

Philip Hagyard, Senior Vice President LNG/GTL Business Unit

SGCIB Oil & Oil Services: LNG Conference, London, April 3, 2012



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 forwardlooking 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

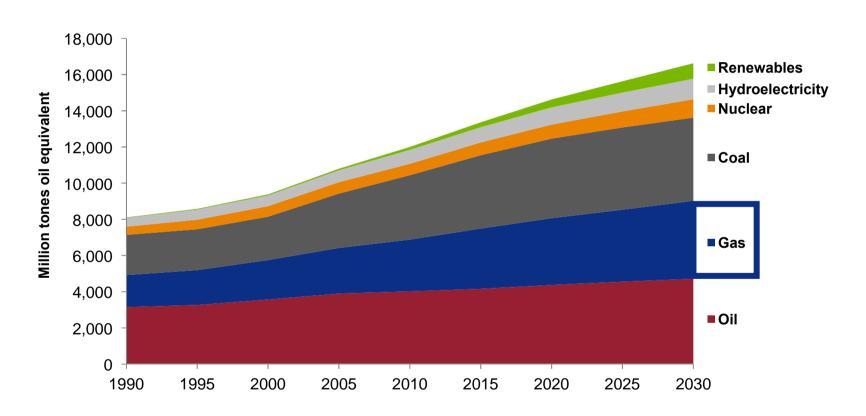
- With engineering, technologies and project management, on land and at sea, we safely and successfully deliver the best solutions for our clients in the energy business
- Worldwide presence with around 30,000 people in 48 countries
- Industrial assets on all continents, a fleet of 34 vessels (of which 4 under construction)
- 2011 revenue: €6.8 billion







World Energy Consumption (1990 - 2030)

