

# Technip & Refining: Taking Our Track Record Further



Marie-Christine Charrier, Vice President Refining Product Line  
**UBS European Mid-Cap Oil Conference, March 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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# Contents

- 1. Technip Today**
- 2. Refining Market**
- 3. Technip Unique Advantage in Refining**
- 4. Annex**

# 1. Technip Today



# A World Leader Bringing Innovative Solutions to the Energy Industry

- A world leader in project management, engineering and construction for oil & gas, chemicals and energy companies
- Revenues driven by services provided to clients Onshore/Offshore and Subsea
- Over 36,500 people in 48 countries
- 2012 Revenues: €8.2 billion; Operating margin<sup>1</sup> of 10% for the 4<sup>th</sup> year

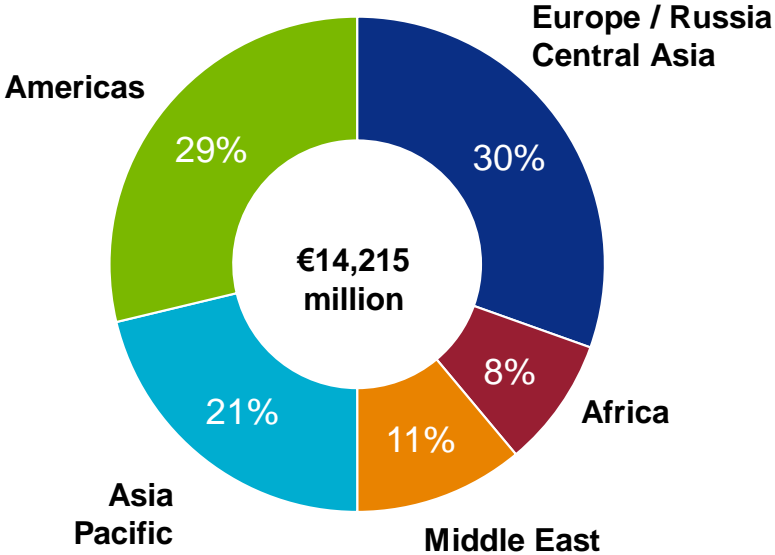


<sup>1</sup> from recurring activities

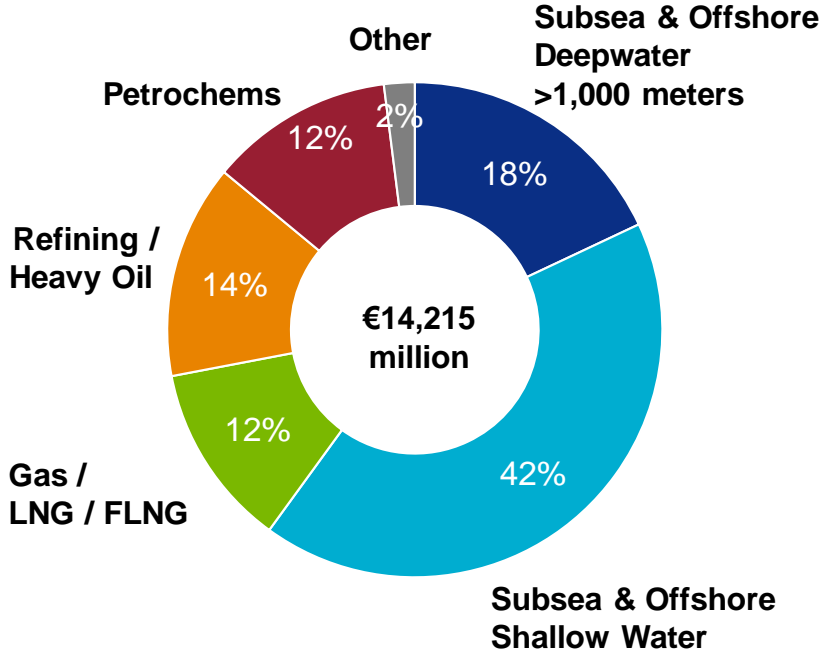
# Diversified Backlog Across Regions and Markets

As of December 31, 2012

**Backlog by geography**



**Backlog by market split**



# Diversified Backlog by Contract Size and Type

## Subsea

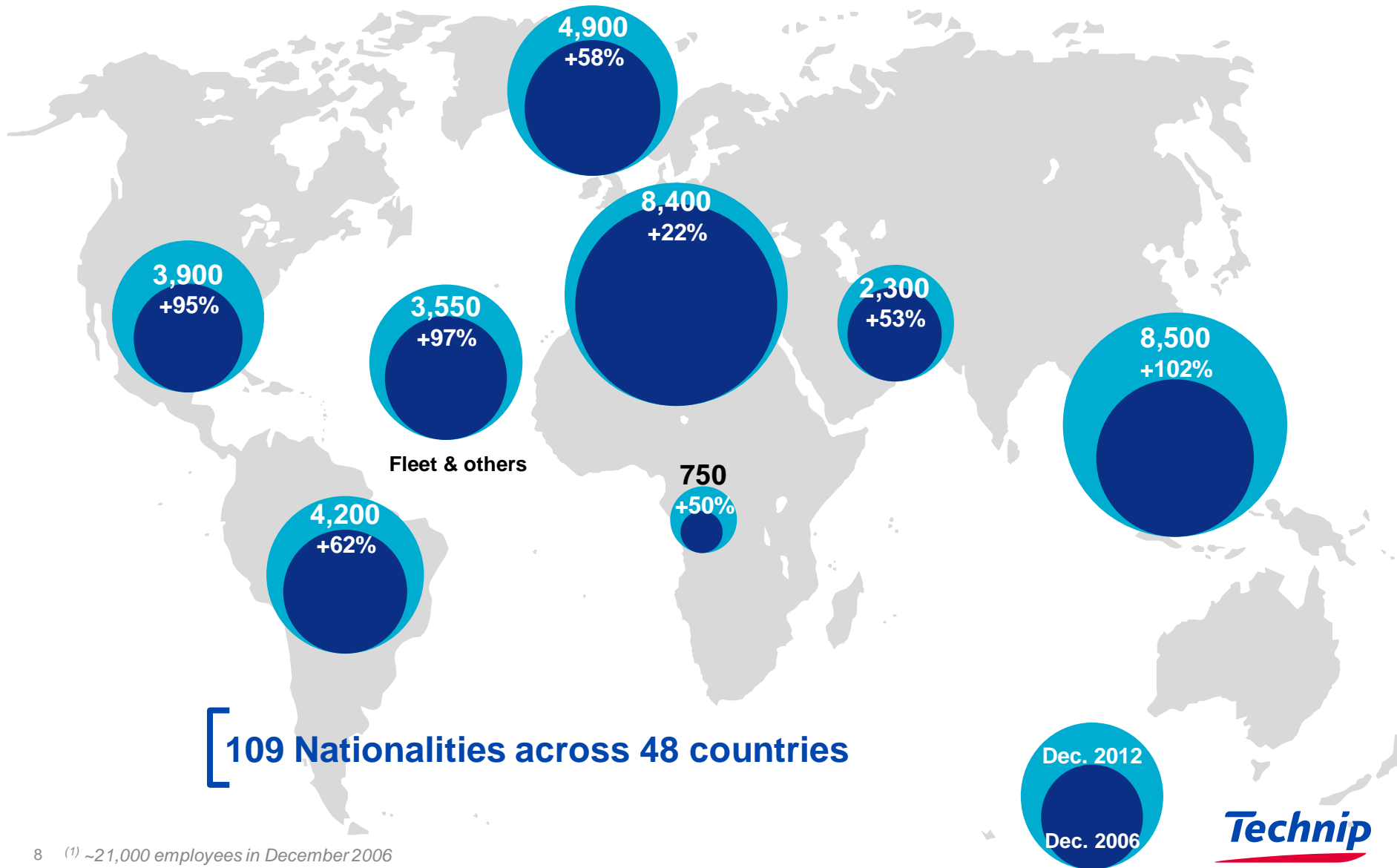
- **€6.0 billion backlog**
  - Largest projects: Quad 204, Bøyla, Mariscal Sucre
  - Over 10 projects in €100 - 350m
  - Over 70 projects in €10 - 100m
- **Subsea contracts mix**
  - EPCI, tie-backs, installation
  - Flexible supply
  - Long-term charters
  - Diving support
  - Genesis field architecture

## 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
  - Conceptual / FEED / licensing
  - Technology / equipment packages supply



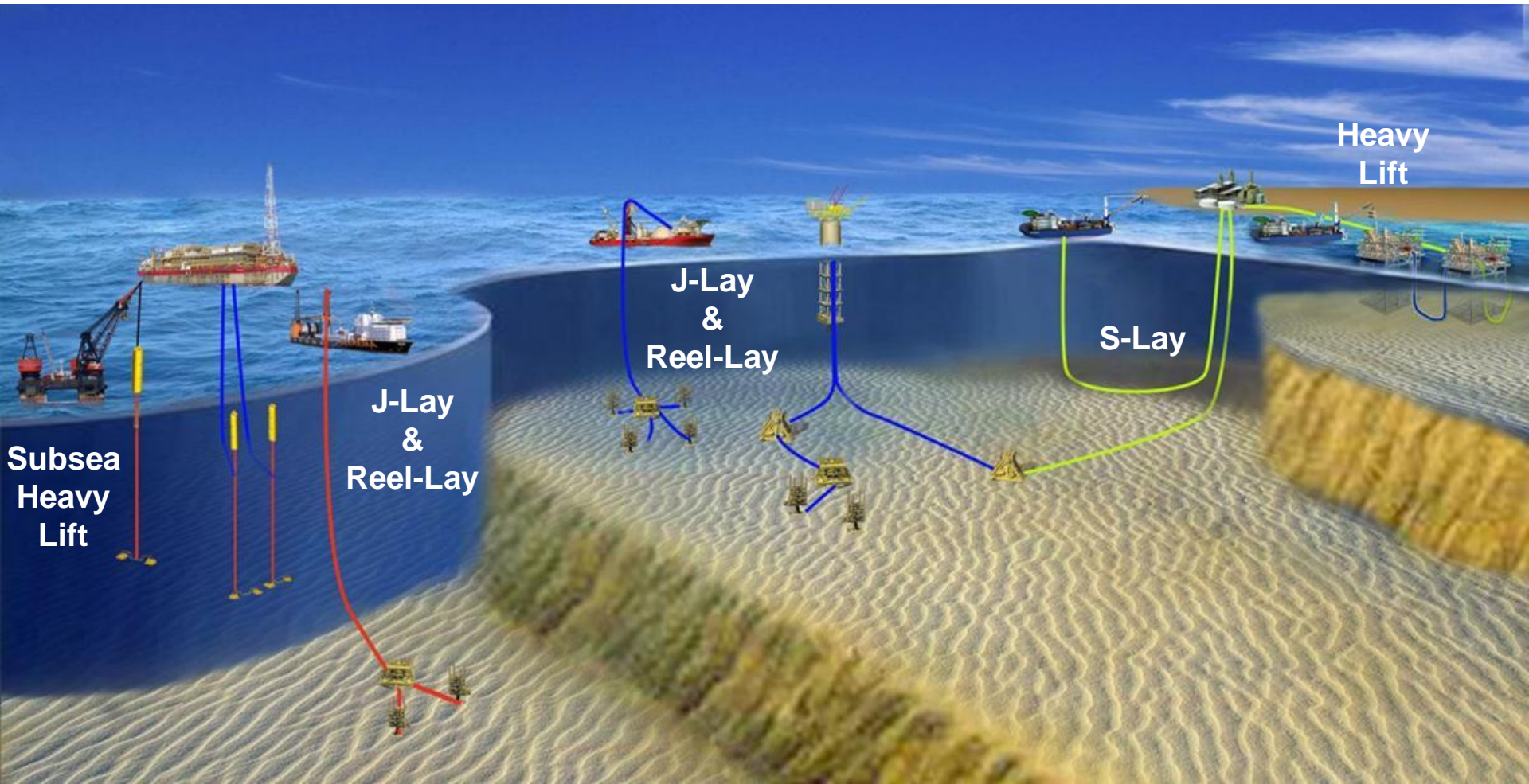
# 36,500 People Throughout the World<sup>1</sup>, Growing Close to Clients



