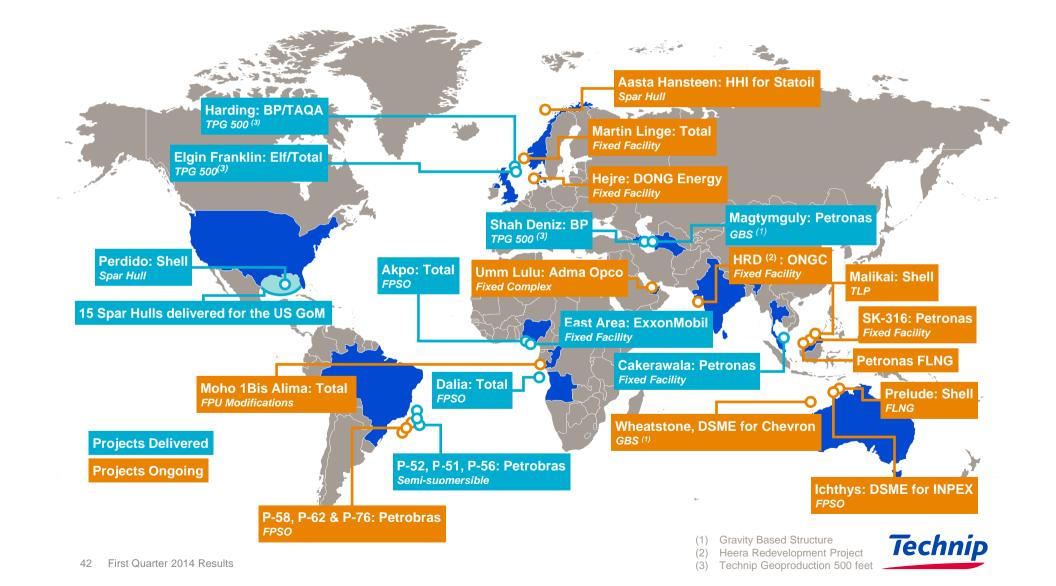


- Petronas FLNG
  - LNG capacity: 1.2 mtpa
  - Field: Offshore Malaysia
  - Construction ongoing in Korea
  - Execution started in June 2012
  - Hull steel cut in June 2013
  - Launched hull on April 7, 2014

## Unique combination of Technip's technologies and know-how from all 3 business segments



## Worldwide Contractor: Main Offshore Projects since 1996

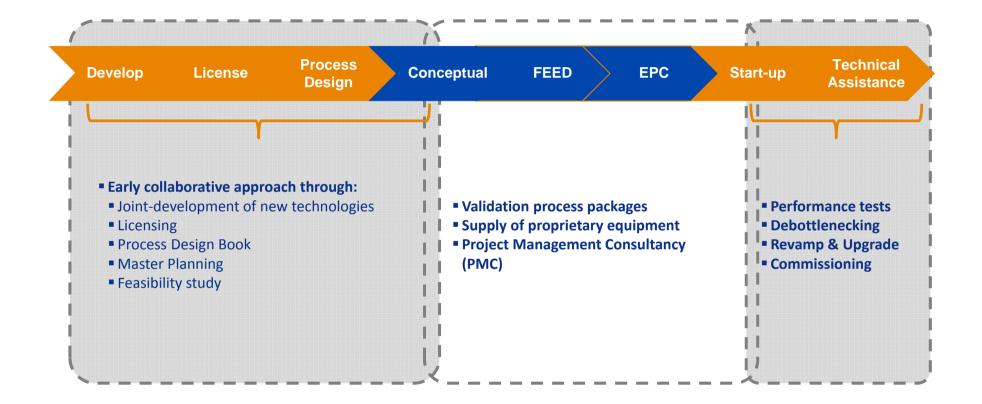


## Portfolio of Market Leading Onshore technologies

Product Line	Technologies	
Gas Monetization	Cryogenic separation, Gas liquefaction, Gas Processing	<ul> <li>Proprietary technologies</li> <li>Best-in-class alliance partners</li> <li>Investments in R&amp;D</li> <li>"First of a kind" technology market introduction</li> <li>Global teams of technological experts</li> <li>Close integration between technology &amp; project delivery</li> </ul>
Hydrogen	Steam Methane Reforming, Syngas, and Hydrogen Production	
Fertilizers	Ammonia/Urea, Phosphoric and Sulfuric Acids	
Refining	Fluid Catalytic Cracking, Refinery/Petchem Integration, Master Plan	
Ethylene	Proprietary technologies for steam cracking and olefin purification	
Petrochemicals & Polymers	Polyolefins, Styrenics, Phenolics, purified terephthalic acid	
Renewables	Wind, Solar, Renewable Fuels, Geothermal, Carbon Capture	
Metals & Mining	Fluosolids® metal roasting, mixer/settler	