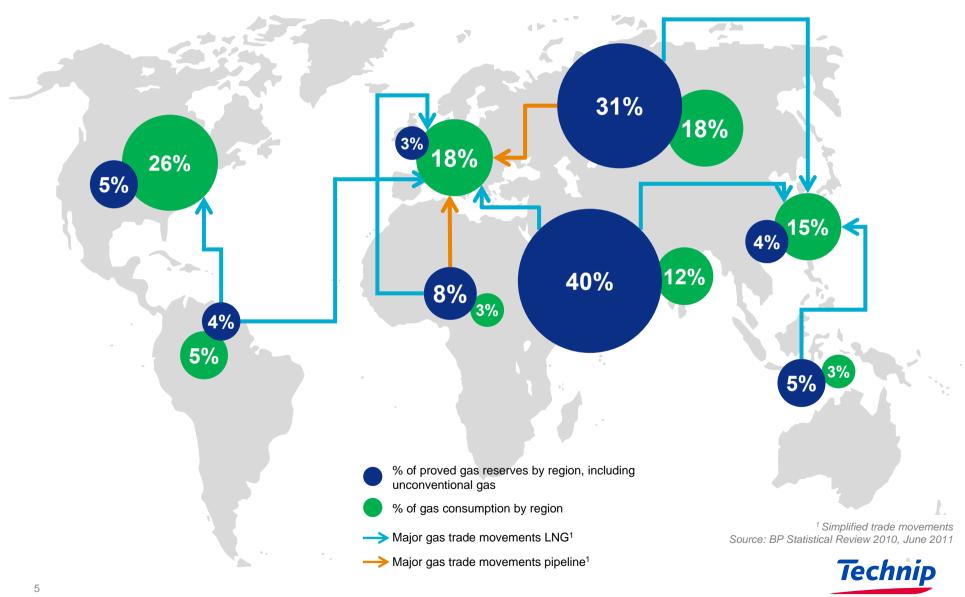


Source: BP Energy Outlook 2030, January 2012

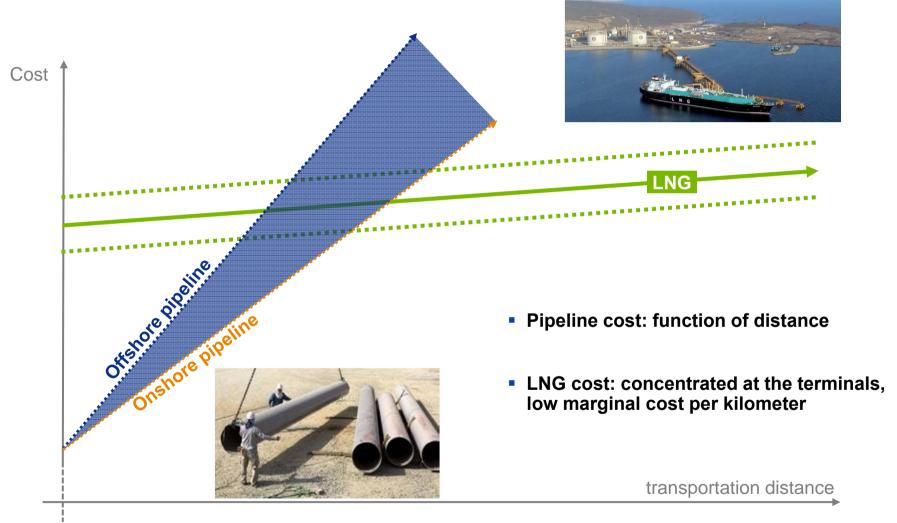




Mismatch Between Gas Reserves and Demand





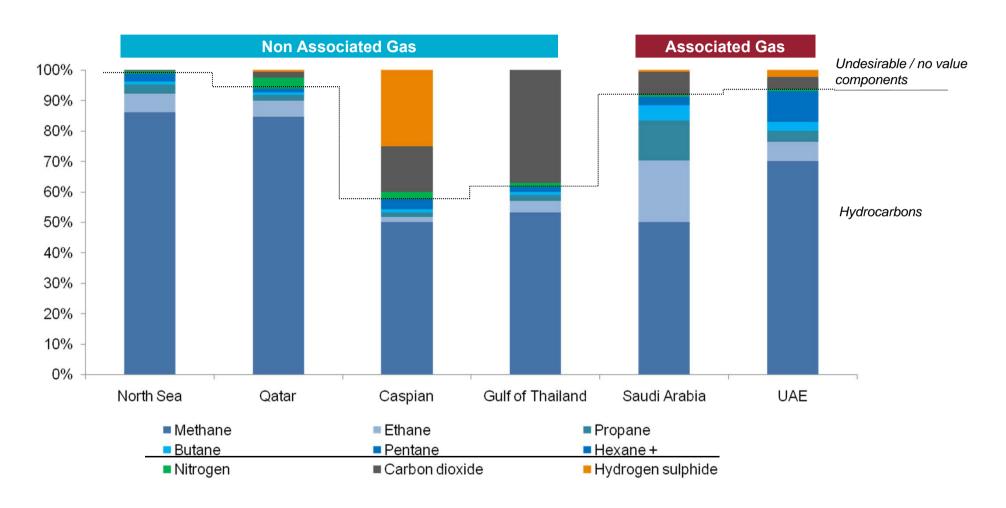


¹ Cédigaz: last decade





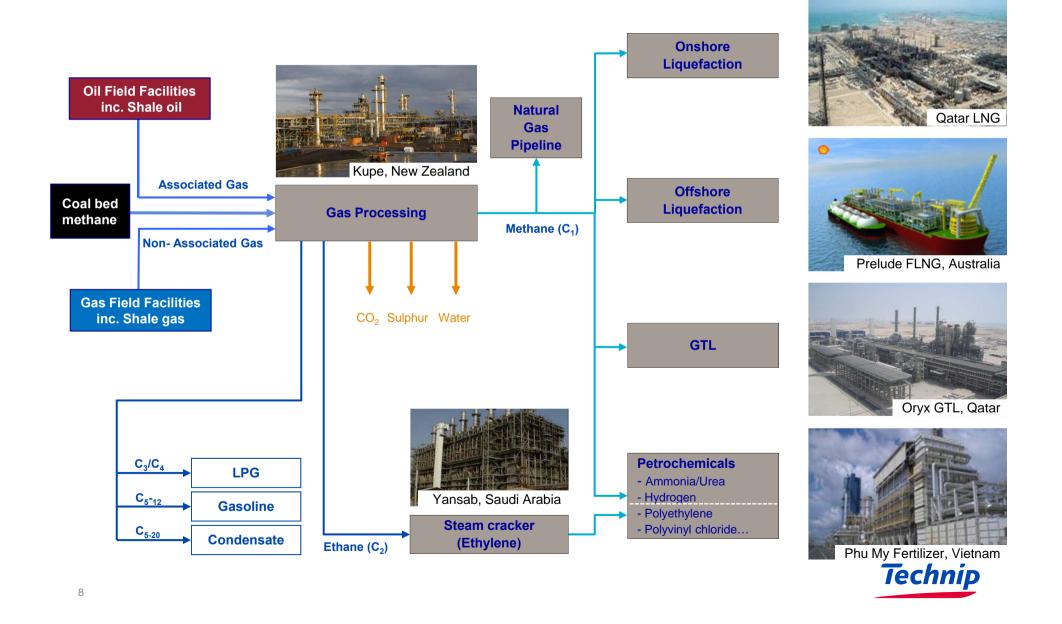
Skill to Handle Wide Variety of Well Head Gas Compositions