8 <sup>(1)</sup> ~21,000 employees in December 2006



# Very Broad Execution Capabilities in Subsea



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

Deepwater infield lines

Deep-to-shore

# Onshore/Offshore Strong Positioning

## Onshore Downstream Unique Position



Petrochemical & Ethylene



Refining



LNG & GTL



Fertilizer

## Expertise in Full Range of Offshore Facilities



Floating LNG



Spar

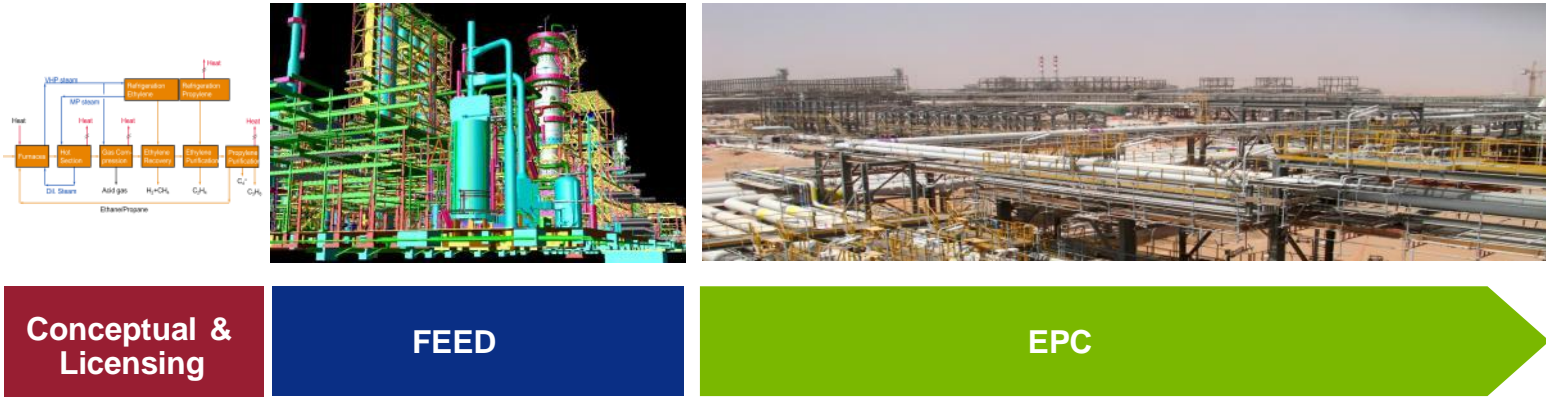


Fixed platform



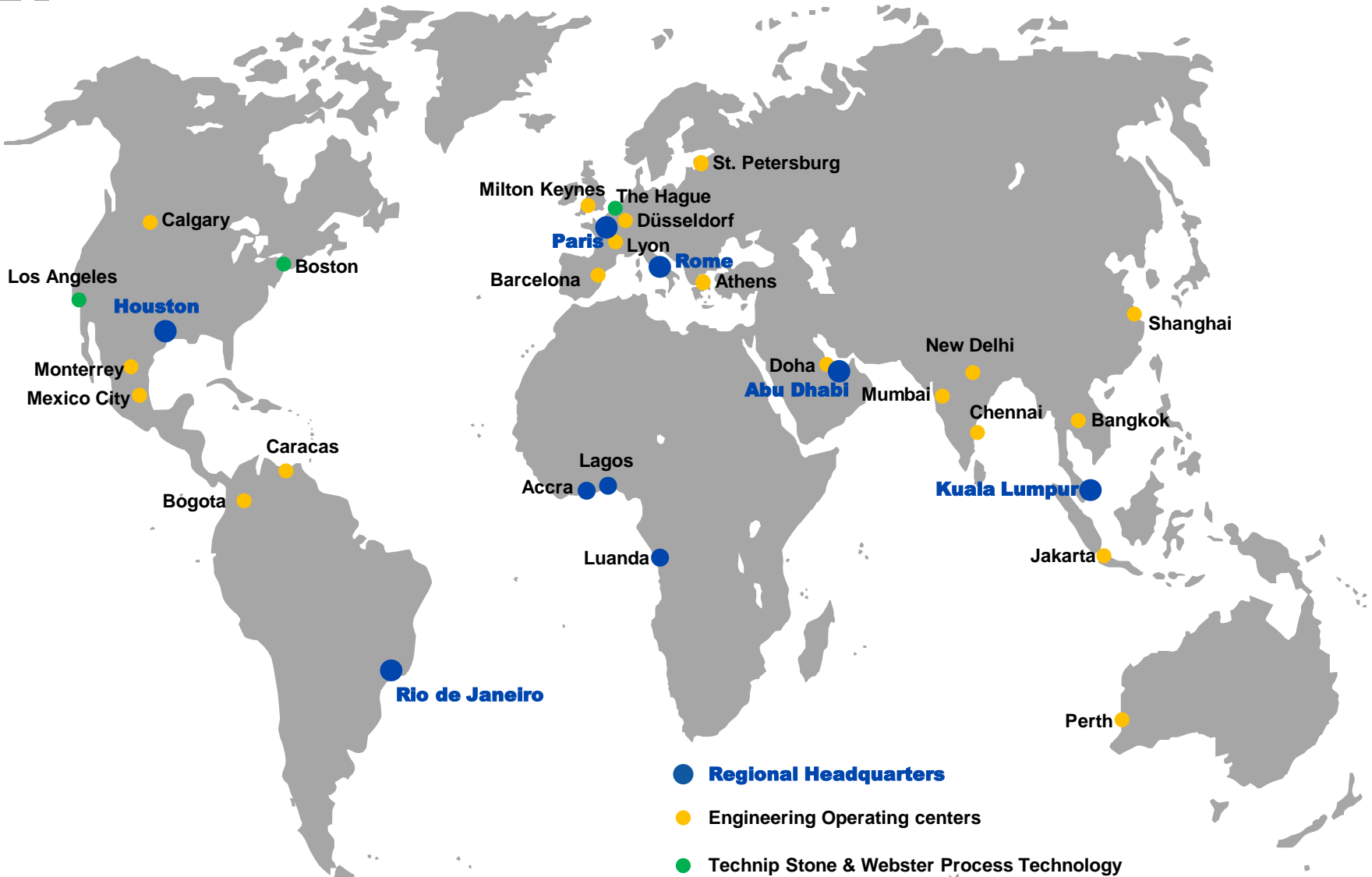
FPSO

# Integrated Business Model for Onshore/Offshore: Target Contracts from Project Early Stages



- **Key contracts won from Conceptual or FEED in 2012**
  - Ethylene XXI, Mexico
  - Burgas refinery, Bulgaria
  - Petronas FLNG 1, Malaysia
  - Upper Zakum EPC 1, Middle East
  - Aasta Hansteen Spar, Norway

