

Fourth Quarter and Full Year 2011 Results



Paris, February 16, 2012



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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1. 2011: Year of Profitable & Sustainable Growth





2011 Key Achievements

- Record net income of €507 million
- Operating margin above 10% for the 3rd year
- €8 billion of diversified new orders
- €10.4 billion backlog, up by more than €1.1 billion year on year
- Step change in our portfolio of products and services

[Dividend increase by 9% to €1.58 per share

(1) from recurring activities

2011 Major Projects Delivered to Clients

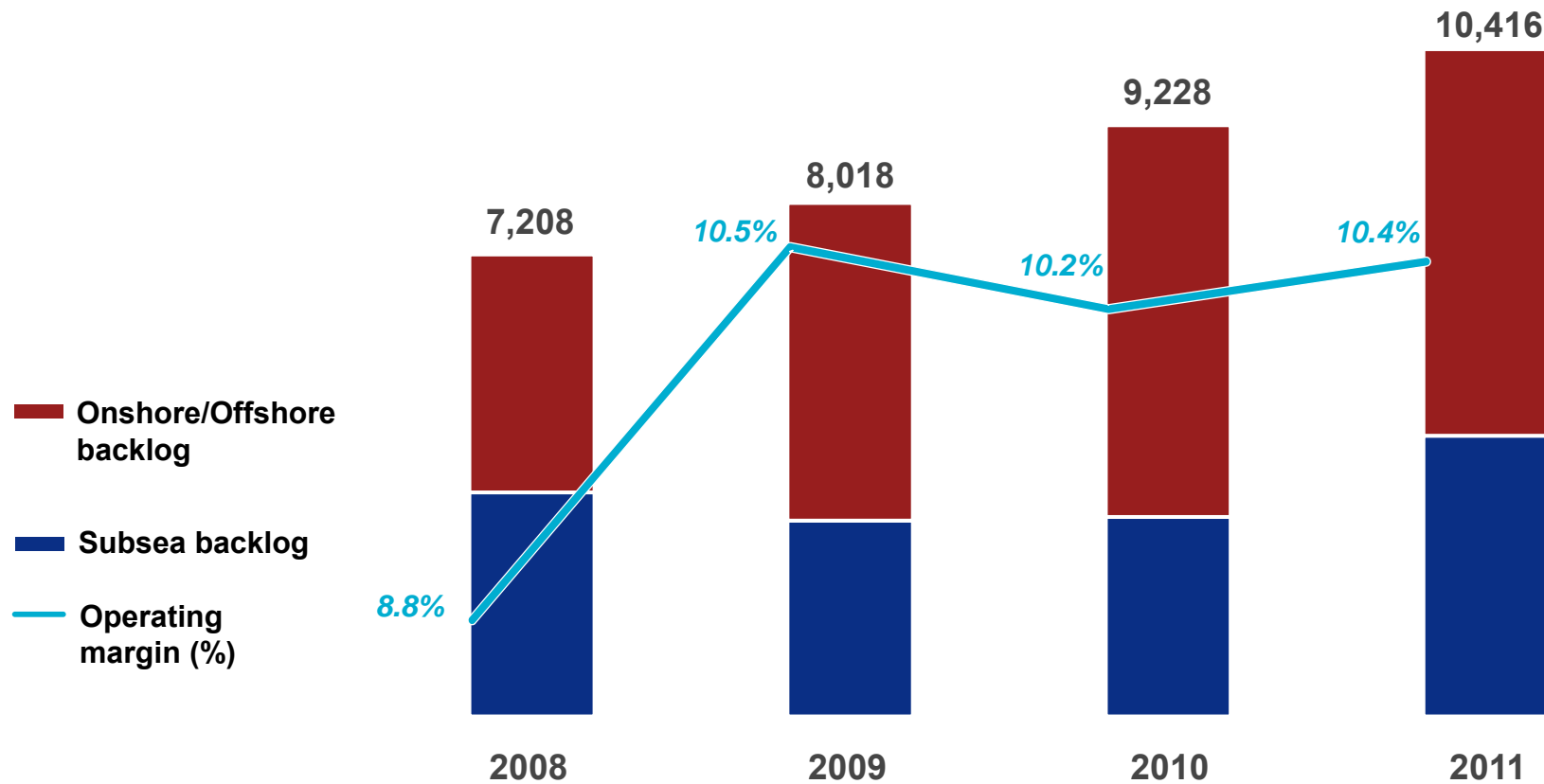


(1) Cossack Wanaea Lambert Hermes

A Growing, Profitable Backlog

€ million (audited)