Source: Gas compositions on a sample of projects done by Technip



Opportunities all Along the Gas Value Chain



Leading Onshore LNG Player for Over 45 Years

- In-depth technical know-how and EPC contractor
- Developed and use our own liquefaction process
- Built the first ever LNG plant 45 years ago in Algeria
- Introduced many concepts to the industry that are widely used today
- Delivered 30% of world LNG production capacity in the last 12 years









• Integration of gas pre-treatment

- Reduction of pre-treatment energy consumption through heat recovery from liquefaction units
- Own gas fractionation technologies integrated with licensed liquefaction processes

Liquefaction scheme efficiency

- References with most liquefaction processes
- Expertise in mixed refrigerant cycles (Air Products)

Optimization of main equipment

- Gas turbines and compressors
- Heat exchangers









Rationale

- Gas distributed by truck to remote areas without developing a pipeline network
- Peak shaving, avoids over sizing a pipeline network
- LNG as transportation fuel for trucks

Spreading LNG capability across Technip

- Small projects managed by Technip's local teams
- Increases LNG capability of our local resources

Track record

- Dynevor Arms, 70,000 tpa¹, UK, 1982
- ALT, Topock, 50,000 tpa, USA, 1997
- Ningxia Hanas, 2 x 400,000 tpa, China, 2009











FLNG: Onshore to Offshore Volume Optimization

Onshore LNG: Yemen



FLNG







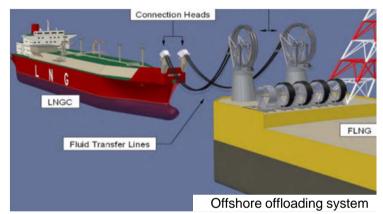
FLNG: Solving Marine Environment Challenges

Mechanical

- Offloading LNG between two vessels on the high seas
- Importing large quantities of high pressure feed gas on a floating facility
- Equipment and piping loads generated by motion
- LNG tank sloshing over 25 years without dry docking
- Maintenance
- Marine environment (salt, humidity...)

Process

- Gas processing facilities to be adapted to marine environment
- Compact design (weight and volume)
- Designing for motion compared to static onshore plant







FLNG: Leader with First Mover Advantage







Shell

- 15 year frame agreement
- LNG capacity: 3.6 mtpa¹
- Prelude FLNG in Australia under construction

Petrobras

- LNG capacity: 2.7 mtpa
- Pre-salt basin, Brazil

Petronas

- LNG capacity: 1.0 mtpa
- Offshore Malaysia



GTL: a Solid Track Record with Sasol Ltd.

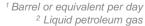
ORYX GTL Complex, Qatar, EPC

- ORYX GTL Ltd.: JV between Qatar Petroleum & Sasol
- Largest GTL train when awarded: 34,000 boe/d¹ of GTL diesel, naphta and LPG²
- Completed in 2006

