

**Barclays conference, New York** 

September 3 - 4, 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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## **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
- 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



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

### **Complementary Business Segments**



- 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

2013:

Revenues: €4,083 million

Operating income: €585 million





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

2013:

Revenues: €5,253 million

Operating income: €352 million



## Technip's Strengths Driving Backlog Growth...

To Deliver Sustainable & Profitable Growth

**Technology** 

**Key differentiating assets** 

**Execution capability** 

**Vertical integration** 

**National content** 

Well diversified, profitable backlog

**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** 



## ...and Make Technip an Attractive Long Term Partner

### **Long Term Partnerships & Alliances**

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

### Conceptual & Licensing / FEEDs won

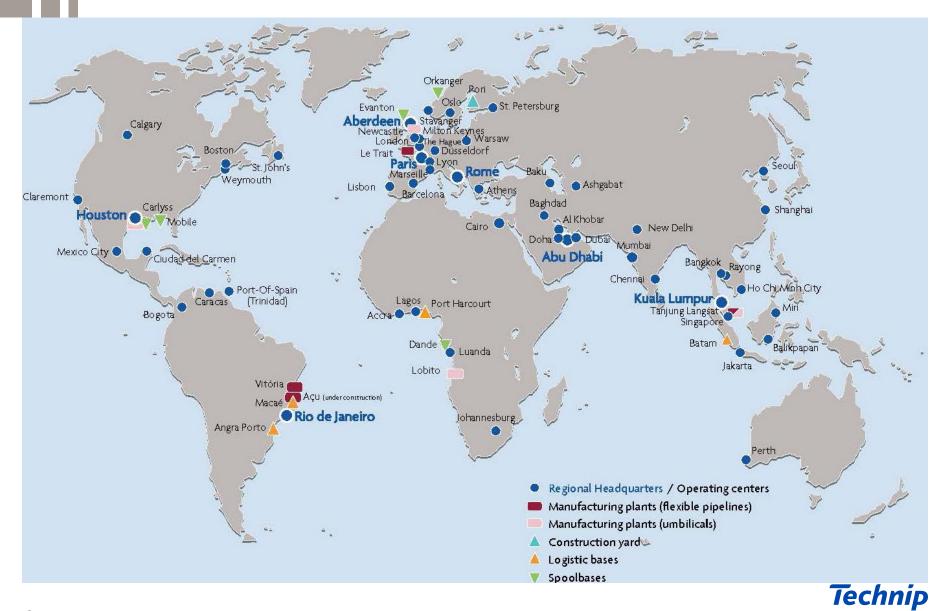
- Mosaic Fertilizer, USA
- BG Trunkline LNG, USA
- Pacific NorthWest LNG, Canada
- Sasol Ethane Cracker, USA
- Sasol GTL, USA
- Subsea production architecture, Mozambique
- Ar Ratawi NGL train 1, Iraq

## 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
- Yamal LNG, Russia



### **A Unique Worldwide Footprint**



## 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. Global Orion, G1200



### **North America**

- -~3,800 people
- Founded in 1971

Calgary

Cambridge

Weymouth

Mobile V

Ciudad del

Carmen

Carlyss







# Duco umbilical plant, Houston

### **Key Projects**

- CPChem, polyethylene expansion, Texas
- Ethylene XXI plant, Mexico
- Heidelberg Spar, US Gulf of Mexico
- Stones gas pipeline, US Gulf of Mexico
- BG Trunkline LNG, Lake Charles, Louisiana
- Delta House, US Gulf of Mexico

**Regional Headquarter / Operating centers** 

Houston

Manufacturing plants (umbilicals)

Monterrey

Mexico City

**Spoolbases** 

Los Angeles

As of June 30, 2014



## Onshore Focus: Technip Stone & Webster Process Technology



## Technip Stone & Webster Process Technology: a World-class Downstream Technology Leader

- Technip Stone & Webster Process Technology is differentiated by its portfolio of technologies which are wholly and jointly owned, or offered through alliances
- Leading technologies in ethylene, refining, hydrogen, petrochemicals, fertilizers and GTL
- Best-in-class technology alliances:
  - ExxonMobil, with Badger Licensing
  - Sasol, with 30-year relationship
  - Air Products, more than two decades partnership
- Global team of technology experts, focused on continual improvement, research and development
- Early engagement with clients to deliver fit-for-purpose solutions



## ~1,400 Employees in Seven Locations Around the World





## World Leader in Gas Monetization, Refining and Petrochemicals

### Gas Monetization

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



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

### Refining

- Hydrogen
- Clean fuels
- Heavy oil upgraders



- SATORP Al Jubail, FEED & EPC
- NCRA, EPC
- Petronas RAPID, FEED & PMC

### Petrochemicals

- Ethylene
- Polyolefins
- Aromatics
- Fertilizers



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



## Technip offers a portfolio of market leading Onshore technologies

Product Line	Technologies
Gas Monetization	Cryogenic Separation, Gas Liquefaction, Gas Processing
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