### Early Involvement Delivering Fit-for-Purpose Solutions for Customers





### **Technip: an Attractive Long Term Partner**

#### Long Term Partnerships & Alliances

- Shell
- ExxonMobil
- BP PTA
- Sasol GTL FEED
- COOEC
- Huanqiu
- Heerema

#### **Conceptual & Licensing / FEEDs won**

- Mosaic Fertilizer, USA
- BG Trunkline LNG, USA
- Pacific NorthWest LNG, Canada
- Sasol Ethane Cracker, USA
- Sasol GTL, USA
- Subsea production architecture, Mozambique
- Petronas Rapid complex, Malaysia

### Ongoing EPC projects where Technip had early involvement

- Ethylene XXI, Mexico
- Burgas refinery, Bulgaria
- PMP project, Qatar
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway
- Prelude FLNG, Australia
- Julia field, US Gulf of Mexico
- Block SK316, Malaysia



### **Backlog Diversification by Contract Size**\*

#### Subsea

- €8.4 billion backlog
- Moho Nord, our largest project, added over €1 billion
- Next largest projects:
  - T.E.N., Ghana
  - Jangkrik, Indonesia
  - Block 15/06, Angola
  - Quad 204, Scotland
- ~15 projects in €100 350 million
- ~60 projects in €10 100 million

#### **Onshore & Offshore**

- €7.0 billion backlog
- Largest projects:
  - Prelude FLNG, Australia
  - Martin Linge platform, Norway
  - Ethylene XXI, Mexico

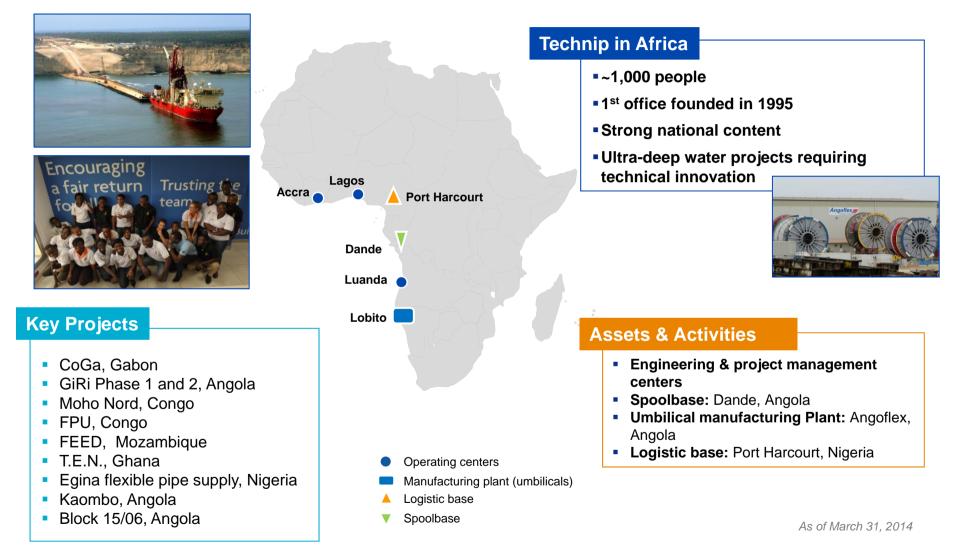
- 16 projects in €100 600 million
- ~60 projects in €10 100 million