UZGTL, Uzbekistan, FEED

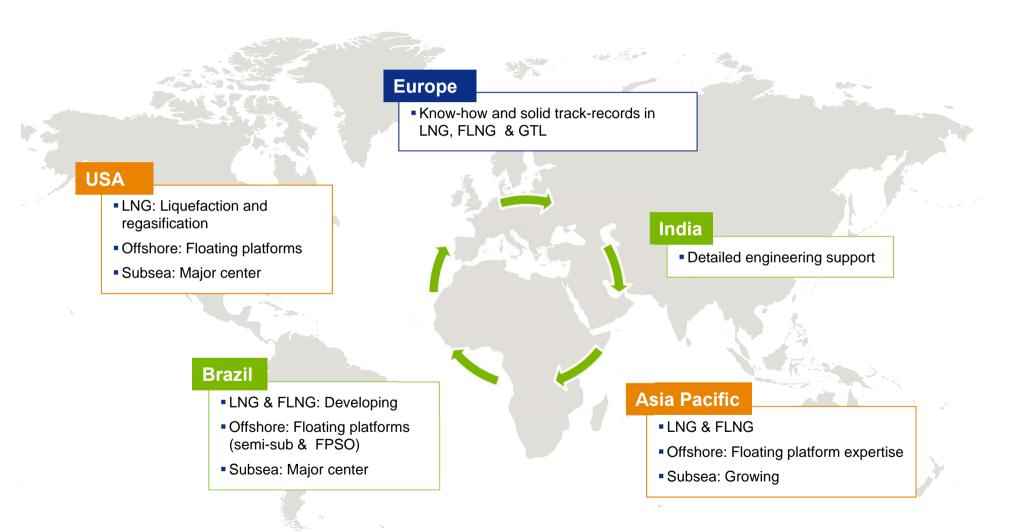
- Uzbekistan GTL: JV of Uzbekneftegas , Sasol & Petronas
- Capacity: 34,000 boe/d of GTL diesel, kerosene, naphtha and LPG
- 1st GTL in Uzbekistan, FEED on-going







LNG, FLNG & GTL Local Execution Capabilities Supported by Centers of Expertise







Expertise in Successfully Delivering Facilities in Remote Areas: Yemen LNG





- Early involvement in project
- First class experienced project management & engineers
- Outstanding HSE* record
- Strong local content: transfer knowledge and procure, subcontract & recruit locally







Gas Related Market Environment

Arctic: remote areas with large reserves

LNG

North America: shale gas driving low price

- Gas plants
- LNG terminal conversion
- GTL
- Petrochemical

Middle East: growing downstream

- Petrochemicals
- Gas plants

LatAm: local demand driven by economic growth

- Petrochemicals
- Fertilizers

Africa: political uncertainties, large recent discoveries

- LNG
- Fertilizer

Asia Pacific: economic growth driving all sectors

- FLNG
- LNG, including mini LNG
- Petrochemicals
- Fertilizers

Brazilian deepwater associated gas

FLNG



Thank You





Annex





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

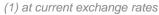
Dividend increase by 9% to €1.58 per share





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%



⁽²⁾ from recurring activities





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





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





- Proven track record with customers & business partners
 - Engineering & construction
 - Project execution expertise
- Knowhow
 - High added-value process skills
 - Proprietary platform design
 - Own technologies combined with close relationship with licensors
- Low capital intensity





Two Complementary Business Models Driving Financial Structure and Performance

€ million (audited)

Subsea

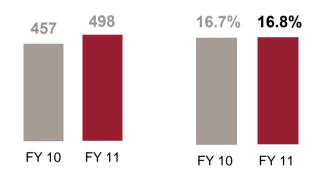
Operating Income¹

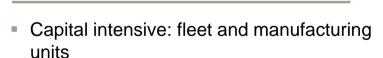
Operating Margin¹

Onshore/Offshore

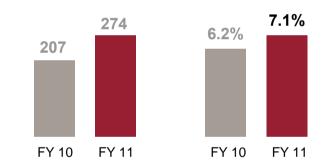
Operating Income¹

Operating Margin¹





 Vertical integration from engineering to manufacturing & construction



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

Negative working capital

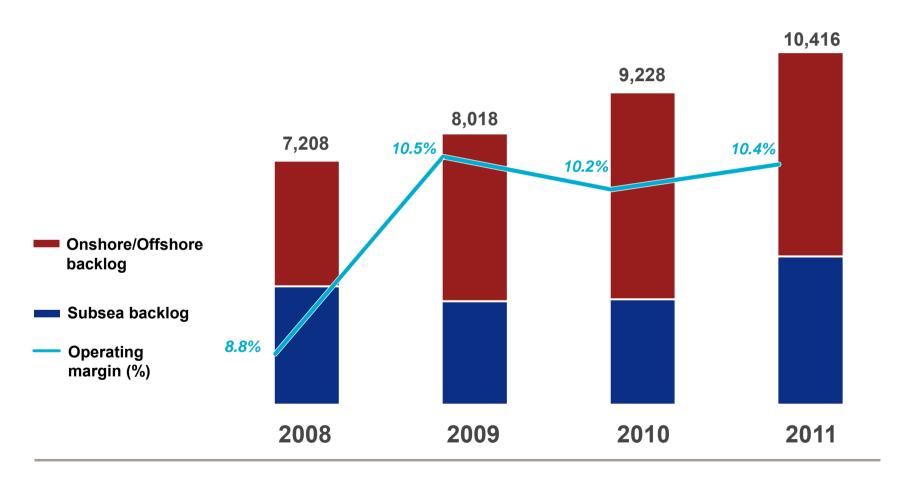




A Growing, Profitable Backlog

€ million (audited)