- Proprietary technologies
- Best-in-class alliance partners
- Investment in R&D
- "First of a kind" technology
- Global teams of technology experts
- Closely integrated technology & project delivery teams



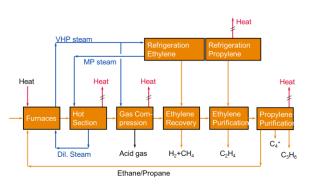
## **Process Technology Diversifies Revenue Streams**

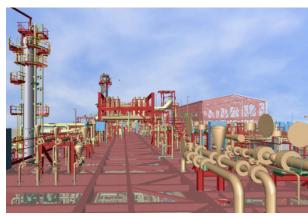
### **Process Technologies**

Licenses

**Process Design / Engineering** 

**Proprietary Equipment** 









- Licensed proprietary technologies chosen at early stage of projects
- Process design packages / engineering to guarantee plant performance
- Assistance to plant start-up and follow-up during plant production

<US\$5 million\*

<US\$50 million\*

~US\$50 million\*

Design, supply and installation of

critical proprietary equipment



<sup>\*</sup> Project size order of magnitude

### **World Leading Market Positions**

### Ethylene

- Leader as technology provider and for cracking furnaces
- Hydrogen
  - Global Market Leader in Alliance with Air Products
  - Strong market share and >260 plants worldwide
- Gas to Liquids (GTL): 30 years with Sasol
- Key projects:
  - Westlake Calvert City
  - Sasol Lake Charles
  - NCRA<sup>(1)</sup> Kansas





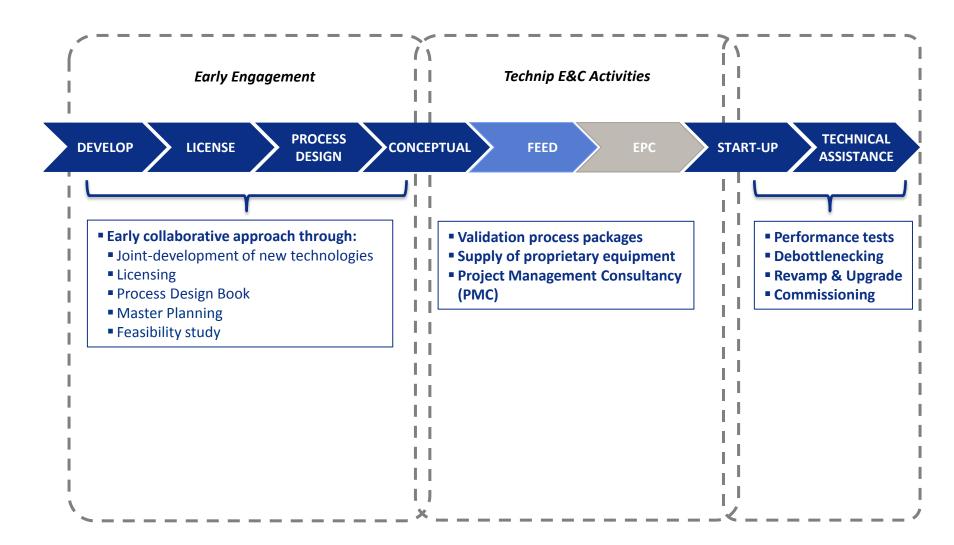






<sup>(1)</sup> NCRA: National Cooperative Refinery Association

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





## **U.S. Shale Gas Opportunities**

### **Technip Has Leading Positions**

## Midstream **Upstream** Separation **Extraction** Drilling Gas Treatment / **NGL** Extraction Plants Fracking Transportation Infrastructure Wellhead

## Downstream Monetization

### **Ethylene Plants**

- Grassroots
- Revamps

NGL's

GAS



### **Derivative Units**

- Propylene
- Polymers



#### Synthesis Gas

- Ammonia
- Methanol
- Hydrogen



Natural Gas Liquefaction and Export (LNG)



Gas to Liquids – Synthetic Fuels (GTL)





## Top Priority: Deliver a Sustainable and Profitable Growth

 Enlarge the portfolio of proprietary and alliance technology

Focus on the revamp markets

 Further improve, research and develop activities to continually improve our offering

 Pursue selective project approach, balancing the risk with reward



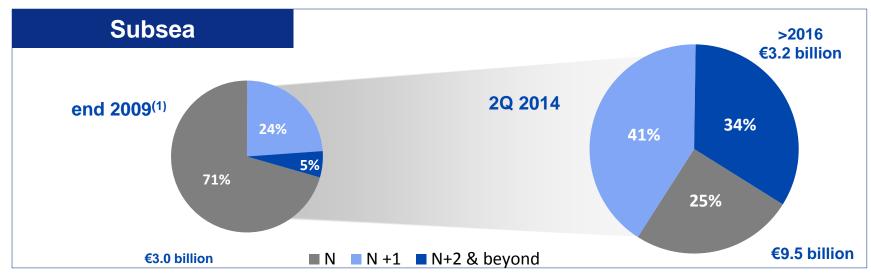
Accompanying clients in modernizing existing facilities to increase capacity and improve operating performance