Backlog and Operating Margin¹

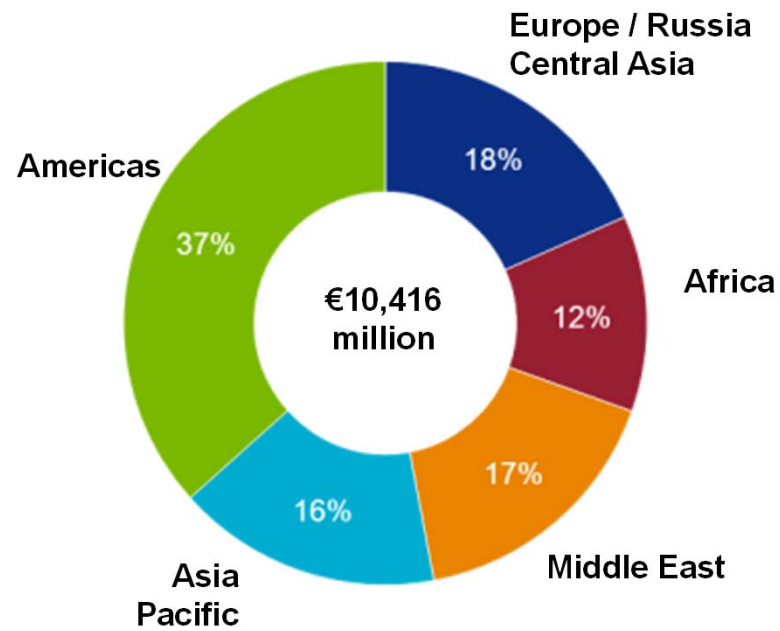


(1) from recurring activities

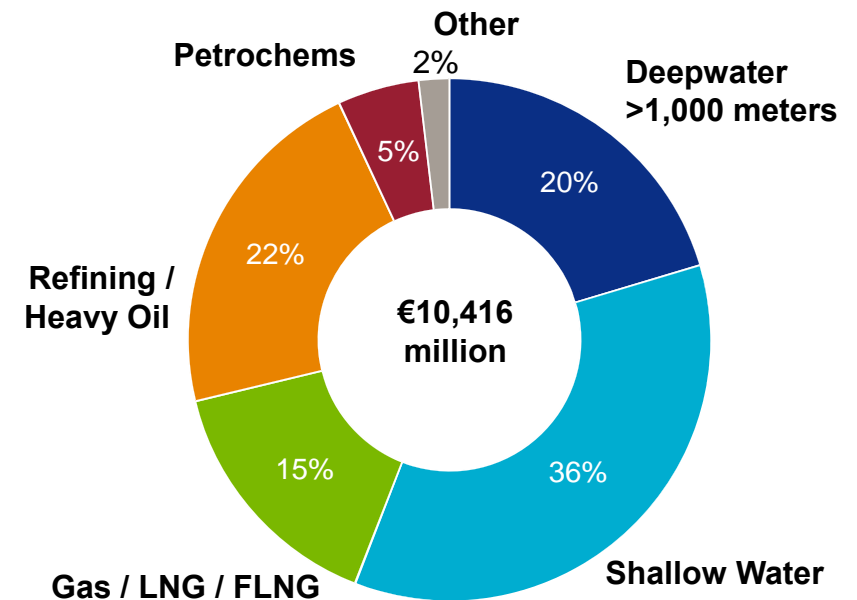
Well Diversified Backlog

As of December 31, 2011

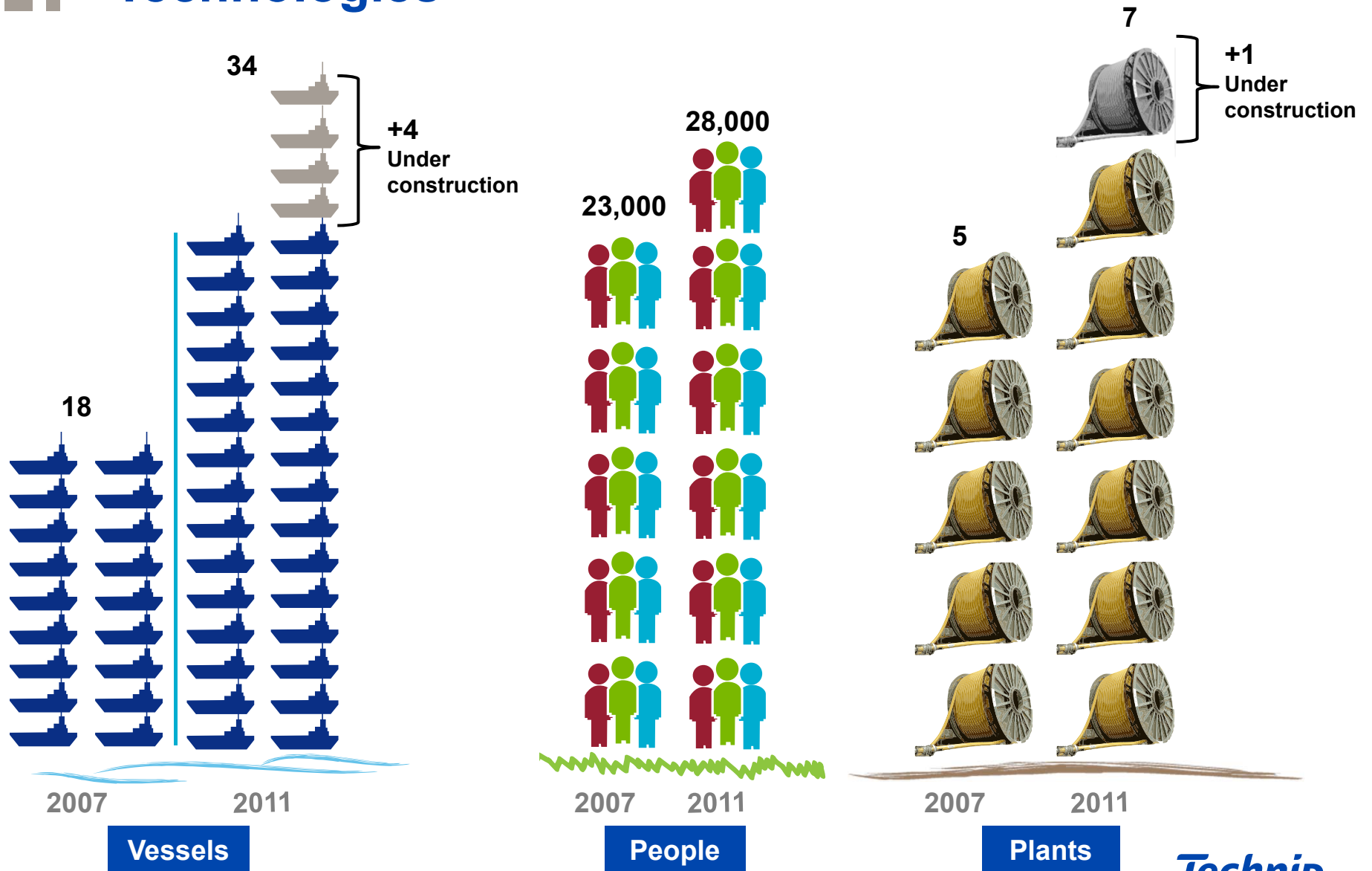
Backlog by geography



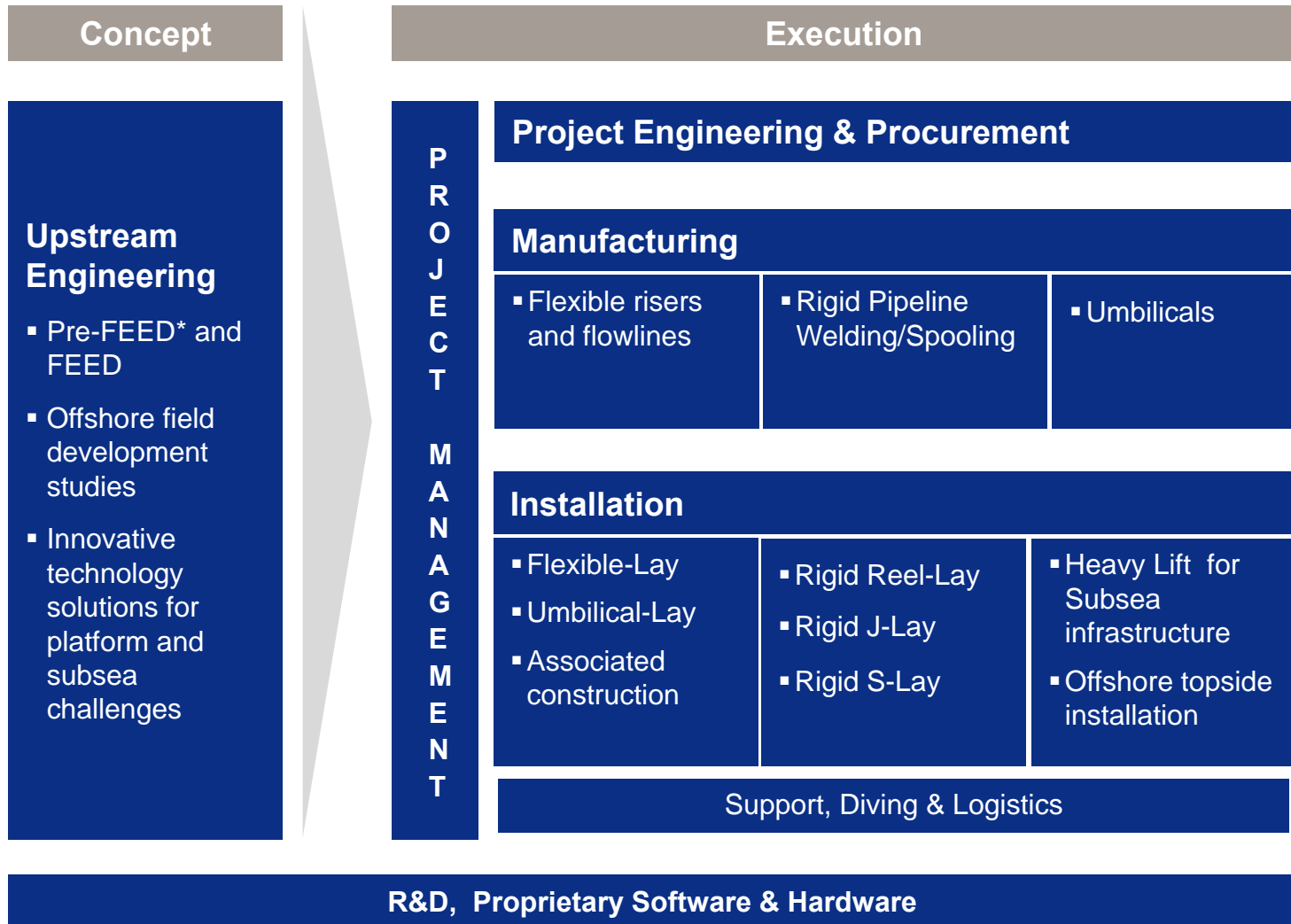
Backlog by market split



Investment in Key Differentiating Assets and Technologies



Technip Customer Support from Concept to Execution in Offshore & Subsea



*FEED: Front End Engineering Design

Addressing Expanding Markets



2. Fourth Quarter Operations & 2011 Financial Highlights



Fourth Quarter & FY 2011 Financial Highlights

€ million (audited)

	4Q 11	Δ 4Q 10	FY 2011	Δ FY 2010
Revenue	2,014.3	14.0%	6,813.0	12.0%
EBITDA ¹	274.0	31.9%	883.5	13.7%
<i>EBITDA Margin</i>	13.6%	185bp	13.0%	19bp
Operating Income²	208.2	26.3%	709.5	14.4%
<i>Operating Margin²</i>	10.3%	100bp	10.4%	21bp
Non-Current Operating Result	(11.0)	37.5%	(15.7)	2.8x
Financial Result	11.0	110.0x	17.4	nm
Income before Tax	208.2	32.6%	711.2	19.6%
Effective Tax Rate	29.5%	18bp	29.3%	(83bp)
Net Income	149.5	33.2%	507.3	21.5%
Dividend per Share			1.58	9.0%