Backlog and Operating Margin¹



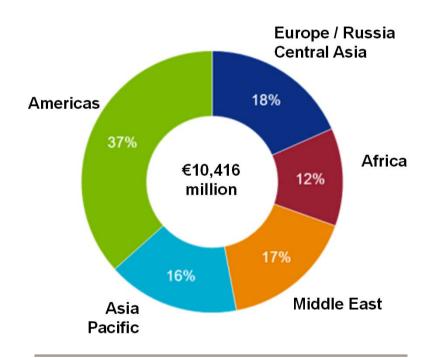




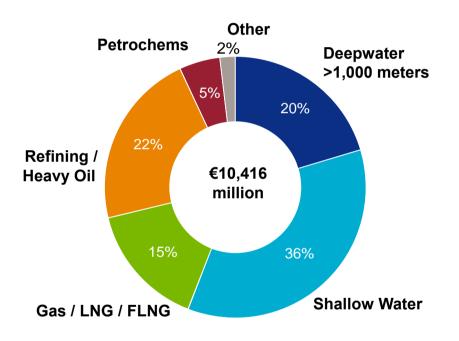
Well Diversified Backlog

As of December 31, 2011

Backlog by geography



Backlog by market split







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	





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%
EBITDA Margin	13.6%	185bp	13.0%	19bp
Operating Income ²	208.2	26.3%	709.5	14.4%
Operating Margin ²	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

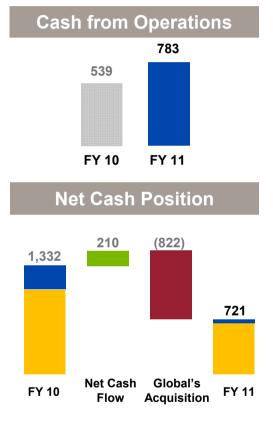


⁽²⁾ from recurring activities



€ million (audited)

	FY 2011
Net Cash as of December 31, 2010	1,332.3
Cash Generated from / (Used in) Operations	782.5
Change in Working Capital Requirements	(130.9)
Capex	(357.2)
Dividends Paid	(156.1)
Net Cash Impact of Global Industries' Acquisition	(821.8)
Share Divestments / Acquisitions and Other	72.0
Net Cash as of December 31, 2011	720.8



Net Construction ContractsNet Cash Excluding Construction Contracts





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	industries acquisition
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
Other Liabilities	4,551.6	5,026.3	~€232m Global Industries' debt
Total Shareholders' Equity & Liabilities	10,222.0	11,432.0	



Business Environment

North America

- Canadian oil sands
- American shale gas drives downstream activities

Gulf of Mexico

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

Latin America

- Downstream prospects across the continent
- Several potential offshore development

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

North Sea

- Positive trend continues in mature fields
- Offshore platform opportunities
- Step change in size and complexity of projects

Europe

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

Middle East

- Strong focus on offshore brownfield development
- Sustained downstream activity

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



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







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 €40 million
- Depreciation & amortization around €35 million
- Capex around €30 million









World leading companies are choosing Technip

- Petrobras: Flexible pipe supply 5-year frame agreement
- Shell: FLNG 15-year frame agreement
- BP: Spar 10-year frame agreement
- Statoil, Norway: Diving support frame agreement (2007-2015)
 Statoil, Brazil: Offshore platforms
- BASF: Petrochemicals
- Haldor Topsoe: Fertilizers
- APCI: Hydrogen
- ...