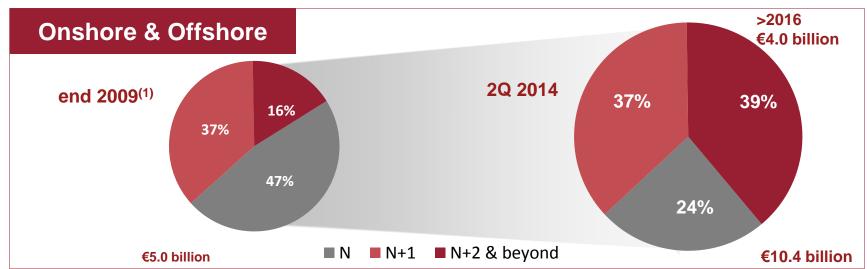


### 2014 & 2015 Outlook



## **Record Backlog Provides Increased Visibility**







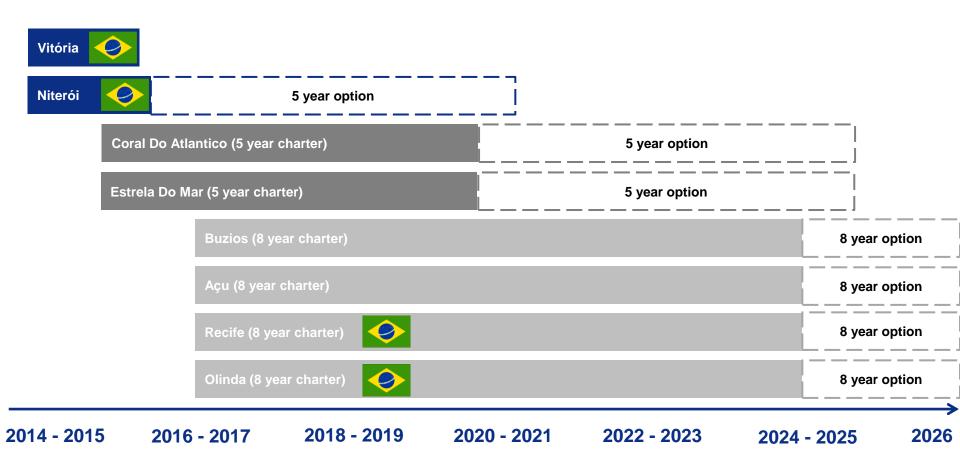
## **Backlog Scheduling**(1)

€ million	Subsea	Onshore/Offshore Group	
2014 (6 months)	2,396	2,501	4,897
2015	3,920	3,796	7,716
2016 and beyond	3,203	4,044	7,247
Total	9,519	10,341	19,860



## **PLSVs Charters Grow in Importance**

Total value excluding options: ~€1.3 billion<sup>(1)</sup>

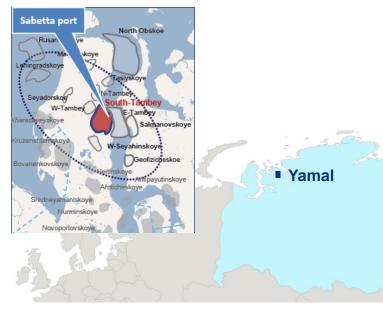


Vessels built or to be built in Brazil



## Yamal LNG: Ramp-up with Substantial Resource Mobilization

- Technip leader of partnership (50%)
- Client: Yamal LNG (Novatek, Total, CNPC)
- Located in Yamal Peninsula, Russia
- 3 trains of 5.5 mtpa capacity each to be delivered over 2017, 2018 and 2019
- **200 modules** weighing ~450,000 tons
- Technip order intake: €4.5 billion (lump-sum scope) in 2Q & 3Q 2014, reimbursable scope to be progressively booked
- 14 months of project planning, detailed engineering, estimation and procurement works until finalization of contract award in May 2014
- Engineering & procurement activities ongoing
- Well-known experience in LNG and Modularization: Qatargas, Yemen LNG, Nigeria LNG, Koniambo nickel, FLNGs and FPSOs







## Yamal LNG: High Revenue and Capacity Utilization Visibility through 2019

Engineering, Procurement & Fabrication of modules: €4.5 billion order intake announced on May 15, 2014





On-the-ground Construction:

Scope recognized in order intake as work orders are progressively received

Timing of execution



### **Business Environment**

### North America & Caribbean

#### Gulf of Mexico

- Lower offshore activity in GoM: projects in early stage
- Higher competition in the near-term
- Offshore developments to increase >2015

#### Onshore

- Good opportunities in LNG & downstream
- Expansion & revamps for Technip Stone and Webster Process Technologies (worldwide)