# Technip Onshore Worldwide Footprint

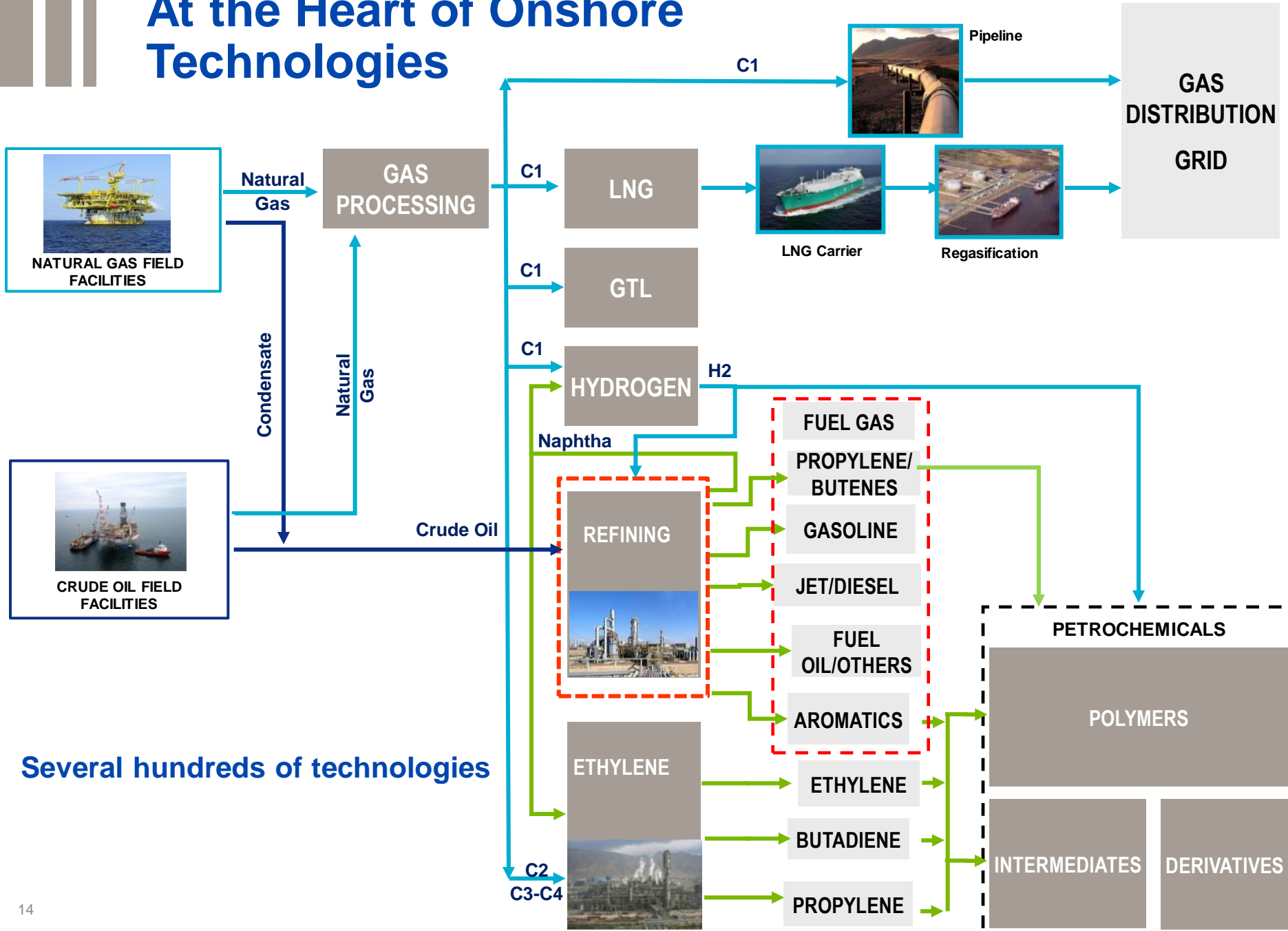


## 2. Refining Market





# At the Heart of Onshore Technologies



Several hundreds of technologies

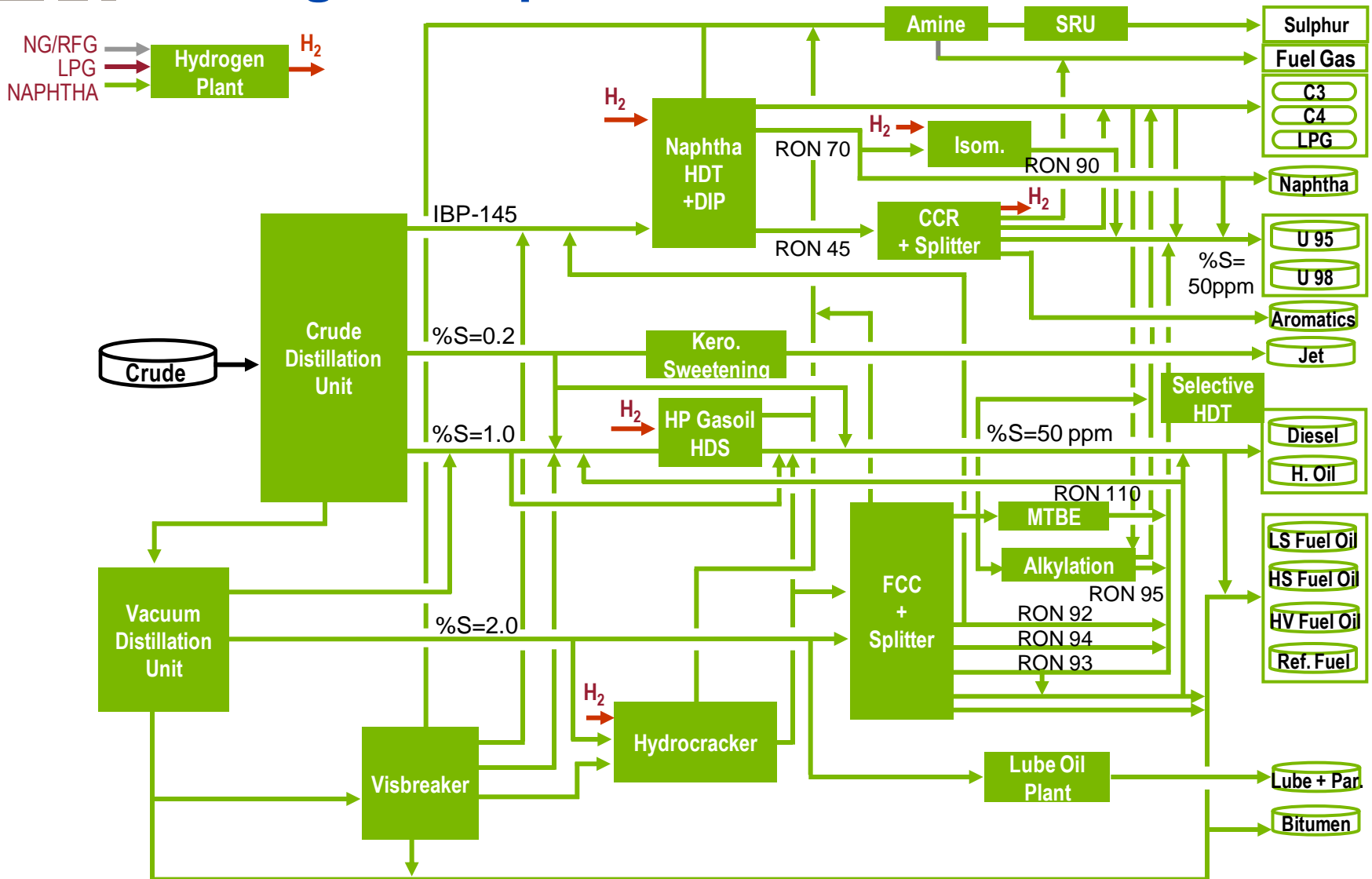
# Refining is at the Heart of the Downstream Oil Industry

- **Highly distributed industry:**
  - 655 refineries in 2012
  - 120 countries from Albania to... Zambia
  - 260 different operators
- **Provides fuels to the transportation industry worldwide...**
  - Gasoline, diesel, jet, bunker fuel
- **Feedstock to the petrochemical industry...**
  - Aromatics, naphtha for plastics, rubbers....
- **...and specialty products for niche markets**
  - Bitumen, lube oils, etc...





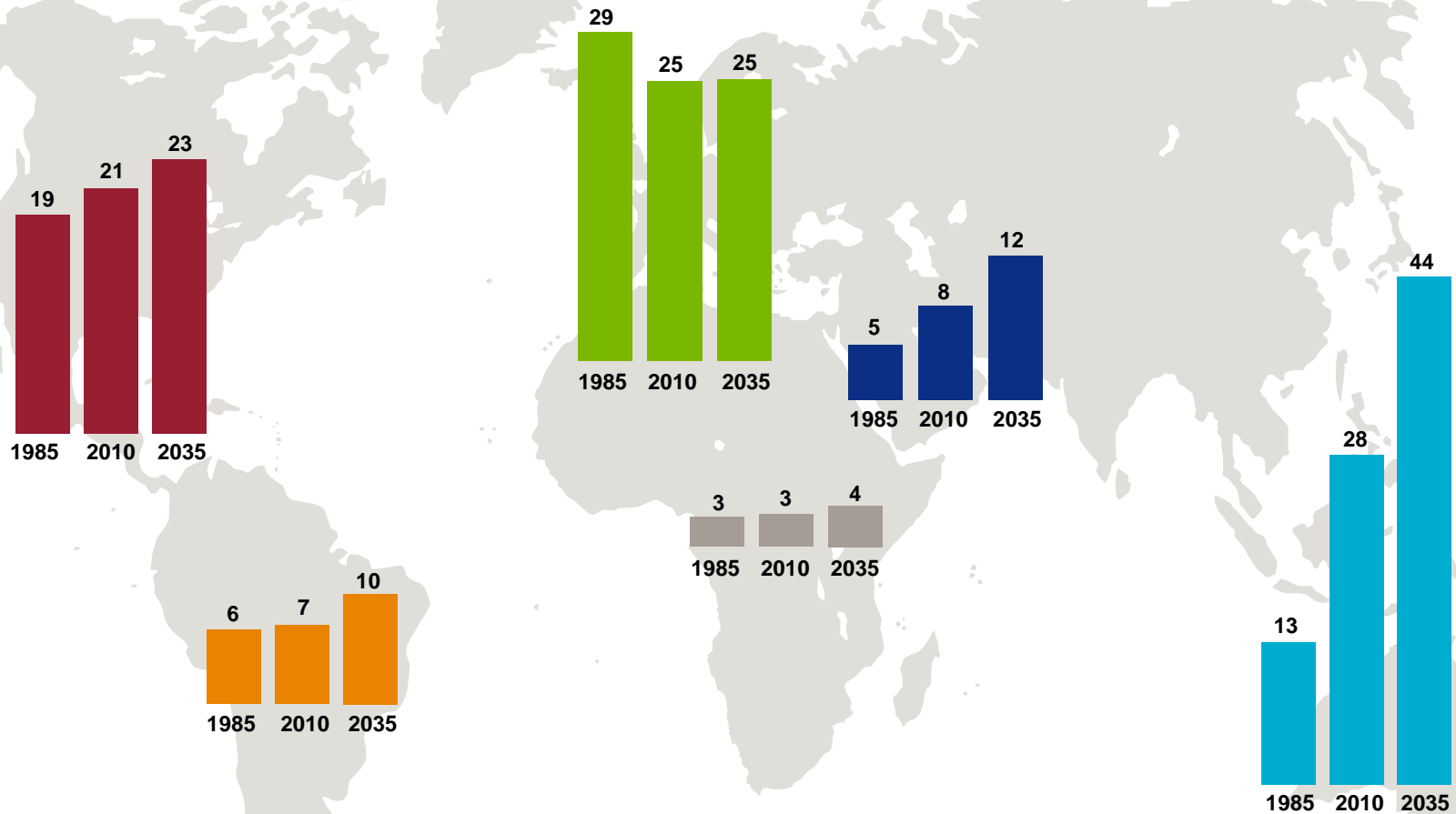
# A Puzzle of Several Technologies Integrated into a Single Complex



Source: Technip

# Geographical Trends for Refining Capacity Investment

Refining capacity across regions, in million bpsd\* for 1985, 2010, 2035



\*Bpsd: barrels per stream day

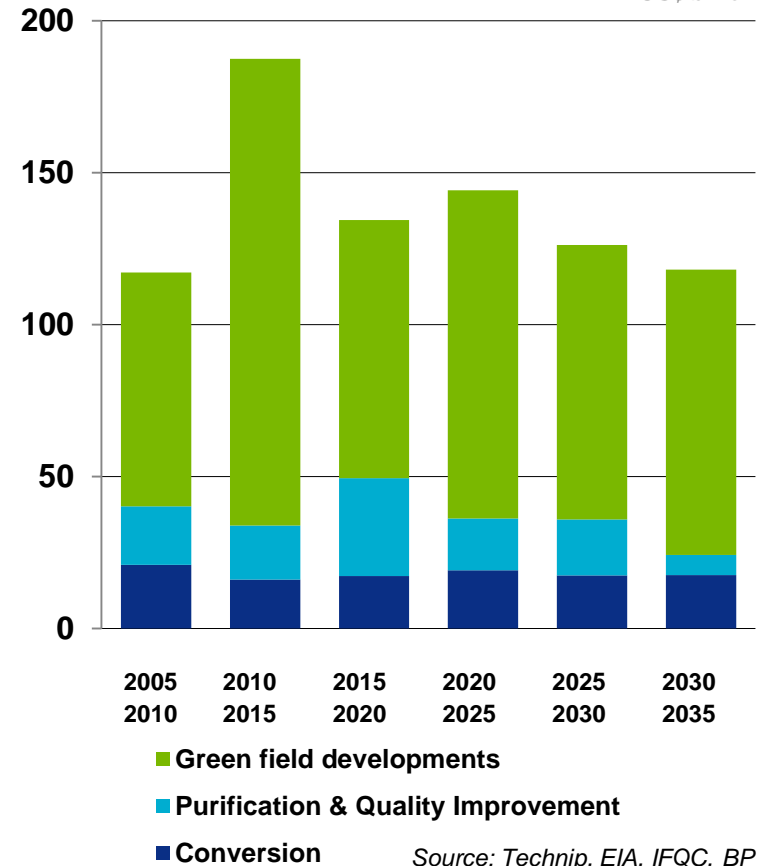
Source: Technip, BP Statistical Review of World Energy 2011

# Long Term Visibility Across Types of Work

- **Purification & quality improvement**
  - Plant upgrades to meet environmental regulation and more stringent fuel specifications
  - Medium size market opportunities mainly in Eastern Europe, Asia Pacific, Middle East, South America and Africa
- **Conversion**
  - Major expansion projects to increase conversion of heavy oil to motor fuels and thus, plant profitability
  - Everywhere, notably Eastern & Western Europe, Asia Pacific, Russia and North America
- **Green field developments**
  - High level of investments with good visibility
  - Integrated refinery & petrochemical complex mainly in Asia Pacific, Middle East and South America