Strong involvement at FEED stage

 Shell: Genesis subsea engineering frame agreement covering Gulf of Mexico & Brazil





Commercial Success Continues in 2012

Supporting technological advances: Asgard Subsea compression marine operations

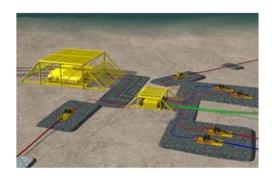
- €150 million EPC award in February 2012
- Subsea construction work for compression system
- Field support contract option

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
- Manufacture in Vitoria & future Açu plant, Brazil



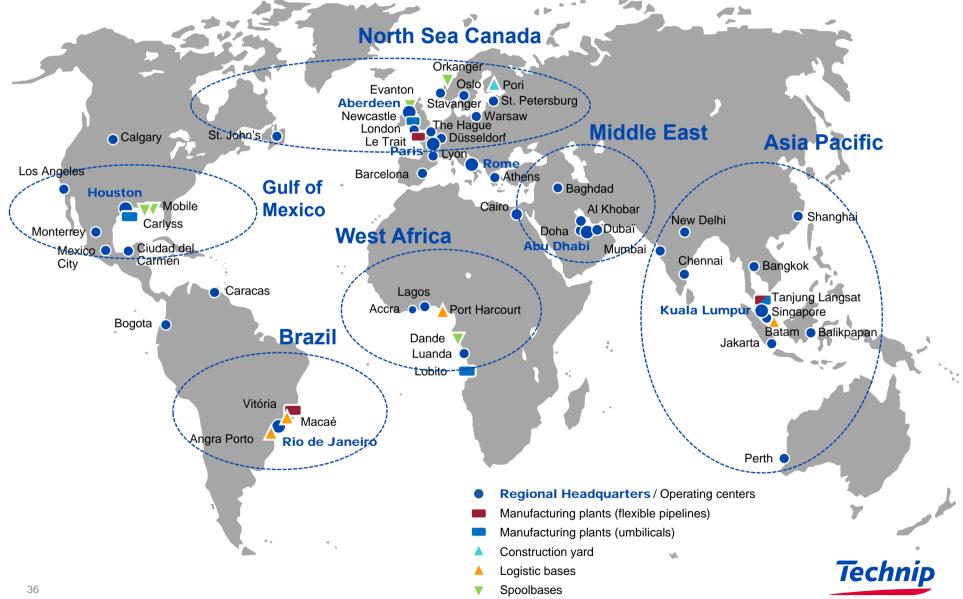








A Unique Worldwide Footprint



Technip Customer Support from Concept to Execution in Offshore & Subsea

Concept

Upstream Engineering

- Pre-FEED* and FEED
- Offshore field development studies
- Innovative technology solutions for platform and subsea challenges

Execution

Project Engineering & Procurement

Manufacturing

■ Flexible risers and flowlines

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- Rigid Pipeline Welding/Spooling
- Umbilicals

Installation

- Flexible-Lay
- Umbilical-Lay
- Associated construction
- Rigid Reel-Lay
- Rigid J-Lay
- Rigid S-Lay
- Heavy Lift for Subsea infrastructure
- Offshore topside installation

Support, Diving & Logistics









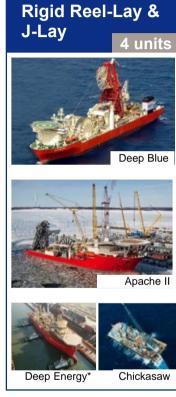






High Performing Fleet34 Vessels of Which 4 Under Construction







Diving & multi support vessels

16 units













^{*} Vessels under construction

Developing Proprietary Technologies

Subsea

Unrivalled high technological assets

Ultra Deepwater

Carbon Fibre Armoured Flexible Pipe



 Improved strength/weight ratio and resistance to corrosive fluids

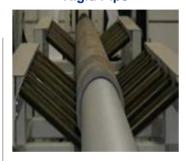
Corrosive Fluids

Anti H₂S Flexible Pipe



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

Reeled Mechanically Lined Rigid Pipe



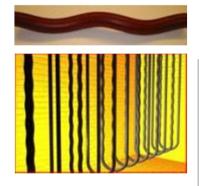
 Cost effectiveness relative to metalurgically bonded or solid CRA alternatives

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





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

- ■~700 people
- 1st office founded in 1995





Regional Headquarters / Operating centers

Cairo

Manufacturing plant (umbilicals)