#### **North Sea**

- Statoil reducing its spending
- Continued good level of tendering activity on UK side
- New entrants in subsea
- Technology remains a differentiator

#### **Middle East**

- Good opportunities offshore
- Greenfield demand for downstream in some countries
- Competition from Asia is again strong

### **Asia Pacific**

- LNG: shift, if slowly, from onshore to offshore (FLNG)
- Emerging deepwater prospects
- GDP growth driving refining, petrochemicals and fertilizer investments

### **Brazil**

- Investment programs confirmed
- Petrobras progressing with pre-salt subsea system awards
- Visibility of demand in the long-term increased due to Libra field
- Focus near-term on logistics

#### **Africa**

- West Africa projects ongoing
- Early phase engineering for East Africa, but slow process
- New discoveries to drive future onshore & offshore developments



### **Objectives for 2014 and 2015**

### 2014

#### Subsea

Revenue between €4.6 and €4.9 billion Operating margin of at least 12%

### Onshore / Offshore

Revenue between €5.55 and €5.80 billion Base case operating margin 5% to 6%

### 2015

### Subsea

Revenue well above €5 billion

Operating margin between 15% and 17%

### Onshore / Offshore

Revenue around €6 billion

Stable operating margin versus 2014



### **Technip in the Current Environment**

- Solid backlog provides long-term visibility in both segments
- Pursue investments in technology and in the product supply part of our business
- Improve cash flow and returns in Subsea
- Capital discipline and optimization of our cost base
- Provide sustainable and predictable dividends for our shareholders







Broaden our industry leadership in oil & gas services to serve our clients better



## Annex



## **2Q 2014 Financial Highlights**

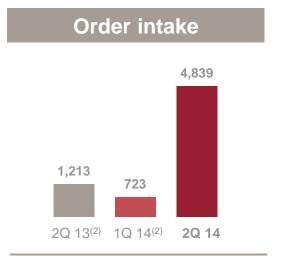


### **Second Quarter Order Intake**

€ million

### Onshore / Offshore

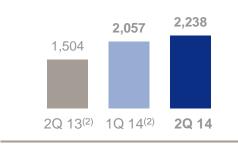
- Yamal LNG, EPC, JSC Yamal LNG, Russia
- RAPID, Project Management Consultancy, Petronas, Malaysia
- Matindok, EPC, Pertamina, Indonesia



### Subsea

- Kaombo, EPCI, Total, Angola
- Kaombo, Umbilicals Supply, Total, Angola
- Valdemar & Roar gas lift and Rolf replacement pipeline projects, EPCI, Maersk, Denmark

### Order intake





<sup>(1)</sup> Inspection, Maintenance and Repair (life of field)

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

## **Second Quarter Subsea Highlights**

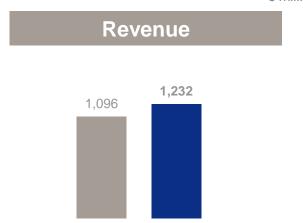
 Overall group vessel utilization rate: 88% versus 84% in 2Q 2013

### Offshore campaigns:

- Greater Western Flank, Australia
- Panyu, China
- Quad 204, Scotland
- Bøyla, Norway
- Åsgard Subsea Compression, Norway
- Block 15/06, Angola
- Delta House, US Gulf of Mexico

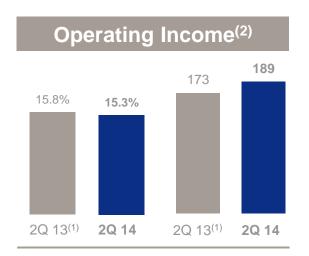
### Engineering / Procurement ramp-up:

- South White Rose, Canada
- Moho Nord, Congo
- Kaombo, Angola
- T.E.N, Ghana
- Jangkrik, Indonesia
- Deep Energy transited to the North Sea and laid pipes for the Bøyla project
- Açu started manufacturing of flexible pipes for Brazil pre-salt fields: Iracema Sul, Sapinhoá & Lula Nordeste, Sapinhoá Norte



2Q 14

2Q 13<sup>(1)</sup>





€ million

## **Second Quarter Onshore/Offshore Highlights**

€ million

### **Upstream**

- Heidelberg Spar, US Gulf of Mexico
- Martin Linge platform, Norway
- Hejre platform, Denmark
- Malikai TLP, Malaysia
- Umm Lulu package 2, Abu Dhabi

### Gas, LNG & FLNG

- Prelude FLNG, Australia
- Yamal LNG, Russia
- Maharaja Lela & Jamalulalam South Gas, Brunei

### Refining

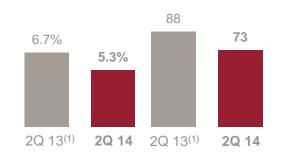
- Burgas refinery, Bulgaria
- Jubail refinery, Saudi Arabia
- Algiers refinery, Algeria

### **Petrochemicals**

- Ethylene XXI, Mexico
- CPChem polyethylene expansion, USA
- Halobutyl elastomer plant, Saudi Arabia