Estimated Capital Spending in Refining

*In US\$ billion*

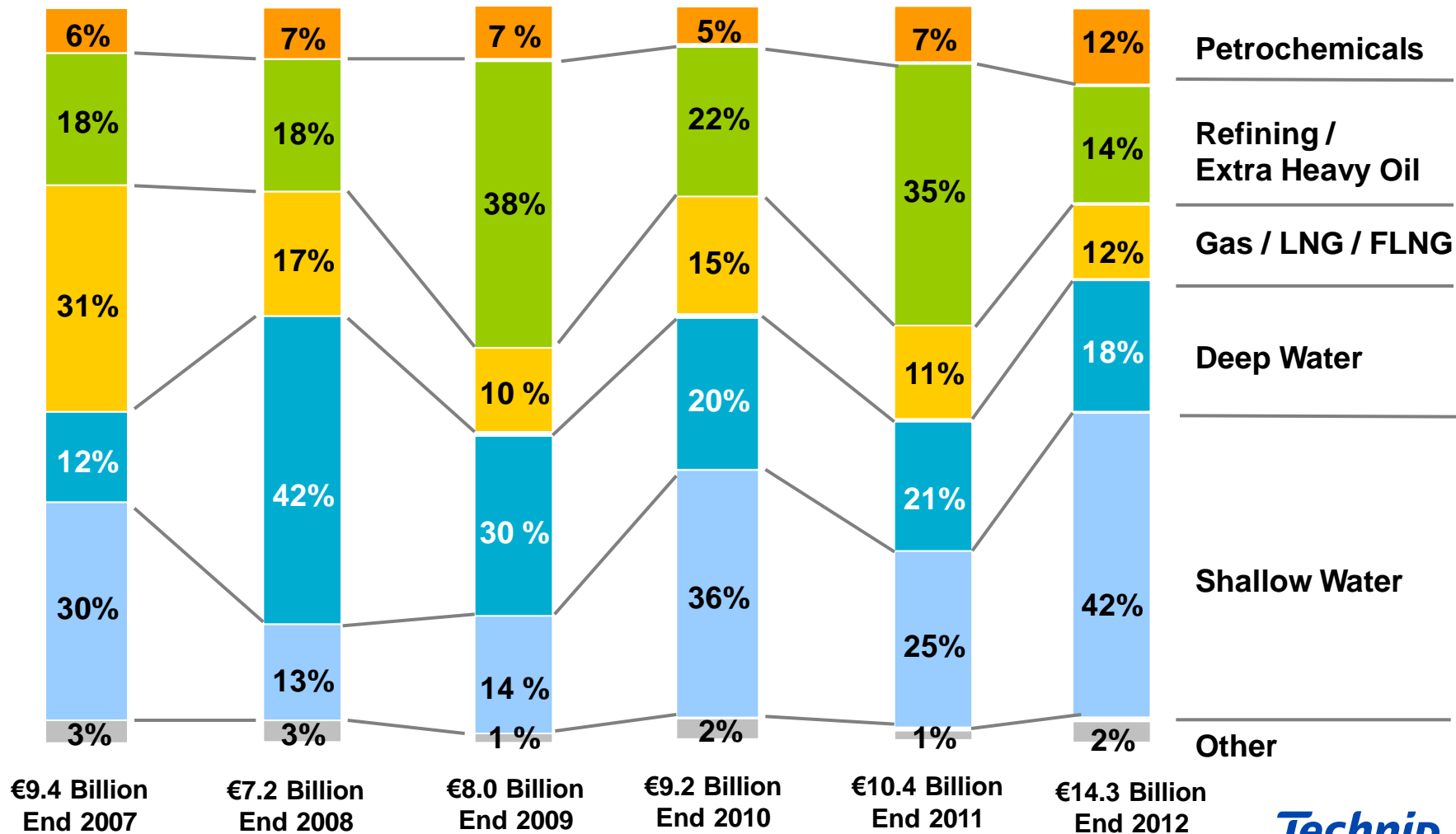


### 3. Technip Unique Advantage in Refining



# Refining: Technip is a Leader in Challenging Green and Brown Field Projects

Technip backlog by activity



# Strongly Positioned all Along the Value Chain to Build Solutions for our Clients

- Traditionally, 3 main actors are involved in refining business:
  1. Well established technology providers with licensing business
  2. Conceptual and basic engineering providers
  3. Detail engineering and turn-key project construction companies



**Technip is well positioned in all the three business**

# New Licensing Business in Refining with Cutting Edge Technologies

## Technip Stone & Webster Process Technology

### (Resid) Fluid Catalytic Cracking: RFCC/FCC

- Key conversion technology producing gasoline from fuel oil
- Alliance technology with Axens, IFP and Total
- World leader in RFCC

### Deep Catalytic Cracking

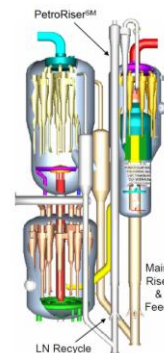
- Unique technology maximizing the yields of propylene from vacuum distillates
- Exclusive licensor of Sinopec RIPP technology outside China
- Catalyst providing unrivalled performances

### BenzOUT®

- Benzene removal technology from the gasoline pool
- Developed with ExxonMobil
- Niche technology with references in the US

### Steam Reformer (Hydrogen)

- H<sub>2</sub>: feedstock used in all refineries to crack heavy oil
- Proprietary steam reformer technology and global alliance with Air Products for “over-the-fence” H<sub>2</sub> plants
- World leader with around 40% market share







# Expertise to Optimize Capex & Opex at the Conceptual Phase

- **Strong skills in process modeling and optimized design**
  - Technical and economical analysis to optimize plant overall configuration
  - Conception of optimized transformation process scheme
- **Expert in integration of downstream technologies**
  - Assemble and design a large number of technologies for large & complex greenfield projects
  - Enhance synergies between technologies by leveraging our expertise
  - Revamp existing facilities for plant upgrades
- **Design efficient utility systems and offsites**
  - Utility systems and offsite represent ~40% of the initial investment
  - Huge potential for cost savings for both initial investment and operating costs
- **Feedback from EPC experience for early stage project evaluation**
  - Cost estimates supported by recently executed projects
  - Construction oriented design capabilities



# Key Differentiators in the Detail & Execution Phase

- **Strong national content**
  - Operating centers spread around the world with a presence in 48 countries
  - High-skilled engineers close to customer and projects
- **Innovative partnerships with solid construction companies**
  - Combine Technip's leading engineering capabilities with strong local construction companies
  - Strategic partnerships with international construction companies
- **Brownfield expertise**
  - Expertise in working close to running facilities
  - Minimize production losses during mandatory plant shutdowns
- **Worldwide procurement centers**
  - Monitor suppliers workload and continuously qualify new suppliers
  - Permanent follow-up of the worldwide market price of equipment
- **Project Management Consultancy**
  - Provide our clients support services based on our EPC experience



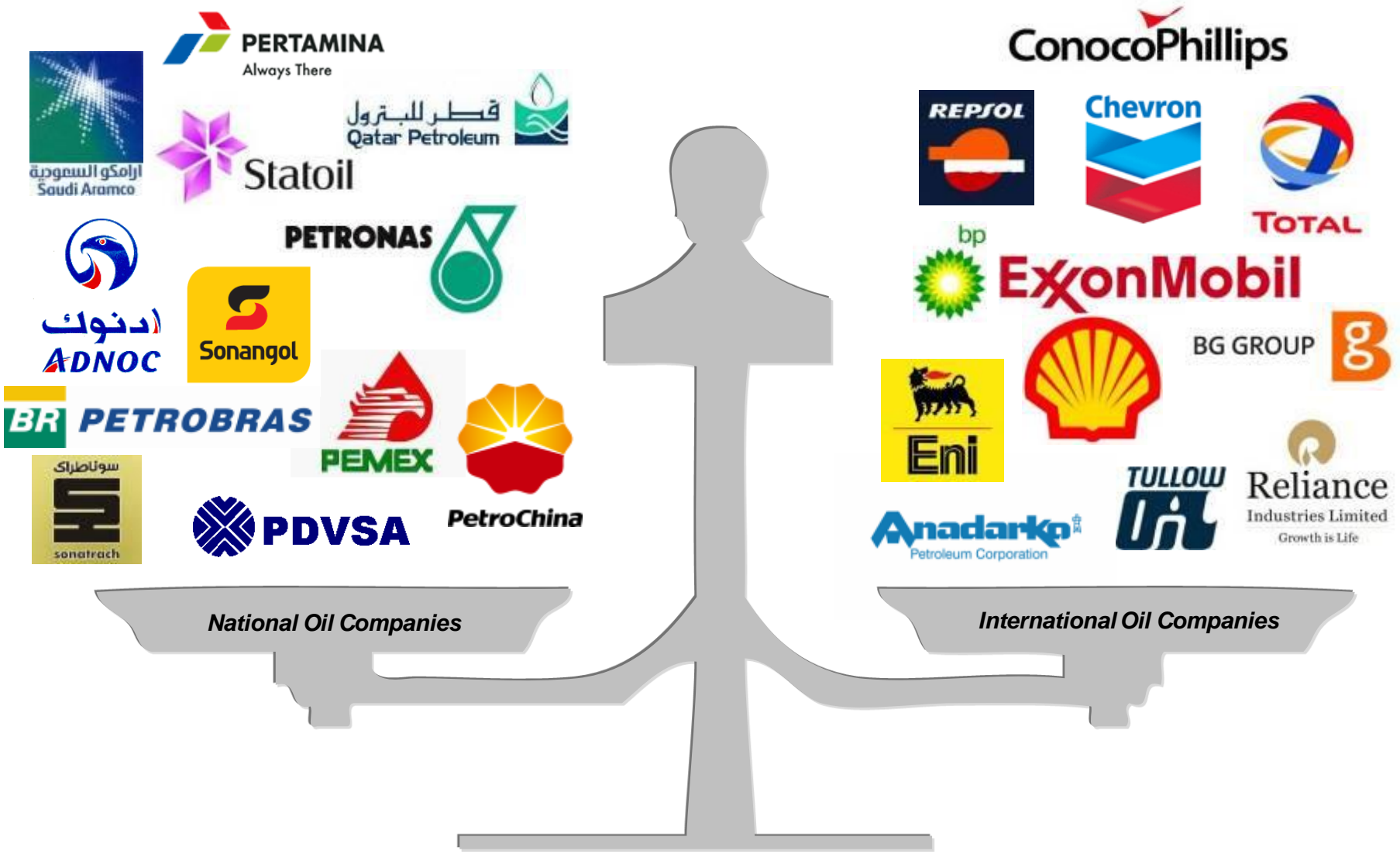
# Key Takeaways

- **Positive market outlook with broad range of opportunities in terms of project types and geography**
- **Technip uniquely positioned:**
  - Cutting edge solutions
  - Expertise from conceptual to start-up, building solutions for our clients
  - Impressive track record
  - Extensive network of engineering centers providing solid design and execution capabilities close to our customers