(1) calculated as operating income from recurring activities before depreciation and amortization

(2) from recurring activities

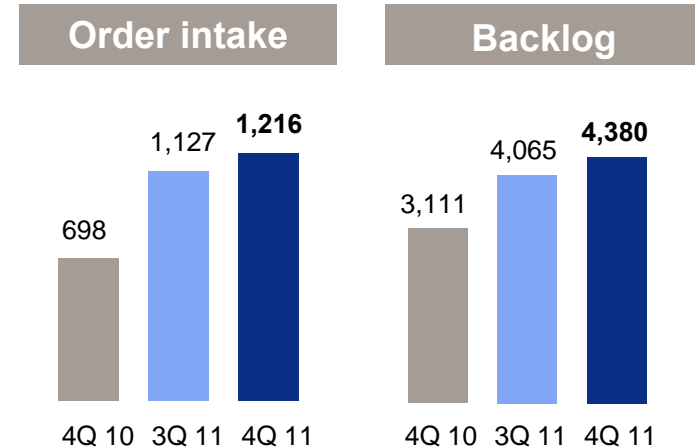
Technip

Fourth Quarter Order Intake & Backlog

€ million (not audited)

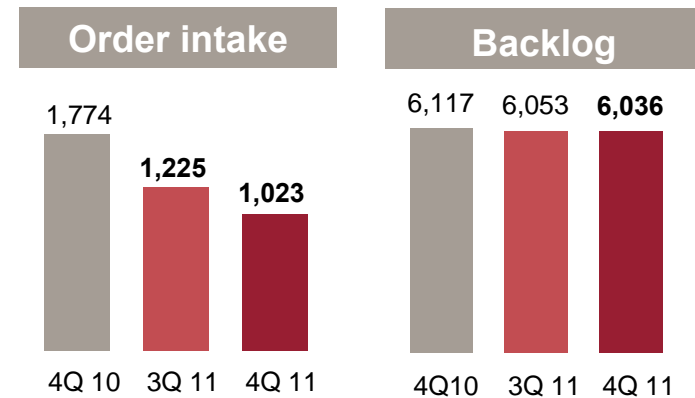
Subsea order intake

- Charter for two 550 ton flexible pipeline installation vessels, Petrobras, Brazil
- Golden Eagle Development, Nexen, UK
- Vilje South & Visund North, Statoil, Norway
- Coga, Total, Congo & Gabon



Onshore/Offshore order intake

- Lucius Spar¹, Anadarko, Gulf of Mexico
- Prelude FLNG², Shell, Australia
- Wheatstone, DSME³, Australia
- GTL FEED, JV⁴, Uzbekistan



(1) Full contribution

(2) 3rd contribution

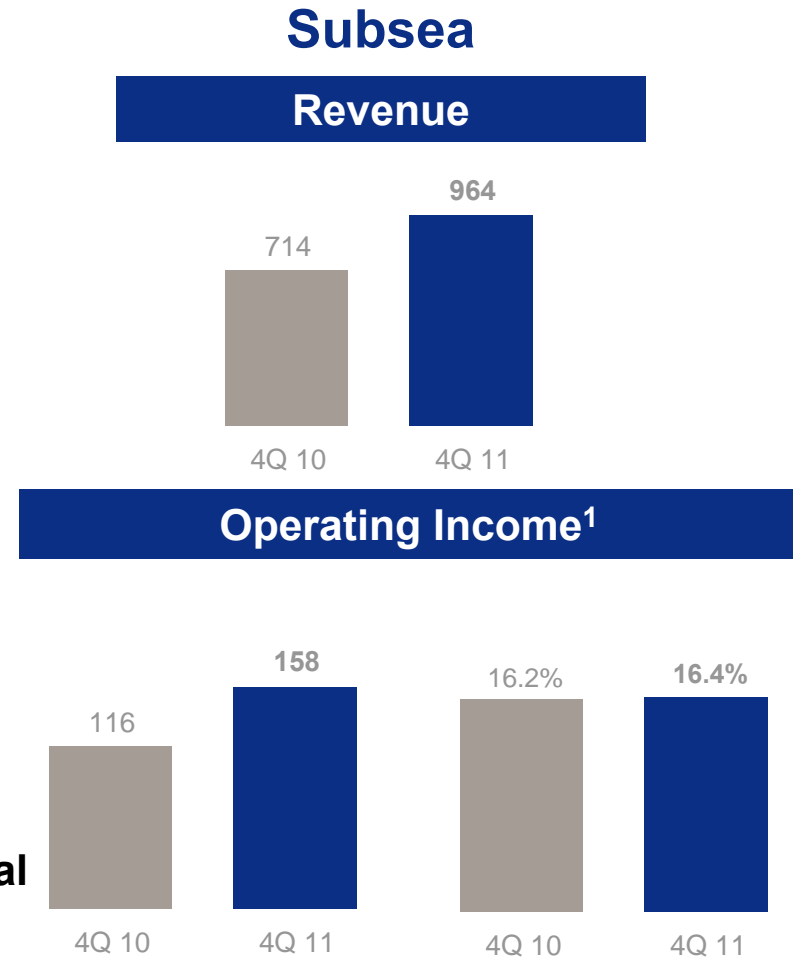
(3) Daewoo Shipbuilding & Marine Engineering Co., Ltd.

(4) JV between Uzbekneftegaz, Sasol and Petronas

Fourth Quarter Subsea Highlights

- **Africa**
 - Pazflor & Block 31, Angola
 - West Delta Deep Marine Phase 8A, Egypt
- **Asia Pacific**
 - Berantai, Malaysia
 - Kitan, Timor Sea
- **North Sea & Canada**
 - Gjøa and Oselvar, Norway
 - Hibernia, Canada
- **Americas**
 - Capixaba export pipeline, Brazil
 - Galapagos, Gulf of Mexico
- **Vessel utilization rate: 85%**
- **Global Industries integration into regional organization progressed well**

€ million (audited)



(1) from recurring activities



Fourth Quarter Onshore/Offshore Highlights

■ Middle East

- Jubail refinery, Saudi Arabia
- Asab 3, UAE
- PMP, Qatar

■ Asia Pacific

- Prelude FLNG, Australia
- Petronas FLNG FEED, Malaysia
- Wheatstone platform, Australia

■ Latin America

- Cubatão refinery, Brazil
- P-58 & P-62 FPSOs, Brazil
- FEEDs for Ethylene XXI, Mexico & Cuba refinery

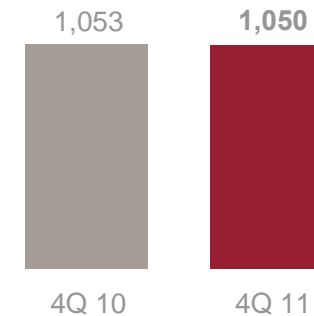
■ Elsewhere

- Lucius Spar, Gulf of Mexico
- Ikra, Russia

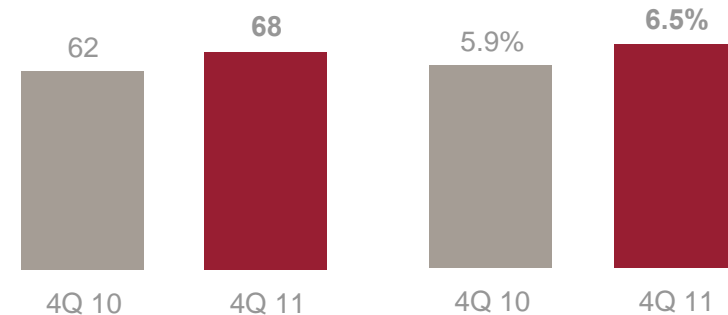
€ million (audited)

Onshore/Offshore

Revenue



Operating Income¹



(1) from recurring activities

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Cash Flow

€ million (audited)