### Operating Income<sup>(2)</sup>





## **Group Financial Highlights**

€ million	2Q 13 <sup>(3)</sup>	2Q 14	Main elements	
Revenue	2,408.2	2,615.4	<ul> <li>Negative translation impact from</li> </ul>	
EBITDA <sup>(1)</sup>	287.3	303.0	forex of €125.5 million  ■ Good increase in EBITDA: depreciation charge of €63 million	
EBITDA Margin	11.9%	11.6%		
OIFRA <sup>(2)</sup> after Income/(Loss) of Equity Affiliates	239.0	240.1	versus €48 million a year ago	
Operating Margin	9.9%	9.2%		
Financial Result	(9.5)	(17.5)	<ul> <li>Interest charges on long term debt: €17.6 million compared to €13.7 million in 2Q 2013</li> </ul>	
Income/(Loss) before Tax	229.5	216.1	<ul> <li>IAS 21, 32 &amp; 39 mark-to-market costs: €0.5 million</li> </ul>	
Effective Tax Rate	28.8%	27.4%	<ul><li>Tax rate in line with full year</li></ul>	
Net Income/(Loss) of the Parent Company	162.4	157.7	expectations	



<sup>(1)</sup> Calculated as operating income from recurring activities after Income/(Loss) of Equity Affiliates 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

### **Consolidated Statement of Financial Position**

€ million

	December 31, 2013 <sup>(1)</sup>	June 30, 2014
Fixed Assets	5,976.9	6,114.1
Construction Contracts – Amounts in Assets	405.0	765.6
Other Assets	3,436.2	3,363.9
Cash & Cash Equivalents	3,205.4	3,023.4
Total Assets	13,023.5	13,267.0
Shareholders' Equity	4,174.1	4,230.8
Construction Contracts – Amounts in Liabilities	1,721.4	1,772.6
Financial Debts	2,373.8	2,412.4
Other Liabilities	4,754.2	4,851.2
Total Shareholders' Equity & Liabilities	13,023.5	13,267.0

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



## **Second Quarter 2014: Cash Flow**

€ million	Second Quarter	Main elements
Cash <sup>(1)</sup> as of March 31, 2014	2,939.2	
Net Cash Generated from / (Used in) Operating Activities	309.2	<ul> <li>Small positive change in working capital: +€39 million</li> </ul>
Net Cash Generated from / (Used in) Investing Activities	(84.5)	<ul> <li>Capex spending of €93 million versus €164 million<sup>(2)</sup> a year ago</li> </ul>
Financing and Forex	(143.3)	<ul> <li>Dividend paid of €206.5 million</li> </ul>
Cash <sup>(1)</sup> as of June 30, 2014	3,020.6	

Net cash position of €611 million: +€38 million in 2Q 2014



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

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

## Subsea: Return On Capital Employed (ROCE)

€ million	2012	2013	Main elements
EBIT	606	585	
Tax Rate	27.4%	25.1%	
EBIT after tax	440	438	
Assets Employed <sup>(1)</sup>	1,602	2,021	<ul> <li>100% Vessels, Machinery and Equipment, 32% in 2013 and 34% in</li> </ul>
Goodwill <sup>(2)</sup>	2,632	2,592	2012 on "other" (based on Subsea headcount)
Liabilities <sup>(3)</sup>	(1,021)	(1,051)	<ul> <li>Based on WCR split by revenue, we</li> </ul>
Capital Employed	3,213	3,563	applied 44% in 2013, 49% in 2012
ROCE	13.7%	12.3%	

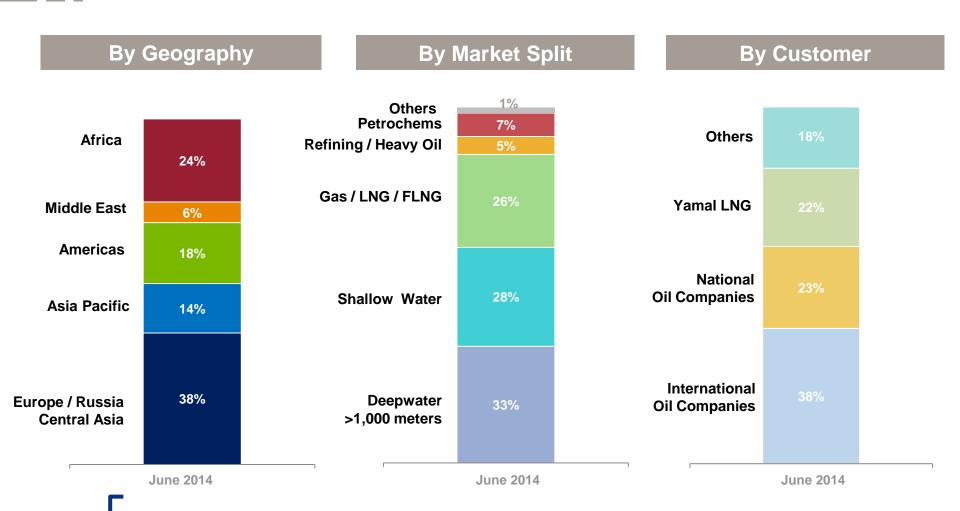
## Returns above cost of capital



<sup>(1)</sup> Note 9 of 2013 Annual Report. Assets Employed = 100% (Vessels + Machinery & Equipment )+ 32% (Buildings + Office Fixtures & Furniture + Other) (2) Note 10 of 2013 Annual Report