## 4. Annex



# Diversified & Balanced Customer Base

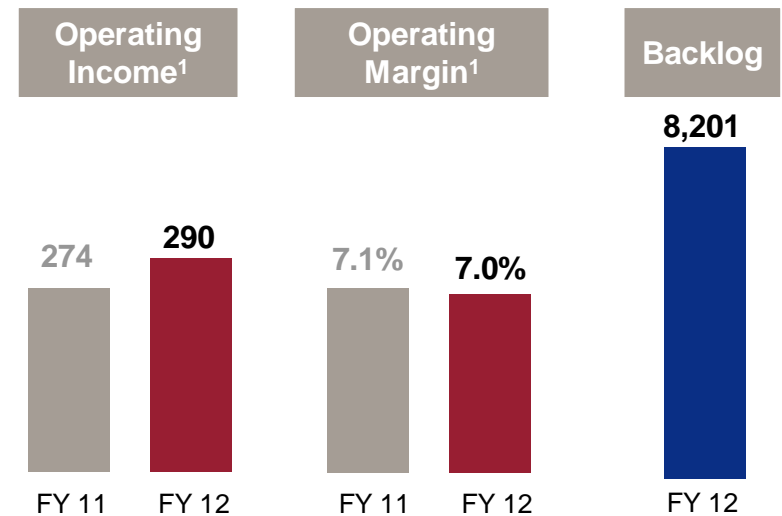
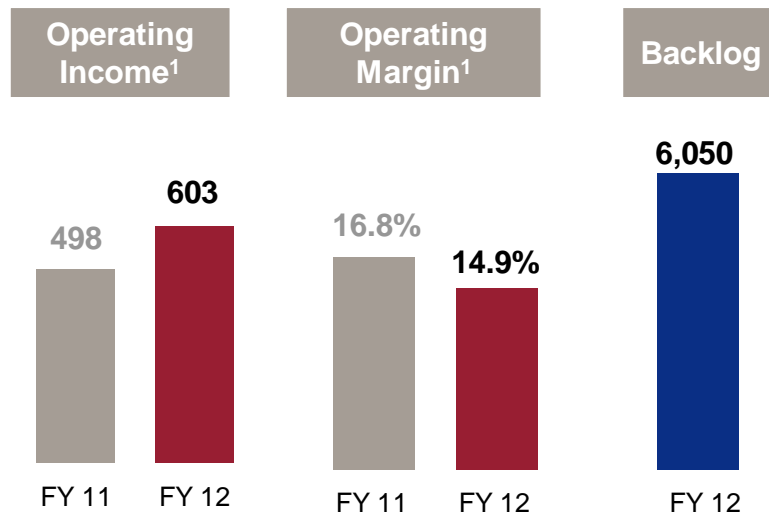


# Two Complementary Business Models Driving Financial Structure and Performance

€ million

## Subsea

## Onshore/Offshore



- 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

# 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

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



# Fourth Quarter Subsea Highlights

€ million

- **Offshore main operations completed**

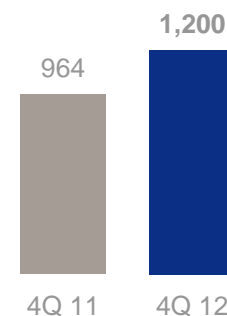
- Vigdis NE field development, Norway
- Jubilee 1A, Ghana

- **Main ongoing projects**

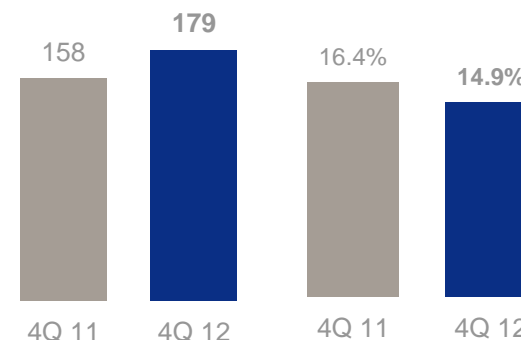
- Boyla field development, Norway
- Goliat, Barents Sea
- Golden Eagle, UK
- BC-10 phase 2, Brazil
- Guara & Lula Nordeste, Brazil
- Mariscal Sucre, Venezuela
- CLOV umbilical supply, Angola

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

## Revenue



## Operating Income<sup>1</sup>



(1) from recurring activities

# Fourth Quarter Onshore/Offshore Highlights

€ million

## Upstream

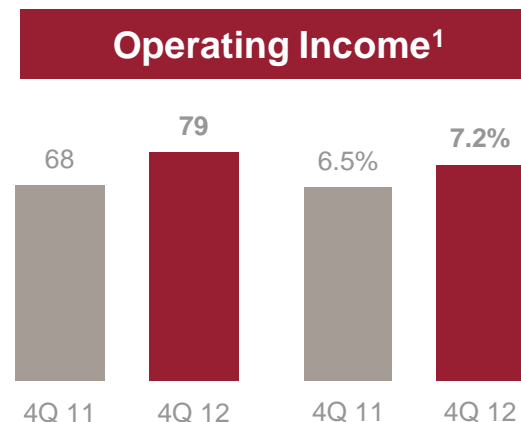
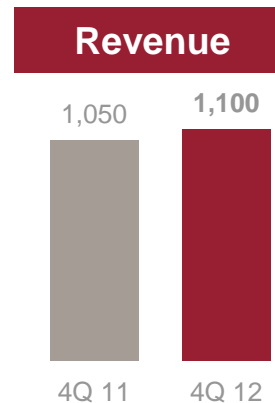
- Asab 3, UAE
- Ichthys FPSO, Australia
- Lucius Spar, Gulf of Mexico
- Hejre platform, Denmark

## 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



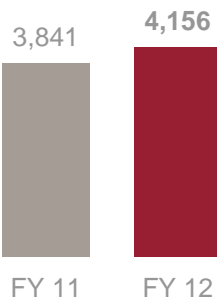
(1) from recurring activities

# FY 2012 Segment Financial Highlights

€ million

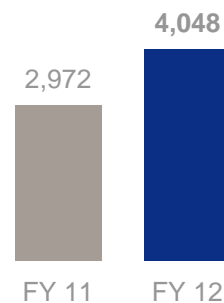
## Onshore/Offshore

### Revenue



## Subsea

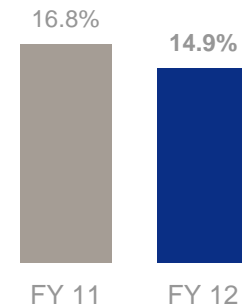
### Revenue



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



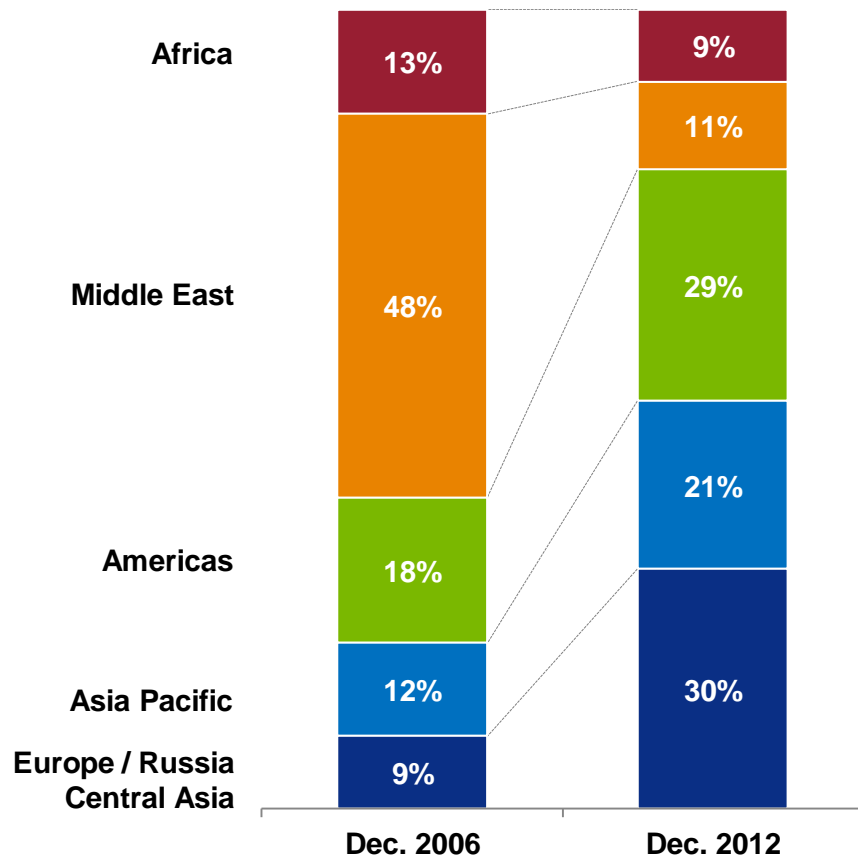
### Operating Margin<sup>(1)</sup>



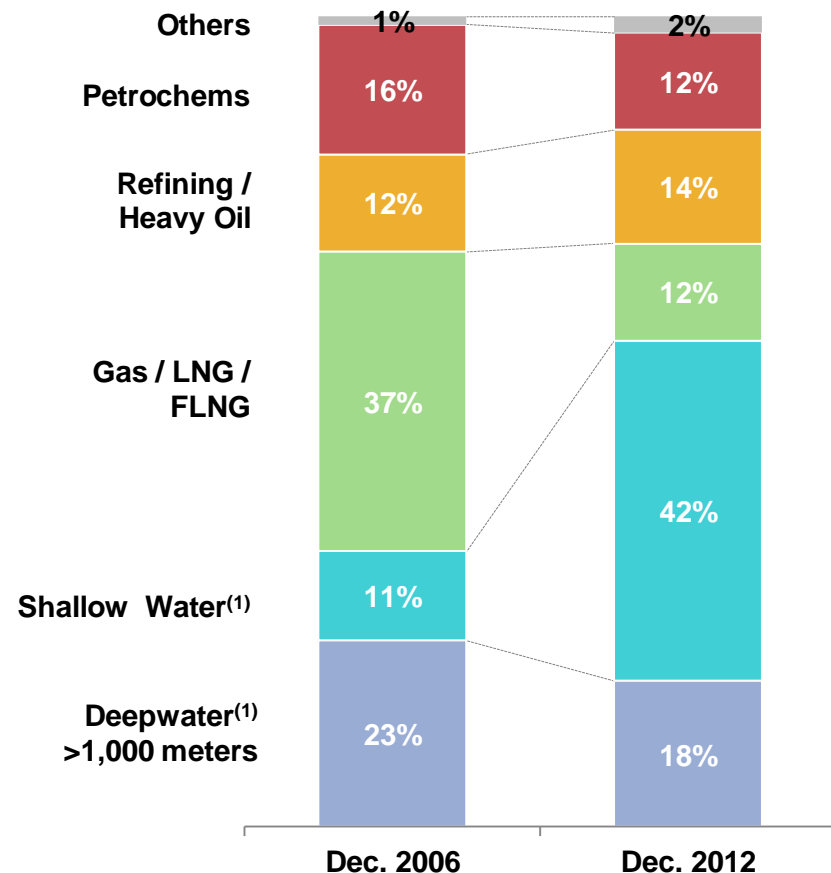
<sup>(1)</sup> from recurring activities

# A Solid Platform for Profitable Growth

## Backlog by Geography



## Backlog by Market Split



*(1) Includes offshore platforms and subsea projects*

**Backlog as of December 31, 2012: €14,251 m**

# Group Financial Highlights

€ million (audited)