	3 months
Net Cash as of September 30, 2011	1,313.0
Cash Generated from / (Used in) Operations	228.2
Change in Working Capital Requirements	32.8
Capex	(138.8)
Net Cash Impact of Global Industries' Acquisition	(821.8)
Share Divestments / Acquisitions, Dividend Payment and Other	107.4
Net Cash as of December 31, 2011	720.8

- **Acquisition of Global Industries financed by**
 - ~60% from convertible bond¹
 - ~40% from cash & short-term debt
- **Global convertible bond refinanced with cash in January 2012**

¹OCEANE: €498m, 0.25% coupon rate, 35% conversion premium

Balance Sheet

€ million (audited)

	Dec. 31, 2010	Dec. 31, 2011	
Fixed Assets	4,146.0	5,317.2	▪ €632m related to Global Industries
Construction Contracts – Amounts in Assets	378.6	588.0	
Other Assets	2,591.7	2,718.1	
Cash & Cash Equivalents	3,105.7	2,808.7	▪ Includes OCEANE & Global Industries acquisition
Total Assets	10,222.0	11,432.0	
Shareholders' Equity	3,202.1	3,673.3	
Construction Contracts – Amounts in Liabilities	694.9	644.5	
Financial Debt	1,773.4	2,087.9	▪ ~€421m OCEANE ~€232m Global Industries' debt
Other Liabilities	4,551.6	5,026.3	
Total Shareholders' Equity & Liabilities	10,222.0	11,432.0	

Financial Impact of Global Industries Acquisition

■ 2011

- Backlog integrated in 2011 year end: €132 million
- No P&L impact except transaction costs
- €889 million of non-current assets, including goodwill and €232 million of current assets

■ 2012

- Revenues over €300 million
- Operating loss¹ of around €30 million - €40 million
- Depreciation & amortization around €35 million
- Capex around €30 million

(1) from recurring activities





Backlog Visibility¹

€million (not audited)

	Subsea	Offshore	Onshore	Group
2012	2,575.1	1,392.0	2,123.6	6,090.7
2013	1,067.6	862.9	1,182.8	3,113.3
2014+	737.5	279.5	195.1	1,212.1
Total	4,380.2	2,534.4	3,501.5	10,416.1

(1) Backlog estimated scheduling as of December 31, 2011

3. 2012 Priorities & Outlook



Business Environment

North America

- Canadian oil sands
- American shale gas drives downstream activities

North Sea

- Positive trend continues in mature fields
- Offshore platform opportunities

Gulf of Mexico

- Drilling permits increase in 2012 driving several offshore development in US waters
- Increasing activities offshore Mexico

Europe

- Increasing focus on renewable energies
- Some opportunities in CIS across segments

Middle East

- Strong focus on offshore brownfield development
- Sustained downstream activity

Latin America

- Downstream prospects across the continent
- Several potential offshore development

Africa

- Continued tendering across the Gulf of Guinea
- New gas discoveries driving opportunities in Mediterranean & Eastern Africa
- First pre-salt discovery in Angola
- Political uncertainty in North Africa

Asia Pacific

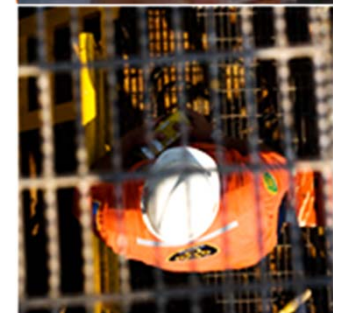
- Strong momentum in gas-related mega projects
- Investments in refining, petrochemicals and fertilizer across countries
- Promising market for flexible pipe & umbilical solutions

Brazil

- First major pre-salt tenders
- High level of tendering for projects, assets and flexible pipe
- Conventional works very active
- Continuous focus on logistics & local content
- Expanding onshore/offshore opportunities with various clients

Combining Teams and Assets

- **Increasing our addressable market**
 - Tackling S-lay, heavy lift and large integrated projects worldwide
 - Leveraging Global's client relationship, notably in Mexico
- **Deploying Global fleet**
 - Integrated management center inaugurated in December 2011
 - Re-allocating vessels to capture new markets
- **Enhancing Global's execution capabilities with Technip's project management expertise**
- **Implementing cost synergies**
 - Offices combined in Rio, Abu Dhabi, Houston, Mumbai, ongoing
 - Technip's supply chain management principles expanded to Global



Winning Projects Worldwide

Recurring activities, US & Mexico

- Light reel-lay
- IRM¹, diving support & surveys



Chickasaw



Pioneer

Jubilee Phase 1A, Ghana

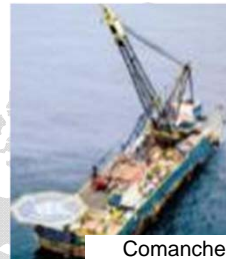
- Rigid & flexible EPIC in 1,300m water depth
- Enabler: combination of Technip & Global assets on a single project



G1200



Deep Pioneer



Comanche

KGOC Export Pipeline, Middle East

- Onshore and subsea 12" pipeline
- 1st Subsea contact for Technip in the region
- Enabler: combination of Technip Onshore Segment & Global S-Lay asset



G1201

Woodside GWF, Australia

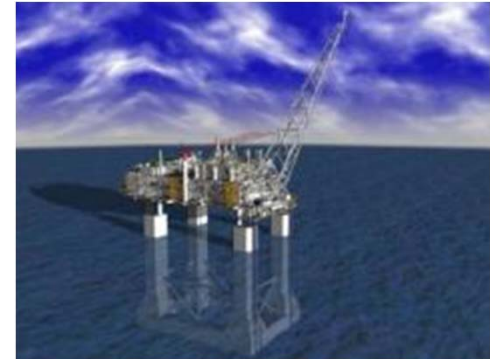
- 16" pipeline installation
- Enabler: G1200/01 effective asset

¹ Inspection, Repair & Maintenance



Long Term Client Partnerships

- **World leading companies are choosing Technip**
 - Shell: FLNG 15-year frame agreement
 - BP: Spar 10-year frame agreement
 - BASF: Petrochemicals
 - Statoil Brazil: Offshore platforms
 - Haldor Topsoe: Fertilizers
 - APCI: Hydrogen
 - ...
- **Strong involvement at FEED stage**



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Commercial Success Continues in 2012

■ Growing Onshore through early stage involvement: Burgas refinery

- €600 million EPC award in January 2012
- New-built refinery in Bulgaria
- Strong involvement at early stage of the project: FEED performed by Technip in 2009



■ Capture growth in Subsea: Petrobras frame agreement

- Supply of around 1,400 kilometers of flexible pipes
- Up to \$2.1 billion revenue
- Over 150 types and diameters of risers, flowlines and associated equipment and accessories
- Manufactured in Vitoria & future Açu plant, Brazil





2012 Full Year Outlook¹

- **Group revenue between €7.65 and €8.00 billion**
- **Subsea revenue between €3.35 and €3.50 billion, with operating margin² around 15%, both including Global Industries**
- **Onshore/Offshore revenue between €4.3 and €4.5 billion, with operating margin² between 6% and 7%**