<sup>(3)</sup> Page 133 of 2013 Annual Report. Liabilities = Current Assets - Cash & Cash Equivalents - Current Liabilities - Current Financial Debt

## **Backlog Analysis**



Backlog value as of June 30, 2014: €19.9 billion



## **Backlog by Contract Size**(1)

#### Subsea

- €9.5 billion backlog
- Kaombo, our largest project, added over €1.5 billion
- Next largest projects:
  - Moho Nord, Congo
  - T.E.N, Ghana
  - Block 15/06, Angola
  - Quad 204, Scotland
  - Jangkrik, Indonesia
- 12 projects in €100 350 million
- ~60 projects in €10 100 million

#### **Onshore & Offshore**

- €10.4 billion backlog
- Yamal, our largest project, added over €4 billion
- Next largest projects:
  - Prelude FLNG, Australia
  - Martin Linge platform, Norway
  - Ethylene XXI, Mexico

- 16 projects in €100 600 million
- 40 projects in €10 100 million



## **Sustaining Profitable Growth**



## 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**









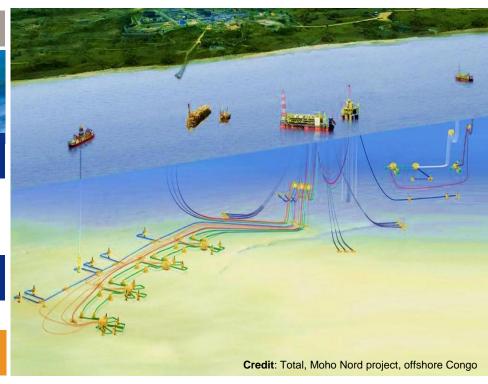
Integrated Production
Bundle





Subsea Equipment<sup>(2)</sup> (Separator & pump)