	FY 11	FY 12	Change
<b>Revenue</b>	<b>6,813.0</b>	<b>8,203.9</b>	<b>20.4%</b>
EBITDA <sup>(1)</sup>	883.5	1,016.6	15.1%
<i>EBITDA Margin</i>	13.0%	12.4%	(58)bp
<b>Operating Income<sup>(2)</sup></b>	<b>709.5</b>	<b>821.7</b>	<b>15.8%</b>
<i>Operating Margin<sup>(2)</sup></i>	10.4%	10.0%	(40)bp

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

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

# 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>

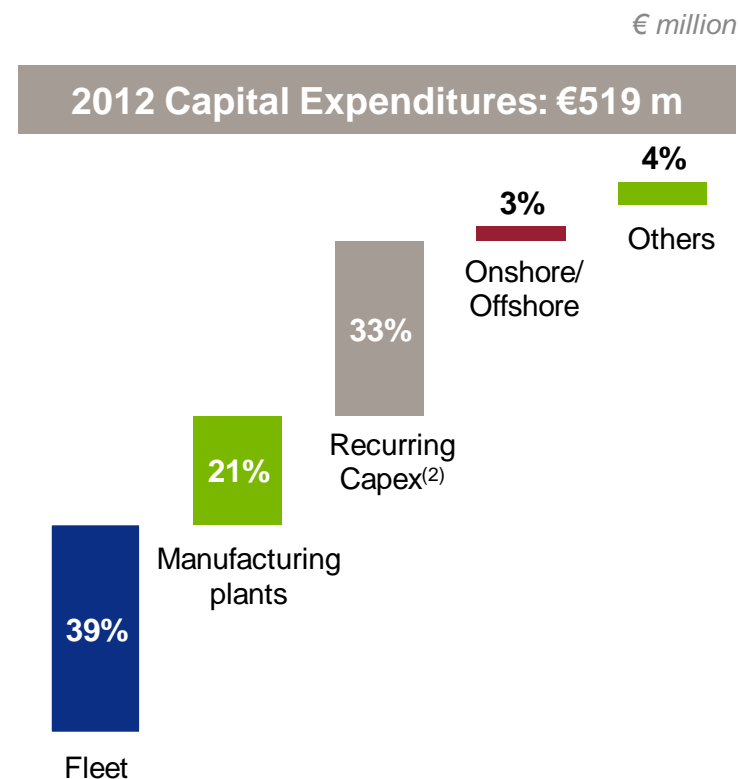
<sup>(1)</sup> Restated with assessment of purchase price allocation for Global Industries

# 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

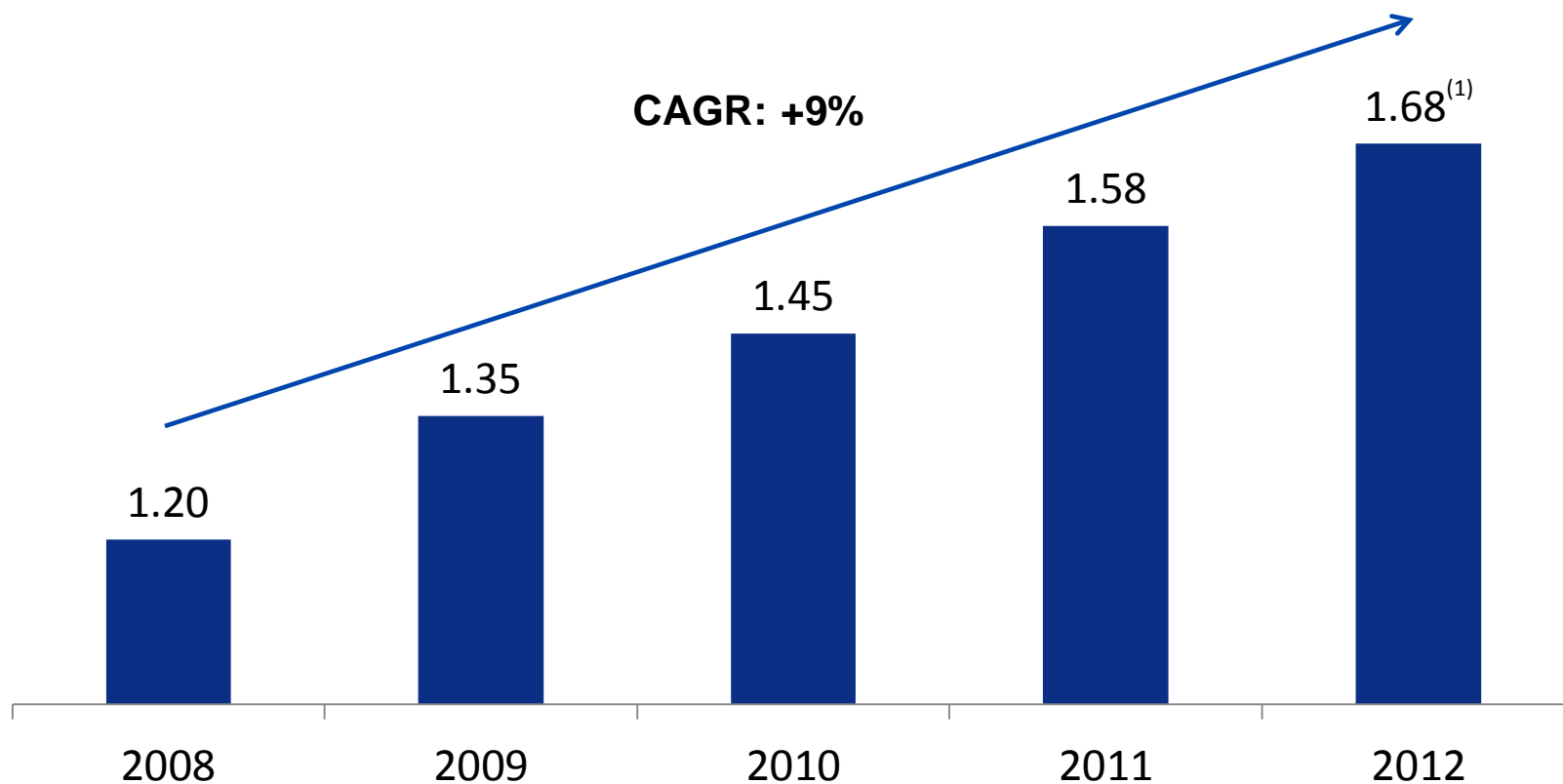


**2013 Capex expected at a similar level**



# 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



# 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

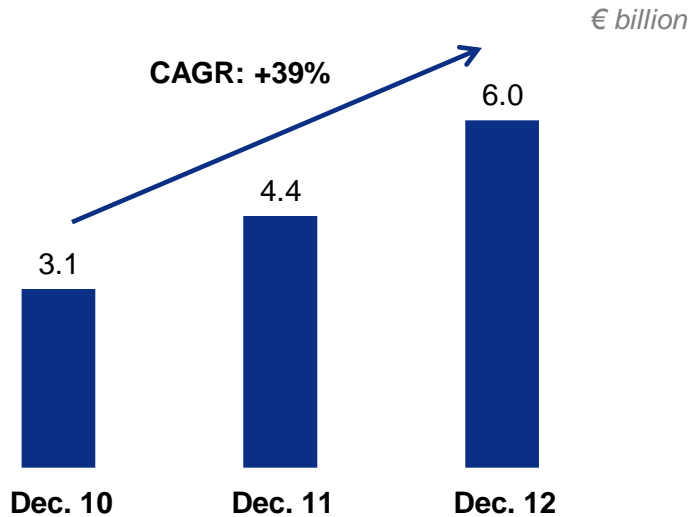
	Subsea	Onshore/Offshore	Group
<b>2013</b>	3,242	3,842	7,084
<b>2014</b>	1,682	2,820	4,502
<b>2015+</b>	1,126	1,539	2,665
<b>Total</b>	<b>6,050</b>	<b>8,201</b>	<b>14,251</b>

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

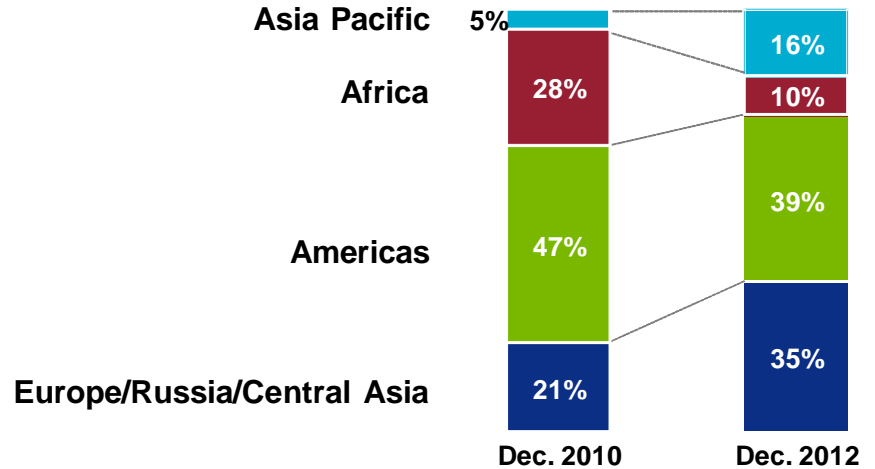
# Key Factors Influencing 2013 Subsea Margins