(1) at current exchange rates

(2) from recurring activities



Technip



Euronext

NYSE Euronext

ISIN: FR0000131708

Bloomberg: TEC FP

Reuters: TECF.PA

SEDOL: 4874160

OTC ADR ISIN: US8785462099

ADR: TKPPK



**Dow Jones
Sustainability Indexes**
Member 2011/12

Technip



Technip has a sponsored Level 1 ADR

Bloomberg ticker: TKPPY
CUSIP: 878546209

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

ADR website: www.adr.db.com

Depository bank's local custodian: Deutsche Bank Amsterdam

4. Annex



Technip Today



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

Subsea



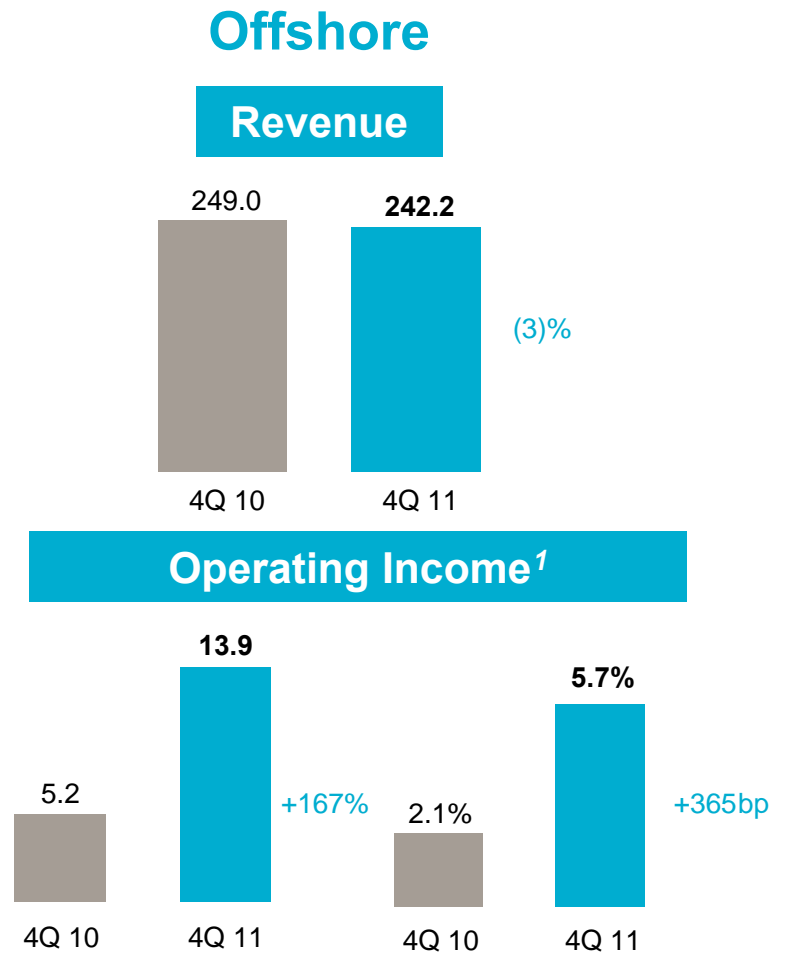
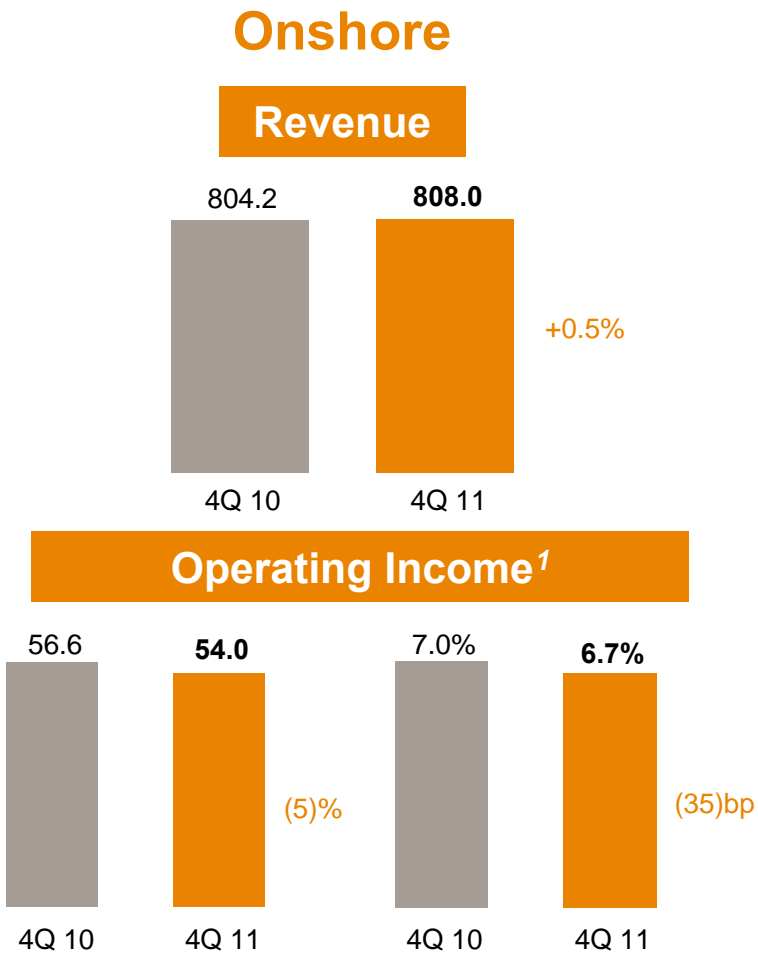
Onshore/Offshore



- **Worldwide leadership**
- **Unique vertical integration**
 - Design & Project Management
 - Manufacturing & Spooling
 - Installation
 - R&D
- **First class assets and technologies**
 - Manufacturing plants
 - High performing vessels
 - Advanced rigid & flexible pipes
- **Proven track record with customers & business partners**
 - Engineering & construction
 - Project execution expertise
- **Knowhow**
 - High added-value process skills
 - Proprietary platform design
 - Own technologies combined to close relationship with licensors
- **Low capital intensity**

Onshore and Offshore 4Q 2011 Figures

€ million (audited)



(1) from recurring activities

Two Complementary Business Models Driving Financial Structure and Performance

€ million (audited)