## Global Business with Unique Multi-Local Footprint



## **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** 



### 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



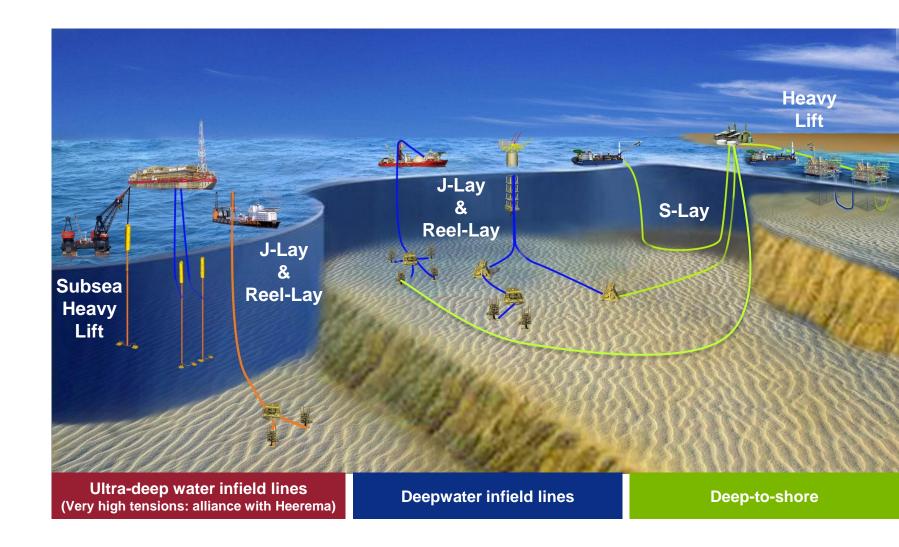








## **Very Broad Execution Capabilities in Subsea**





## **High Performing Fleet**(1)

Flexible Lay & Construction







J-Lay & Rigid Reel Lay







Diving Multi Support Vessel







S-Lay Heavy Lift







## 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



## A unique and Customized Product Range to Match Offshore Client Needs



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

Spar

**TLP** 

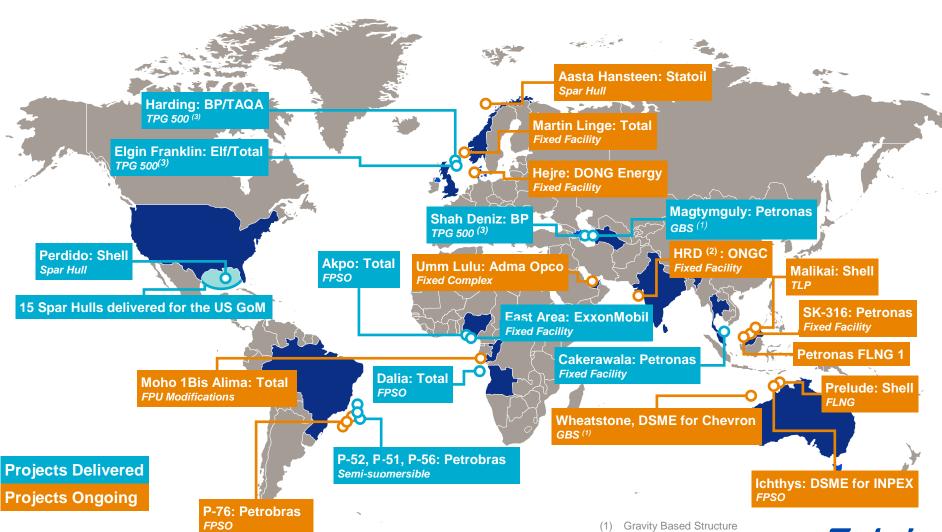
Semi-Submersible



**FLNG** 

**FPSO** 

## A Worldwide Contractor: Main Offshore Projects since 1996



- Heera Redevelopment Project
- Technip Geoproduction 500 feet



## **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
- Launched hull in November 2013
- First lift (LER<sup>(1)</sup>) in June 2014



#### Petronas FLNG 1

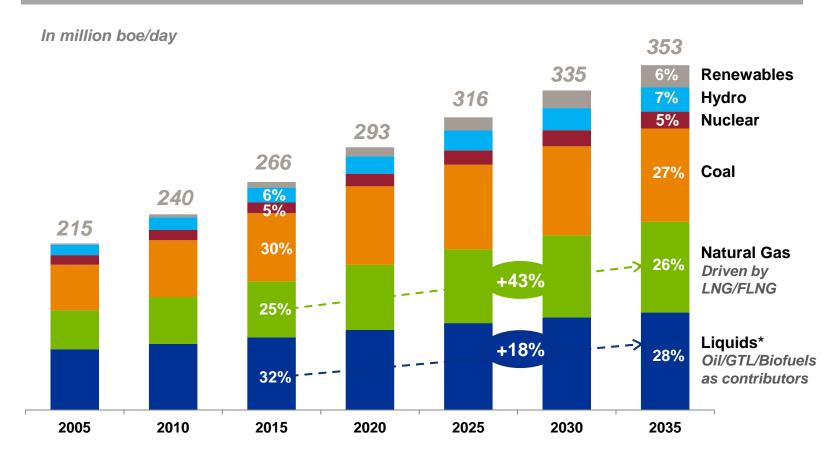
- LNG capacity: 1.2 mtpa
- Field: Offshore Malaysia
- Construction ongoing in Korea
- Execution started in June 2012
- Hull steel cut in June 2013
- Launched hull on April 7, 2014

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



## **Solid Fundamentals Supporting Long-Term Growth**

#### World Energy Consumption Evolution 2015 - 2035 (+33%)

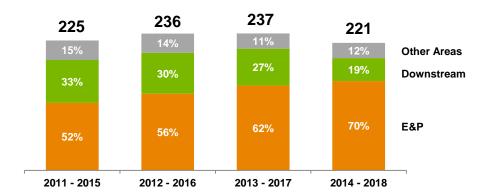




## A Changing, Complex Industry Near-Term

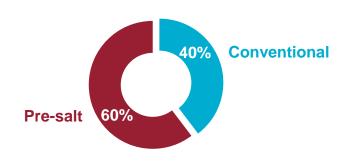
Major NOCs still move forward their investment plans. Example of Petrobras...<sup>(1)</sup>

Total Capex in \$ billion<sup>(1)</sup>



... further focusing on its pre-salt developments<sup>(1)</sup>

Share of E&P Capex of 2014 - 2018 plan(2)

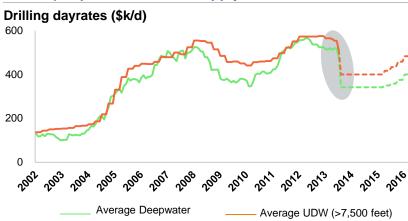


IOCs vocal about capex discipline...(3)

#### Recently delayed or canceled projects:

- Johan Castberg, Statoil
- Rosebank, Chevron
- Jackdaw, BG
- Bonaparte, GDF Suez
- Gendalo-Gehem, Chevron

#### ... and put pressure on the supply chain<sup>(4)</sup>





# Africa: Expanding Footprint and Long Term Prospects





# Accra Lagos Port Harcourt Luanda

Lobito

#### **Technip in Africa**

- ~1,000 people
- 1st office founded in 1995
- Strong national content
- Ultra-deep water projects requiring technical innovation