46 First Quarter 2014 Results



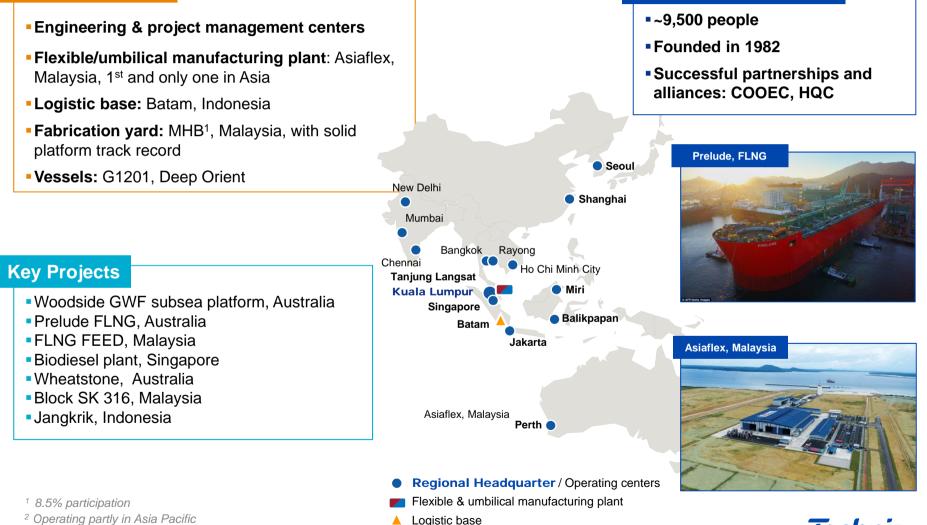
### Africa: Expanding Footprint and Long Term Prospects





### Asia Pacific: Global Implementation for High Potential Market

#### **Assets & Activities**



48 First Quarter 2014 Results

As of March 31, 2014

**Technip in Asia Pacific** 



### 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



Regional Headquarter /

Operating centers



**Technip in Middle East** 



#### **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 & Kuwait
- Halobutyl elastomer plant, Saudi Arabia
- •Umm Lulu package 2, Abu Dhabi
- Jalilah B platform, United Arab Emirates

Upper Zakum 750+, UAE

As of March 31, 2014



### North Sea Canada: Market Leadership in a Growing Market

#### **Assets & Activities**

Engineering & project management centers

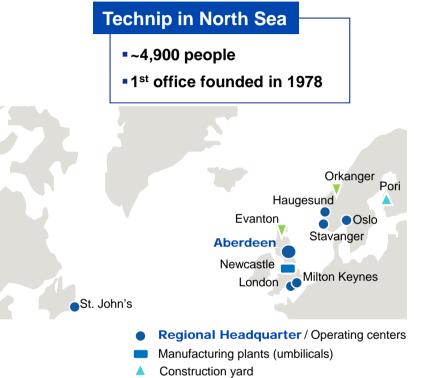
#### Spoolbases

- Orkanger, Norway
- Evanton, Scotland
- Steel tube/thermoplastic umbilical plant
   Duco Newcastle, England
- Yard: Pori, Finland, specialized in Spar platforms fabrication
- Offshore wind: headquarters in Aberdeen, Scotland
- Vessels:



#### **Key Projects**

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



Spoolbases



As of March 31, 2014 (1) PIP: Pipe-In-Pipe



### 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
- Vessel:



#### North America

- ~3,800 people
- Founded in 1971

#### Lucius Spar, US Gulf of Mexico



#### Mobile spoolbase, Alabama





As of March 31, 2014



#### **Key Projects**

- CPChem, 2 polyethylene plants, Old Ocean, Texas
- Ethylene XXI plant, Mexico
- Heidelberg spar, US Gulf of Mexico
- Stones gas pipeline, US Gulf of Mexico
- BP 10-year spar agreement, US Gulf of Mexico
- BG Trunkline LNG, Lake Charles, Louisiana
- Delta House subsea development, US Gulf of Mexico





Monterrey Mobile Carlyss Mexico City Ciudad del Carmen

Regional Headquarter / Operating centers

- Manufacturing plants (umbilicals)
- Spoolbases

### **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)
- 10 Flexible Pipelay vessels (PLSVs) on long-term charters<sup>(1)</sup>

8-

- Commitment to R&D: taking pre-salt development further
- Vertical integration: providing supply chain & logistic solutions