Subsea

Operating Income¹

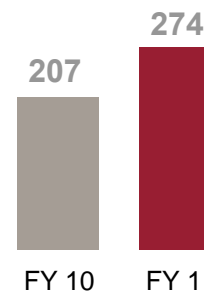


Operating Margin¹

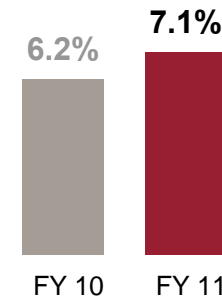


Onshore/Offshore

Operating Income¹



Operating Margin¹



- 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

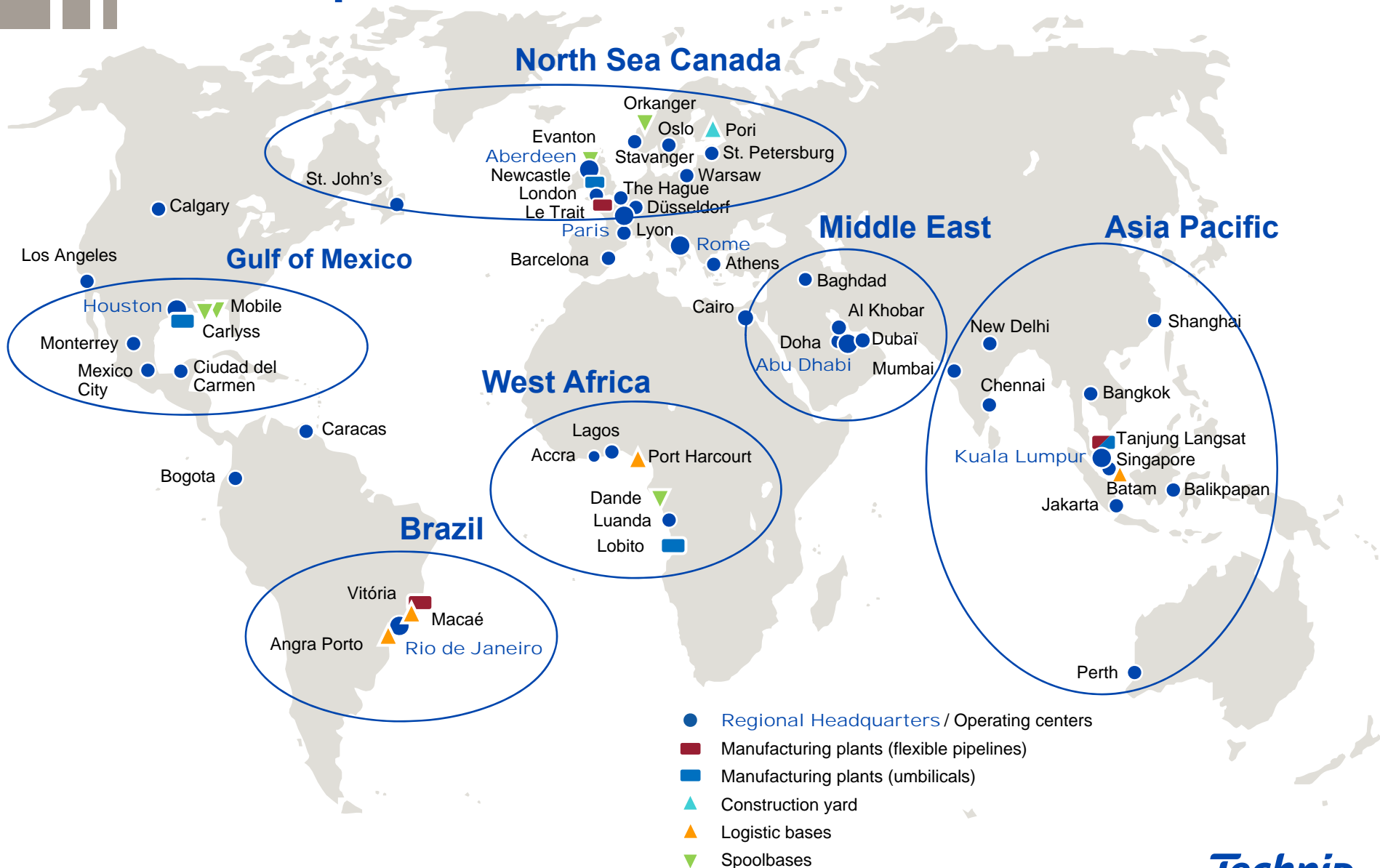
- Negative working capital

(1) from recurring activities

Large Diversified & Balanced Customer Base



Technip Worldwide Presence





High Performing Fleet

34 Vessels of Which 4 Under Construction

Flexible-Lay & Construction 9 units	Rigid Reel-Lay & J-Lay 4 units	Rigid S-Lay and Heavy Lift 5 units
 Skandi Vitoria  Skandi Niteroi  Deep Pioneer  Deep Constructor  Deep Orient*  Sunrise 2000  2 x 550t PLSV*  Normand Progress	 Deep Blue  Apache II  Deep Energy*  Chickasaw	 G1200  G1201  Hercules  Comanche  Iroquois
Diving & multi support vessels 16 units  Skandi Achiever  Olympic Challenger  Skandi Arctic  Global Orion  Pioneer		

* Vessels under construction

Unique Position in Onshore Downstream

Fertilizer	LNG
 <p>Phu My Fertilizer Complex, Vietnam</p> <ul style="list-style-type: none"> ▪ Unique position in the industry as “one-stop-shop” ▪ Proprietary phosphoric acid technology 	 <p>Liquefaction plant and terminal, Yemen</p> <ul style="list-style-type: none"> ▪ Built the first ever LNG plant 45 years ago in Algeria ▪ Involved in 30% of world LNG production capacity
Petrochemical & Ethylene	Refining
 <p>Yansab largest ethylene cracking furnaces in the world, Saudi Arabia</p> <ul style="list-style-type: none"> ▪ 28% market share in ethylene since 2000 ▪ Over 150 petrochemical units successfully realized 	 <p>Grupa Lotos Refinery, Poland</p> <ul style="list-style-type: none"> ▪ Involved in 30 grassroots refineries EPC ▪ Proprietary technologies and knowhow

Expertise in Full Range of Offshore Facilities

FPSO



- Akpo: world largest ever FPSO
- P-58 & P-62: 1st Brazilian flagged

Floating LNG



- Shell Prelude: 1st FLNG under construction in the world
- FEED for Petrobras & Petronas

Spar



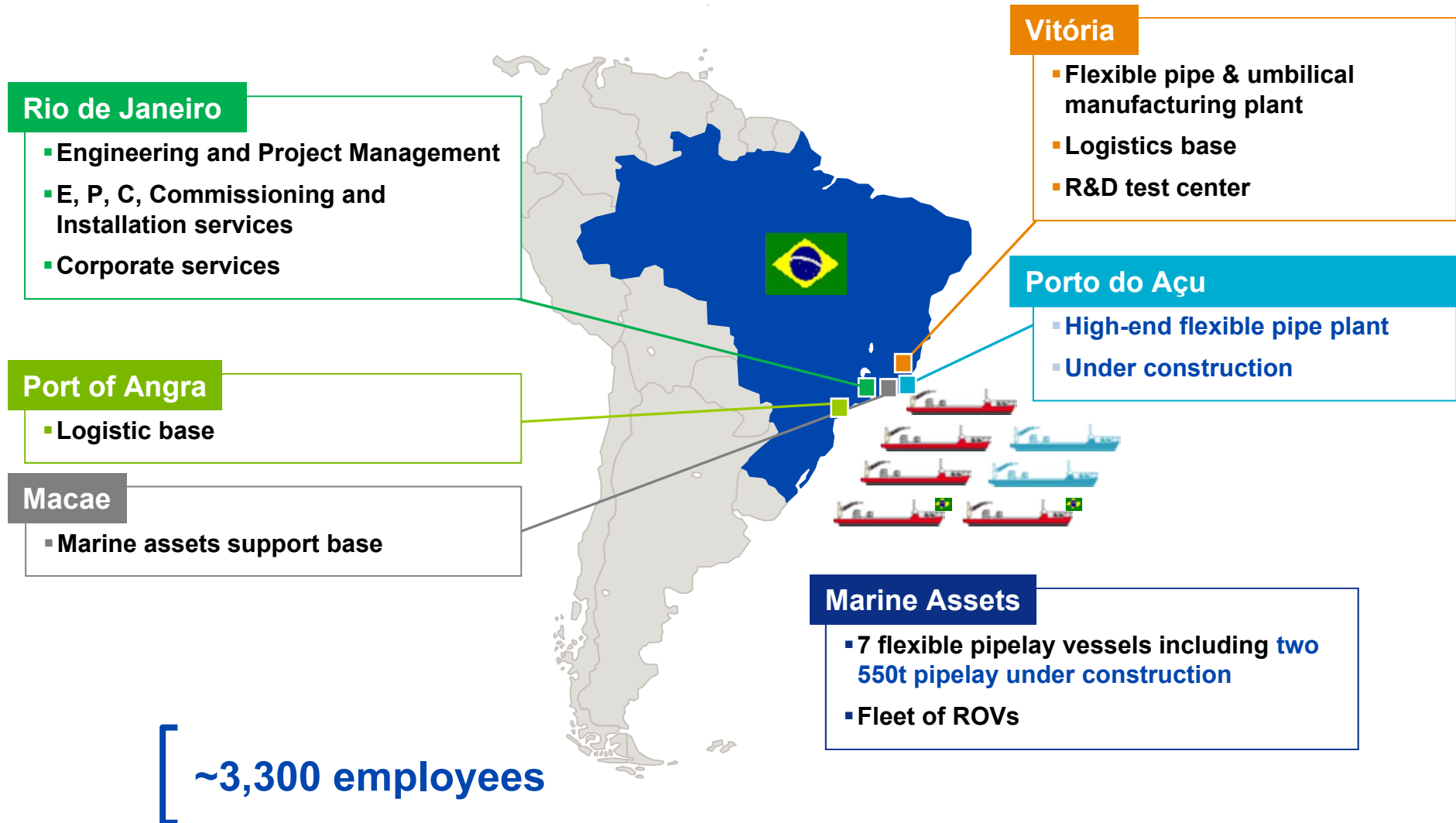
- 14 Spars delivered
- Hull fabrication in Pori, Finland

Fixed platform



- Delivered multitude types of platform: conventional jacket, GBS*, self-installing platforms, TPG 500, ...