## A Busy, Growing Subsea Market Worldwide

### Subsea Backlog Growth



### Subsea Backlog Growth Towards Asia Pacific

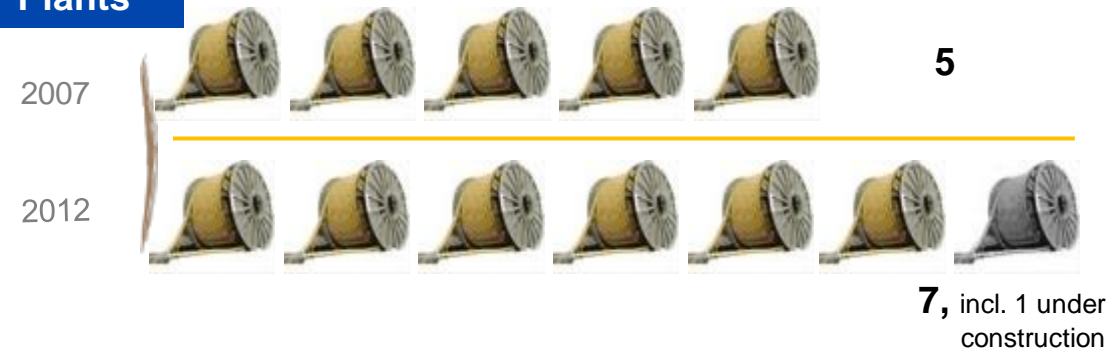


### New Assets in 2013 - 2014

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

# Investment in Key Subsea Assets

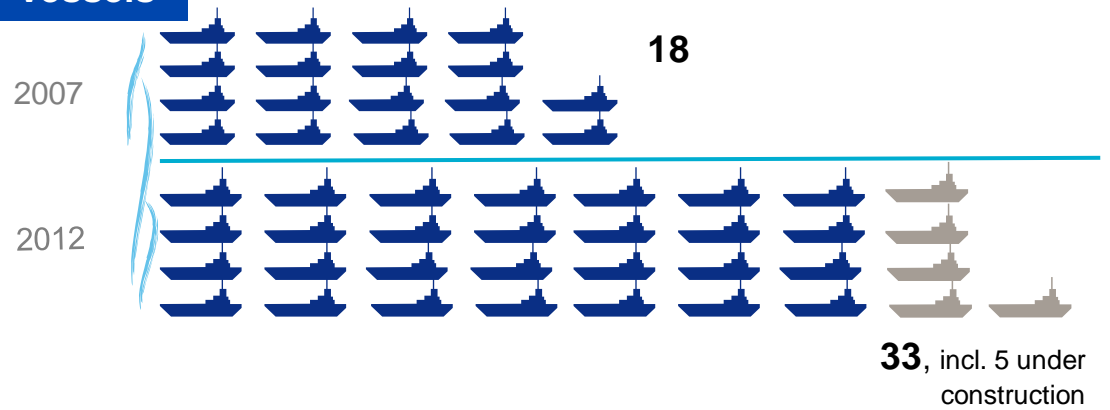
## Plants



## New long-term charters

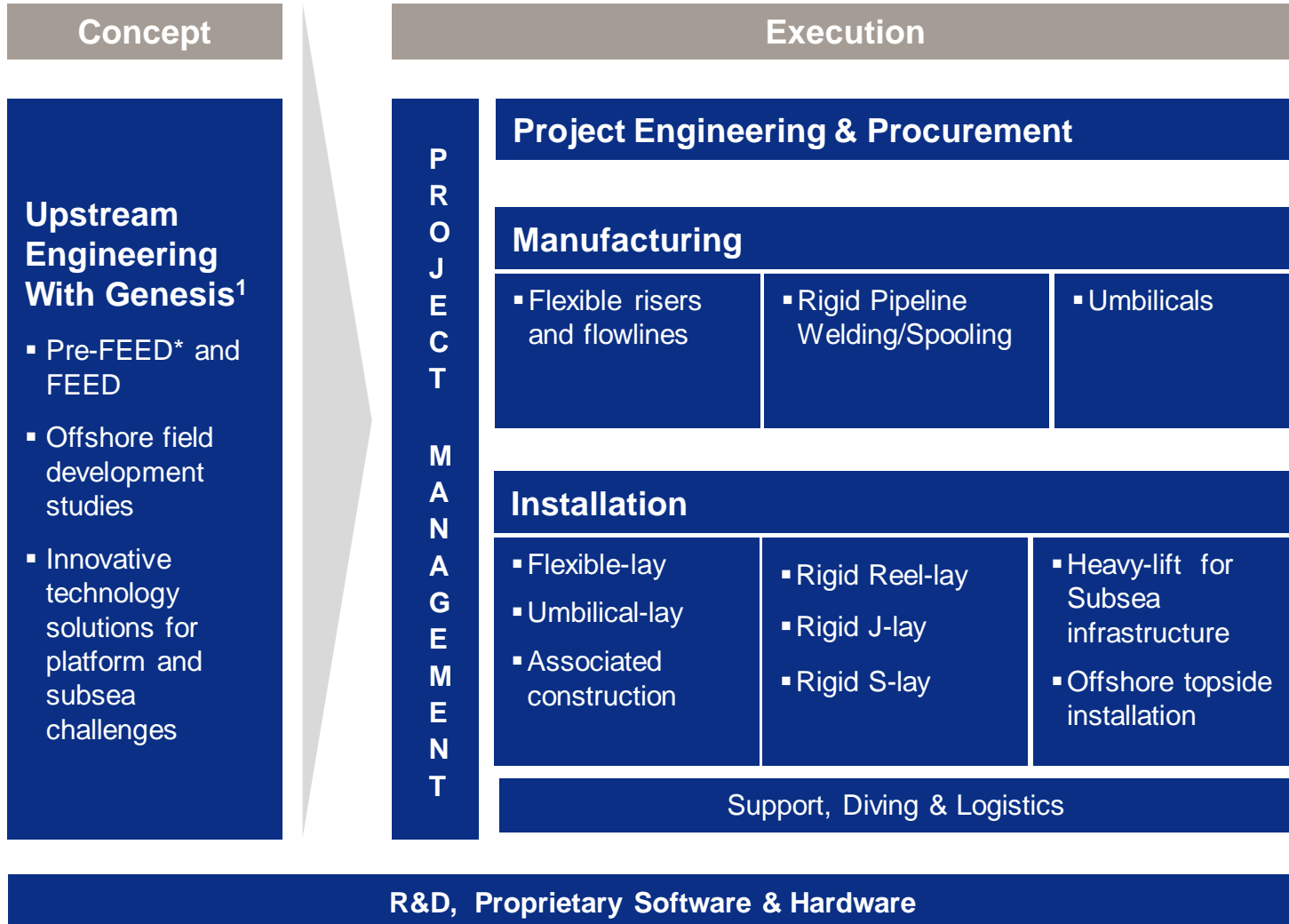


## Vessels



As of December 31, 2012

# 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

# Integrated Service Offering Across Segments



**Wheatstone, Australia**

Platform FEED

Platform detailed engineering

Subsea equipment & umbilical installation

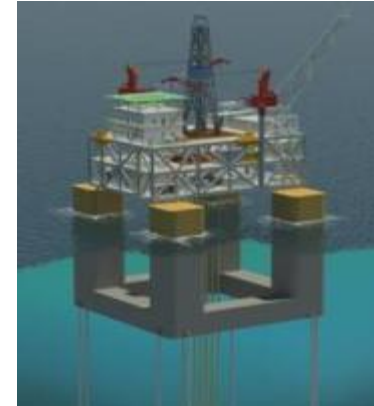


**Ichthys, Australia**

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

# 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**



# Our New Pipelay Vessels: Deep Orient & Deep Energy

Deep Orient



Deep Energy

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

**Flexible-Lay & Construction**

11 units



Skandi Vitoria



Skandi Niteroi



Deep Pioneer



Deep Constructor



Sunrise 2000



Deep Orient<sup>2</sup>



ST 261<sup>2</sup>



Normand Progress



2 x 550t PLSV<sup>2</sup>



North Sea Giant

**Rigid Reel-Lay & J-Lay**

4 units



Deep Blue



Apache II




Deep Energy<sup>2</sup>




Chickasaw

**Rigid S-Lay and Heavy Lift**


5 units




G1200




G1201



Hercules



Comanche



Iroquois

**Diving & multi support vessels**

13 units



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 Açú**  
Açu, Brazil





# Offshore Manufacturing & Logistic Bases



Mobile, Alabama, USA



Orkanger, Norway



Evanton, UK



Dande, Angola



Carlyss, Louisiana, USA



Port of Angra, Brazil

# Umbilicals Manufacturing Plants



**Duco Ltd**  
Newcastle, UK



**Duco Inc**  
Houston, USA



**Angoflex**  
Lobito, Angola



**Asiaflex Products**  
Tanjung Langsat, Malaysia



# 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

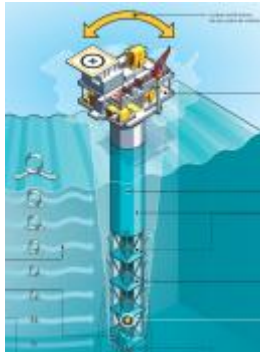
# Providing Innovative Solutions for Offshore & Subsea Developments

## 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

# 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



# 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



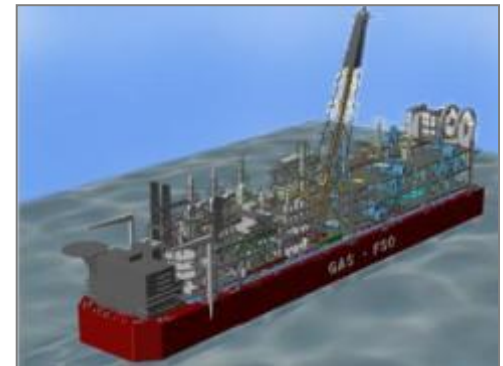
- **Petronas FLNG**

- 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



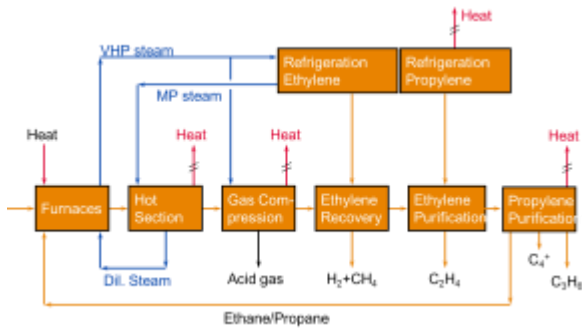
# Acquisition of Stone & Webster Process Technologies

- 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

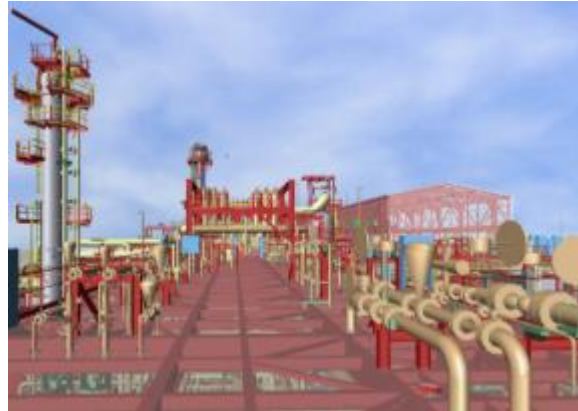
### Licenses



- Licensed proprietary technologies chosen at early stage of projects

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

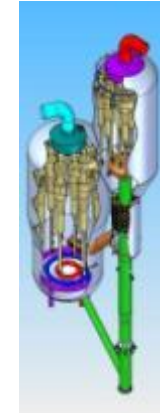
### Process Design / Engineering



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

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

### Proprietary Equipment



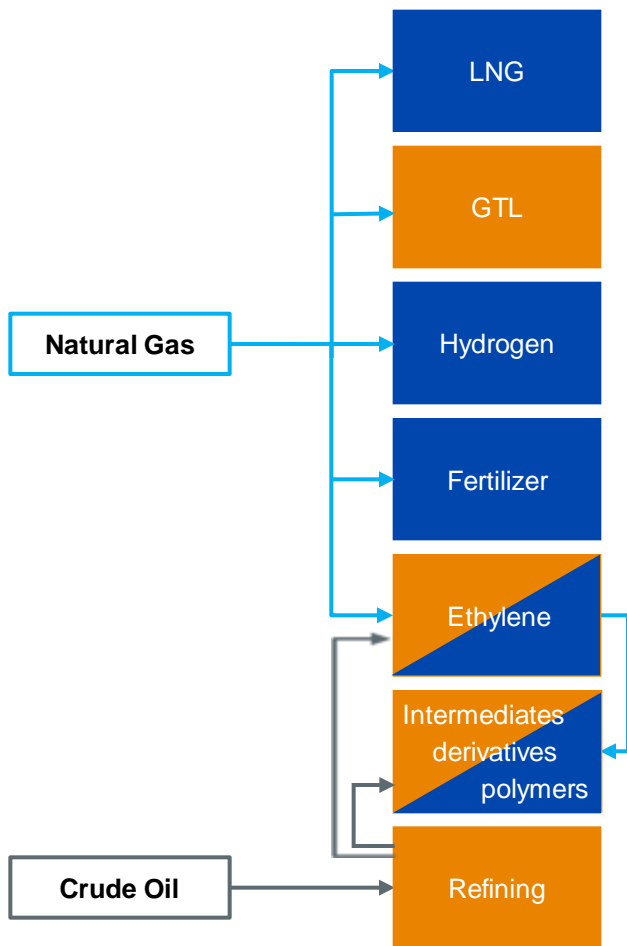
- Design, supply and installation of critical proprietary equipment