#### **Key Projects & Awards**

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

<sup>(1)</sup> six under construction including, four Brazilian built

#### Founded in 1977

- Exceed national content requirements
- Operational discipline

**Technip in Brazil** 

■~4,300 People

Flexible supply expertise









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





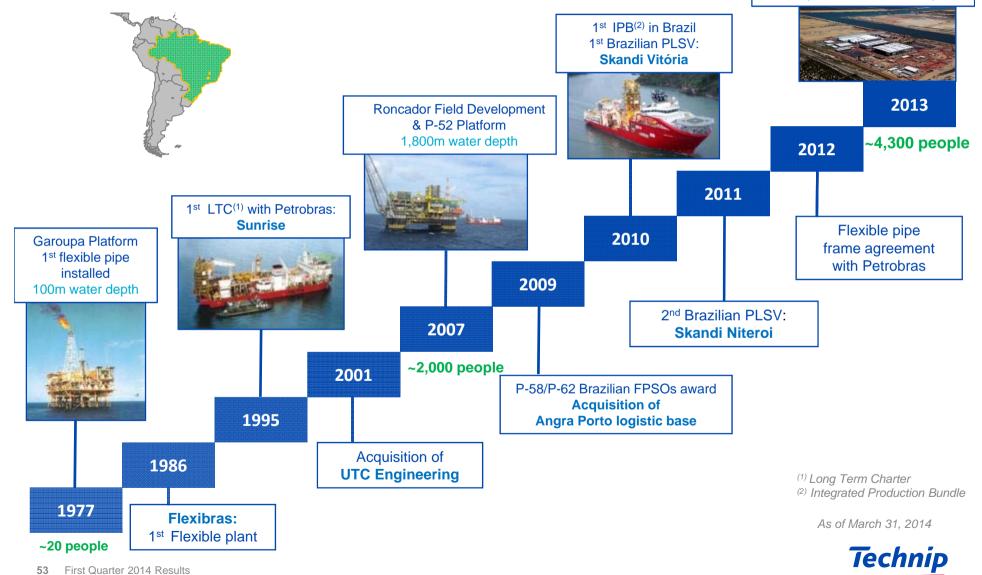
As of March 31, 2014

+36 years

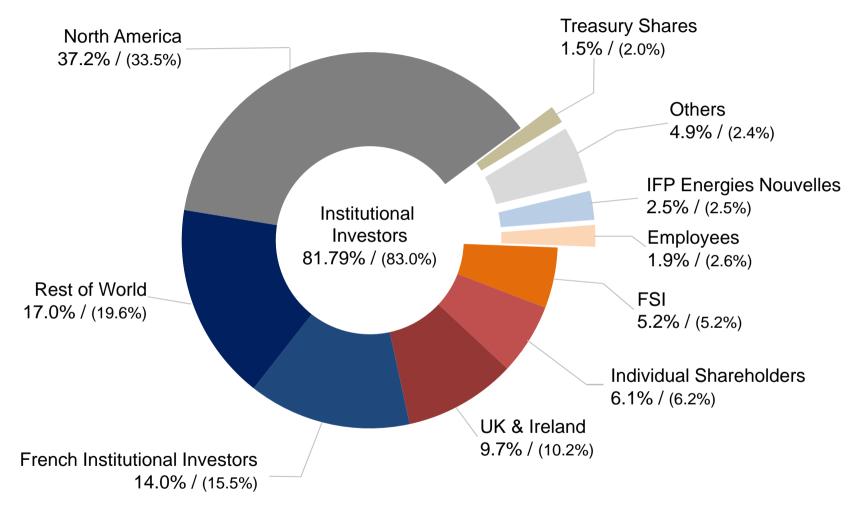


# Technip in Brazil: Steady Development to ProvideUnmatched Local ContentNew manufacturing plant: Acu<br/>6 PL SVs on long-term charter

6 PLSVs on long-term charters For up to 3,000m water depth



### Shareholding Structure, November 2013 (May 2013)



#### Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2013















#### Technip has a sponsored Level 1 ADR

Bloomberg ticker: TKPPY CUSIP: 878546209 OTC ADR ISIN: US8785462099

Depositary bank: Deutsche Bank Trust Company Americas

Depositary bank contacts:

ADR broker helpline: +1 212 250 9100 (New York) +44 207 547 6500 (London)

e-mail: adr@db.com ADR website: www.adr.db.com Depositary bank's local custodian: Deutsche Bank Amsterdam