Brazil: Unmatched 35 years of Local Presence



Asia Pacific: Unique Assets for High Potential Market

Asiaflex

- 1st and only Asian flexible/umbilical manufacturing plant
- Offshore logistic bases
- Dedicated local installation capacity

Investment in MHB

- Major fabrication yard in South East Asia
- Centrally located
- Strong platform fabrication track record
- Support from MISC / PETRONAS
- Collaboration agreement to provide EPCI capability and technology to PETRONAS

Technip in Asia Pacific

- ~4,400 people
- Founded in 1982
- Growing local content in Indonesia, China & Thailand



* Vessels under construction

North Sea Canada: Leading Technologies for Harsh Environment



Expertise

- Subsea/Onshore/Offshore Pre-FEED, FEED and detailed design
- Umbilical manufacture and installation
- Subsea pipelay and construction
- Inspection, Repair and Maintenance (IRM)
- Offshore wind
- Spar

- Regional Headquarters / Operating centers
- Thermoplastic & steel tube umbilical plant
- ▲ Construction yard
- ▼ Spoolbases

People

■ ~3,700 employees

Technology

- Electrically Trace Heated Pipe-in-Pipe (ETH-PIP): Islay
- Pipe-in-Pipe (PIP): East Rochelle
- Smoothbore: Gjøa
- Steel Tube Umbilical: Hibernia South

Vessels

Pipelay



Apache II

Diving Support



Alliance



Orelia



Skandi Arctic



Wellservicer

Developing Proprietary Technologies

Subsea

Unrivalled high technological assets

Ultra Deepwater

Carbon Fibre Armoured Flexible Pipe



- Improved strength/weight ratio and resistance to corrosive fluids

Corrosive Fluids

Anti H₂S Flexible Pipe



- Material cost optimization, water depth extension for sour service pipes, mitigation against well souring

Reeled Mechanically Lined Rigid Pipe



- Cost effectiveness relative to metallurgically bonded or solid CRA alternatives

Onshore/Offshore

Numerous proprietary technologies and partnerships with licensors

Ethylene Increased Performances

Swirl Flow Tubes



- Ethylene Cracking furnaces increased performances

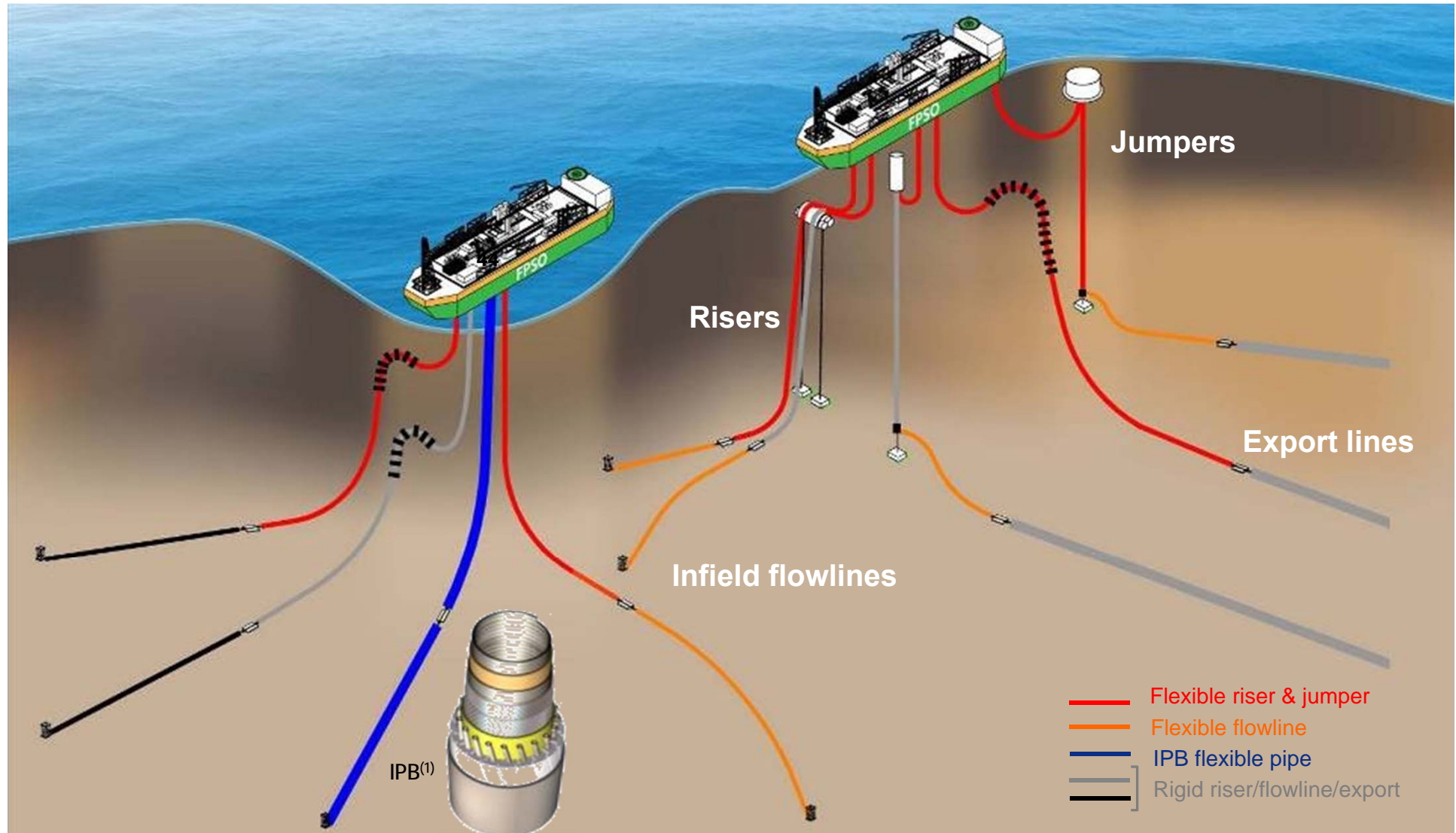
Spar

Truss Spar



- Production solutions for harsh environments

Field Development Solutions in Brazil



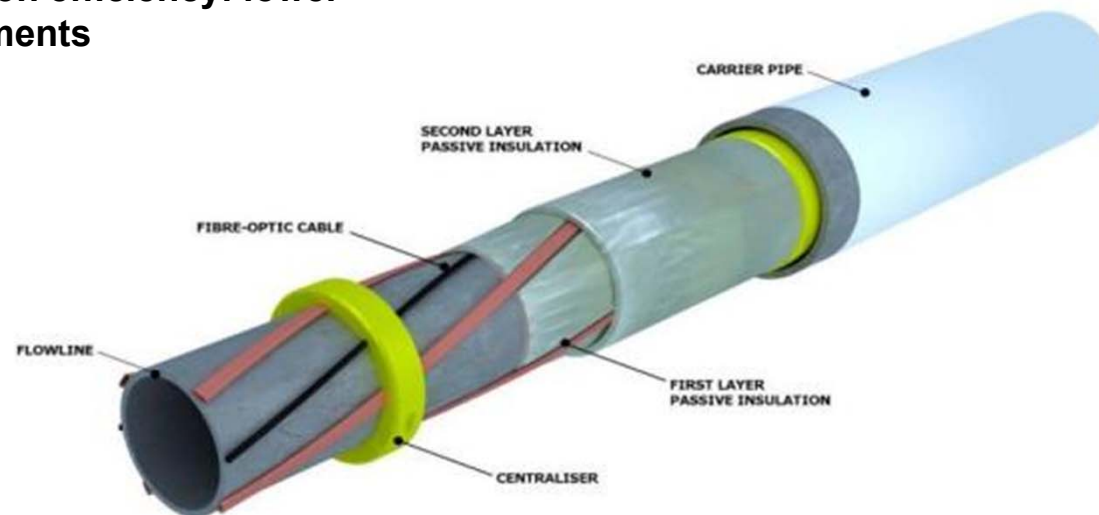
Reeled Heated Pipe-in-Pipe

Technip's ETH¹ technology

- Flow assurance: heated pipe-in-pipe
- Fibre optic temperature monitoring
- Fast installation: reeled pipe-in-pipe
- Built-in directly onshore, at our spoolbases
- Higher insulation efficiency: lower power requirements