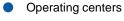


#### **Key Projects**

- CoGa, Gabon
- GiRi Phase 1 and 2, Angola
- Moho Nord, Congo
- T.E.N., Ghana
- Egina flexible pipe supply, Nigeria
- Kaombo, Angola
- Block 15/06, Angola

#### **Assets & Activities**

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



Manufacturing plant (umbilicals)

Logistic base

Spoolbase



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

#### **Assets & Activities**

- Engineering & project management centers
- Flexible/umbilical manufacturing plant: Asiaflex, Malaysia, 1st and only one in Asia
- Logistic base: Batam, Indonesia
- Fabrication yard: MHB1, Malaysia, with solid platform track record
- Vessels: G1201<sup>2</sup>, Deep Orient

#### **Key Projects**

- Woodside GWF subsea platform, Australia
- Prelude FLNG, Australia
- Petronas FLNG1, Malaysia
- Wheatstone, Australia
- Block SK 316, Malaysia
- Jangkrik, Indonesia
- RAPID PMC, Malaysia

#### **Technip in Asia Pacific**

- ■~9,800 people
- Founded in 1982
- Successful partnerships and alliances: COOEC & HQC



Prelude, FLNG

Asiaflex, Malaysia

Perth

Flexible & umbilical manufacturing plant



Logistic base



<sup>&</sup>lt;sup>1</sup> 8.5% participation

<sup>&</sup>lt;sup>2</sup> Operating partly in Asia Pacific

# ш

## 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

- ASAB 3, UAE
- Upper Zakum 750 + EPC1, UAE
- KGOC Export Pipeline, Saudi Arabia & Kuwait
- Halobutyl elastomer plant, Saudi Arabia
- Umm Lulu package 2, Abu Dhabi
- Jalilah B, United Arab Emirates



Regional Headquarter / Operating centers

#### **Technip in Middle East**

- -~2,500 people
- Founded in 1984



Upper Zakum 750 + EPC1, UAE



## North Sea Canada: Strengthening our Presence

#### **Assets & Activities**

- Engineering & project management centers
- Spoolbases
- Orkanger, Norway
- Evanton, Scotland
- Steel tube/thermoplastic umbilical plant
  - Technip Umbilical, Newcastle, England
- **Yard:** Pori, Finland, specialized in Spar platforms fabrication
- Vessels:



#### **Technip in North Sea Canada**

- ■~4,800 people
- 1st office founded in 1978



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

#### **Key Projects**

- Quad 204, EPCI, Scotland
- Alder, Scotland
- Åsgard Subsea Compression, Norway
- Bøyla, EPCI, Norway
- Valdemar & Roar Gas Lift, Denmark
- Edradour, Scotland





## **Brazil: Reinforcing 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>
- Commitment to R&D: taking pre-salt development further
- Vertical integration: providing supply chain
   logistic solutions

#### **Key Projects**

- 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

#### **Technip in Brazil**

•~4,500 People

- Founded in 1977
- Exceed national content requirements
- Operational discipline
- Flexible supply expertise







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





As of June 30, 2014

+36 years



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





~20 people

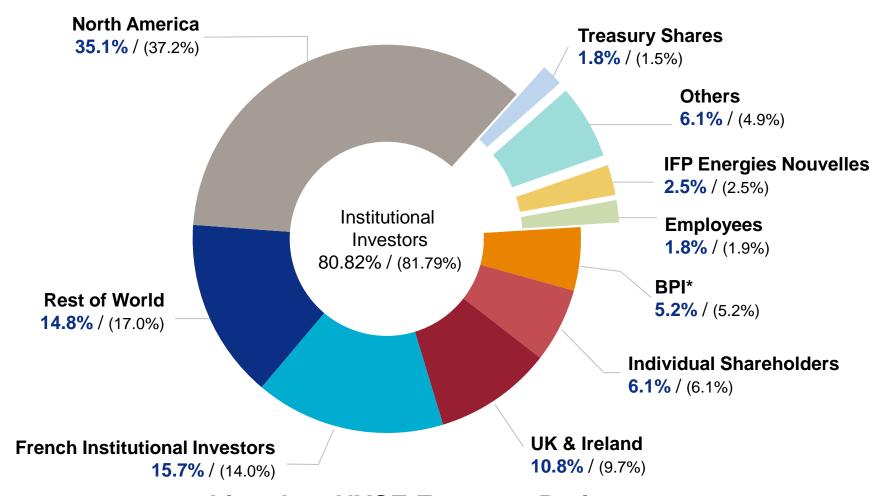
Flexibras:

1st Flexible plant





## **Shareholding Structure, May 2014 (Nov 2013)**



#### **Listed on NYSE Euronext Paris**



<sup>\*</sup> Banque Publique d'Investissement (BPI): Public Investment Bank, former Fonds Stratégique d'Investissements (FSI) Source: Thomson Reuters, Shareholder Analysis, May 2014 Methodology: May 2014 scope based on First 1,000 shares held versus November 2013 scope based on 200 shares

## **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

#### 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