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

\* Project size order of magnitude

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

## Business Domains



## Technologies and Skills

- Cryogenic separation
- Cooperation with Air Products and Chemicals, Inc. (APCI)

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- Exclusive co-developer of Sasol Fischer Tropsch reactor technology

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- Steam reformer proprietary technology
- Alliance with Air Products

---

- Ammonia technology licensing cooperation with Haldor Topsoe

---

- Complementary proprietary technologies with different clients & geographic bases

---

- Polyolefins and others

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- Residual Fluid Catalytic Cracking
- Deep Catalytic Cracking

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



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

## Assets & Activities

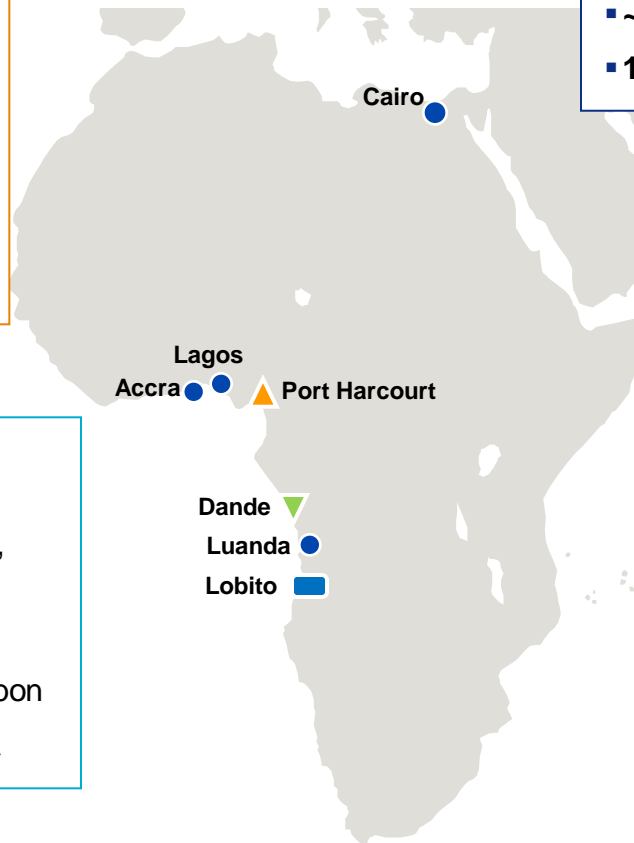
- Engineering & project management centers
- Umbilical manufacturing plant: Angoflex, Angola
- Spoolbase: Dande, Angola
- Logistic base: Port Harcourt, Nigeria

## 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

## Technip in Africa

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



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



Dande spoolbase, Angola



Angoflex, Angola

As of December 31, 2012

**Technip**



# Asia Pacific: Dedicated Assets for High Potential Market

## Assets & Activities

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



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



Asiaflex, Malaysia

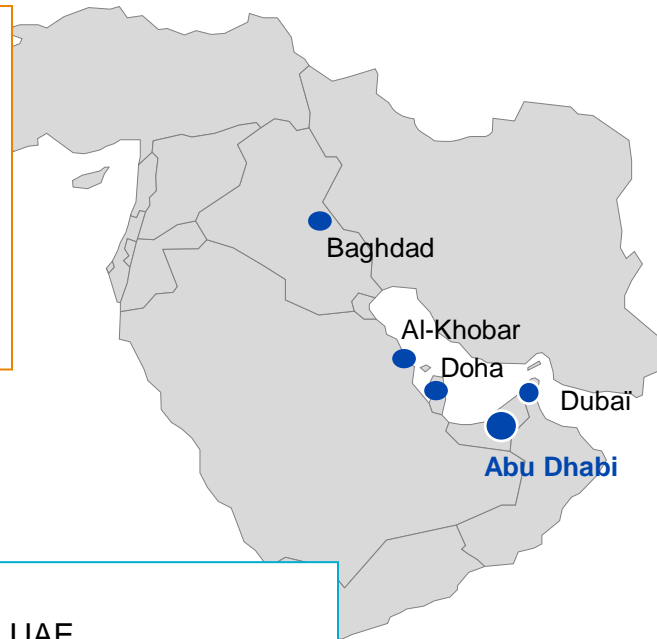
- **Regional Headquarter** / Operating centers
- Flexible & umbilical manufacturing plant
- ▲ Logistic base

As of December 31, 2012

# 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



Asab 3, UAE



Upper Zakum 750+, UAE  
As of December 31, 2012

# 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



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



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

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

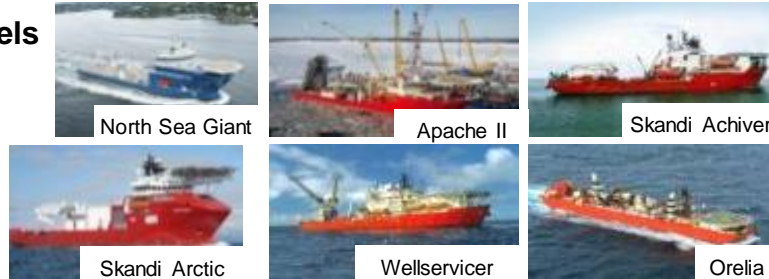
As of December 31, 2012

# 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

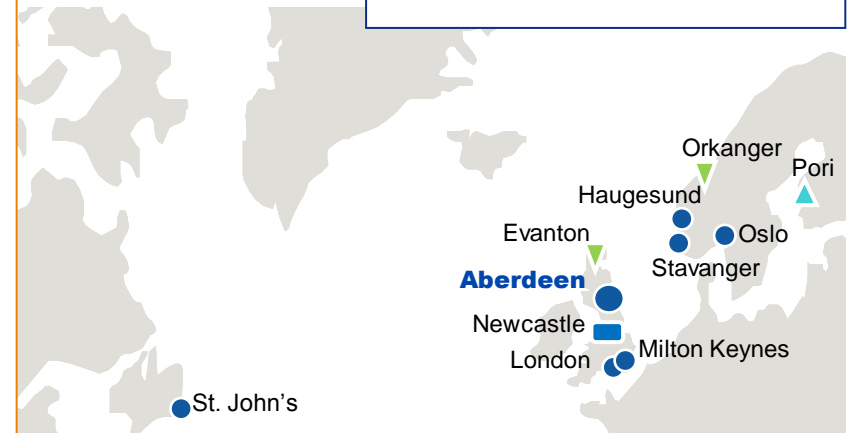


## Key Projects

- 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

## 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

As of December 31, 2012

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

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

# 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**



Flexibras, Vitoria

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

As of December 31, 2012

<sup>1</sup> under construction

## Key Projects

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



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



Garoupa Platform  
1<sup>st</sup> flexible pipe installed  
100m water depth

1<sup>st</sup> LTC<sup>1</sup> with Petrobras:  
**Sunrise**

Roncador Field Development  
& P-52 Platform  
1,800m water depth

1<sup>st</sup> IPB<sup>2</sup> in Brazil  
1<sup>st</sup> Brazilian PLSV:  
**Skandi Vitória**

Flexible pipe  
frame agreement  
with Petrobras

1977

~20 people

1986

**Flexibras:** 1<sup>st</sup> Flexible plant

1995

2001

Acquisition of  
UTC Engineering

2007

~2,000 people

2009

P-58/P-62 Brazilian FPSOs award  
Acquisition of Angra Porto logistic base

2010

2011

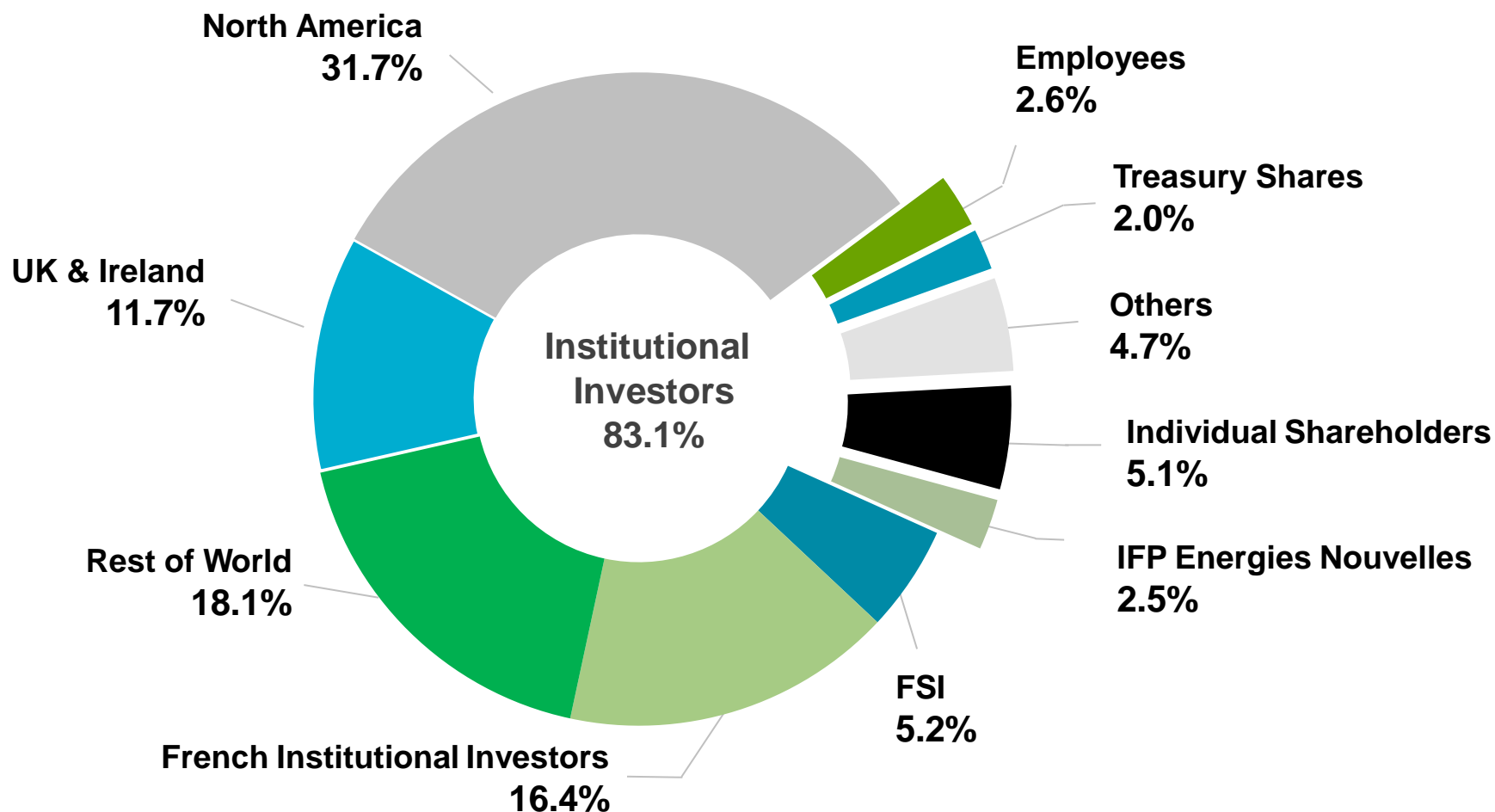
2<sup>nd</sup> Brazilian PLSV:  
**Skandi Niteroi**

~3,700 people

2012

<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 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