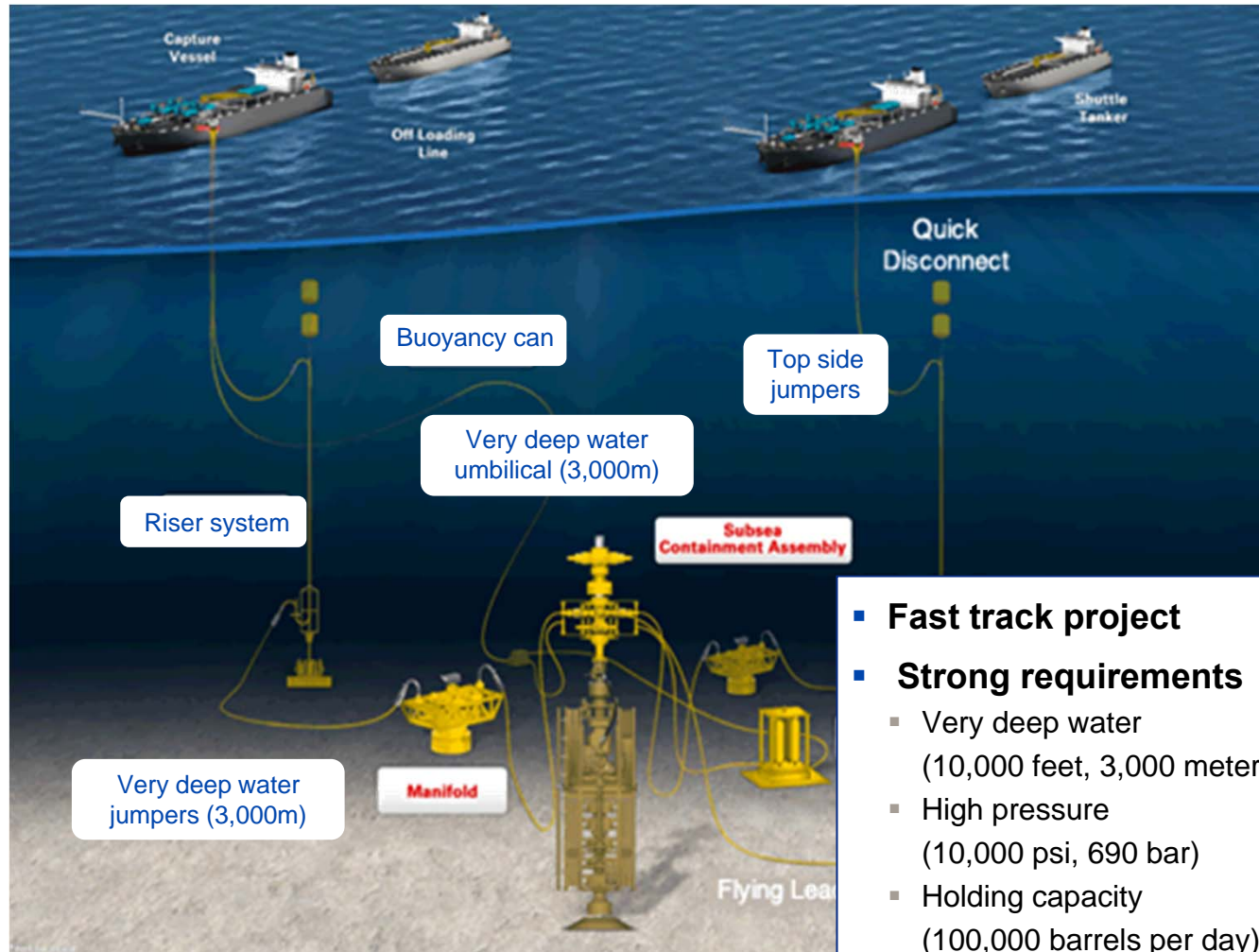
Islay Project, UK North Sea

- 6km tie-back in 122 meters of water
- Major challenge: hydrates formation
- EPCI project, valued in excess of £60 million



(1) ETH: Electrical Trace Heating

World Class Engineering & Technology to Develop Marine Well Containment System



- **Fast track project**
- **Strong requirements**
 - Very deep water (10,000 feet, 3,000 meters)
 - High pressure (10,000 psi, 690 bar)
 - Holding capacity (100,000 barrels per day)

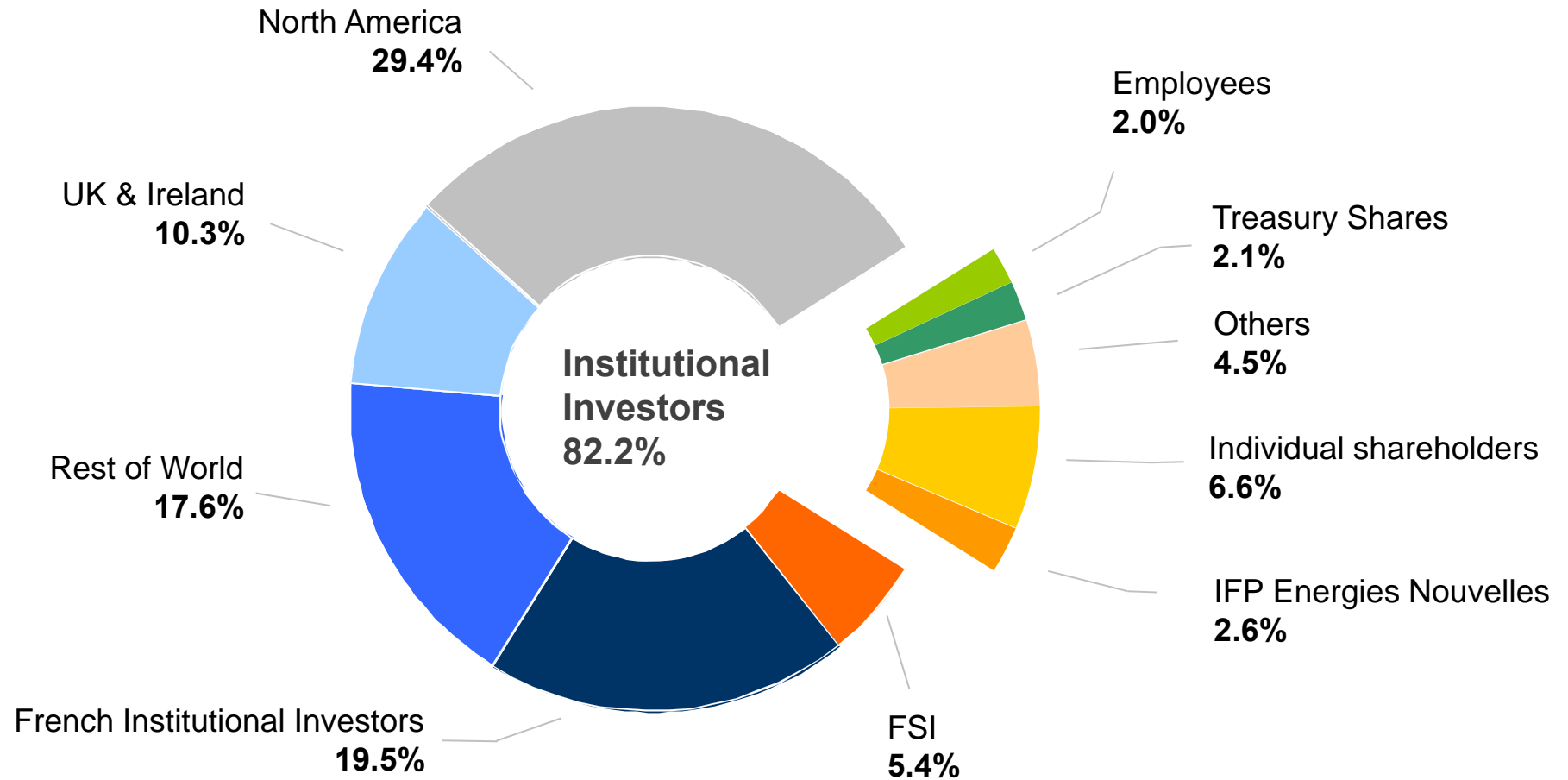
FLNG¹, an Innovative Solution for our Customers

- **Floating LNG moving from concept to reality**
 - Industry experience in large FPSO's
 - Open sea transfer of LNG made possible
 - Processing challenges on moving platforms solved
 - Industrial momentum with many FLNG projects at FEED stage and Prelude Final Investment Decision
- **Shell FLNG**
 - 15 year master agreement
 - LNG capacity: 3.6 mtpa
 - Prelude FLNG in Australia under construction
 - 488 x 74 meters
 - 600,000 ton displacement with tanks full
- **Petrobras FLNG**
 - LNG capacity: 2.7 mtpa
 - Pre-salt basin, Brazil
 - FEED performed by Technip
- **Petronas FLNG**
 - Initial LNG capacity: 1.0 mtpa
 - Offshore Malaysia
 - FEED performed by Technip



(1) Floating Liquefied Natural Gas

Shareholding Structure, November 2011



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, Nov. 2011