Luanda

Lobito =

- Logistic base
- Spoolbase





Asia Pacific: Unique Assets for High Potential Market

Assets & Activities

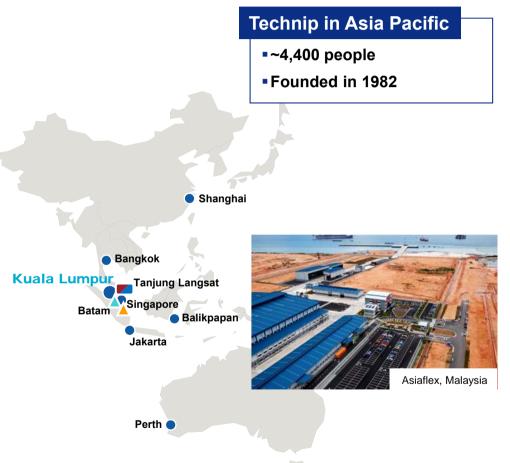
- Engineering & project management centers
- Flexible/umbilical manufacturing plant: Asiaflex, Malaysia, 1st and only one in Asia
- Logistic base: Batam, Indonesia
- Fabrication yard: MHB¹, Malaysia, with solid platform track record,
- Vessel



Deep Orient²

Key Projects

- Woodside GWF, Subsea, Australia
- Prelude FLNG, Onshore/Offshore, Australia
- •FLNG FEED, Onshore/Offshore, Malaysia
- Biodiesel plant, Onshore/Offshore, Singapore



- Regional Headquarters / Operating centers
- Flexible & umbilical manufacturing plant
- ▲ Logistic base
- Construction yard

- ¹ 8% participation
- ² vessel under construction





Middle East: Largest Engineering Capacity in the Region

Al-Khobar

Dubaï

Abu Dhabi

Assets & Activities

- Engineering & project management centers
- Wide range of services: from conceptual and feasibility studies to lump sum turnkey projects
- Vessel



Technip in Middle East

- **-**~1,800 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

Regional Headquarters







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





Wellservicer





Technip in North Sea

- •~3,700 people
- 1st office founded in 1978





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



- •Islay, ETH-PIP1, UK
- East Rochelle, PIP2, UK
- Gjøa, Smoothbore, Norway

¹ ETH-PIP: Electrically Trace Heated Pipe-In-Pipe ² PIP: Pipe-In-Pipe



North America: Solid Reputation Within the Gulf of Mexico

Assets & Activities

- Engineering & project management centers with Subsea, and Onshore/Offshore capabilities
- Spoolbases
 - Mobile, Alabama
 - Carlyss, Lousiana
- Umbilical plant
 - Channelview, Texas
- Vessels







North America

-~3,200 people

Calgary





Key Projects

- Reel-lay tie-backs in the Gulf of Mexico
- Lucius Spar, Gulf of Mexico
- CNRL, Canada
- Recurring activities, US & Mexico
 - Light reel-lay
 - Inspection, repair & maintenance, diving support & surveys



- Regional Headquarters / Operating centers
- Manufacturing plants (umbilicals)
- Spoolbases
- Operating partly in the Gulf of Mexico





Latin America: Strong Relationships with Local Players

Mexico

- ~380 people
- Supported by Houston office

Monterrey

Mexico
City

Ciudad del
Carmen

Bogota

Venezuela



- ~300 people
- Over 50 years experience from Engineering to full EPC contracts

Caracas





Colombia

- ~600 people
- Over 35 years experience
- Specialized in refining & petrochemicals
- Over 250 projects completed
- Branches in Argentina & Peru

Brazil

- 3,300 people
- 35 years experience

Angra Porto Rio de Janeiro

Vitória

- Regional Headquarters / Operating centers
- Manufacturing plants (flexible pipelines)
- Logistic bases

Macaé







*Technip JV with Inversiones Y Construcciones Estratégicas and Inversiones Ascona

Brazil: Unmatched 35 years of Local Presence

Assets & Activities

- Engineering & project management centers
- Flexible/umbilical manufacturing plant
 - Flexibras: since 1986
 - Port of Açu: High-end flexible manufacturing plant¹
- Logistic base
 - Campos basin: FlexibrasSantos basin: Port of Angra
- R&D and test center
- Marine assets support base: Macaé
- Vessels



Key Projects

- Papa Terra IPB, Subsea
- Cubatao refinery, Onshore/Offshore
- P-56 semi-submersible, Onshore/Offshore

Technip in Brazil

- •~3,300 People
- Founded in 1977

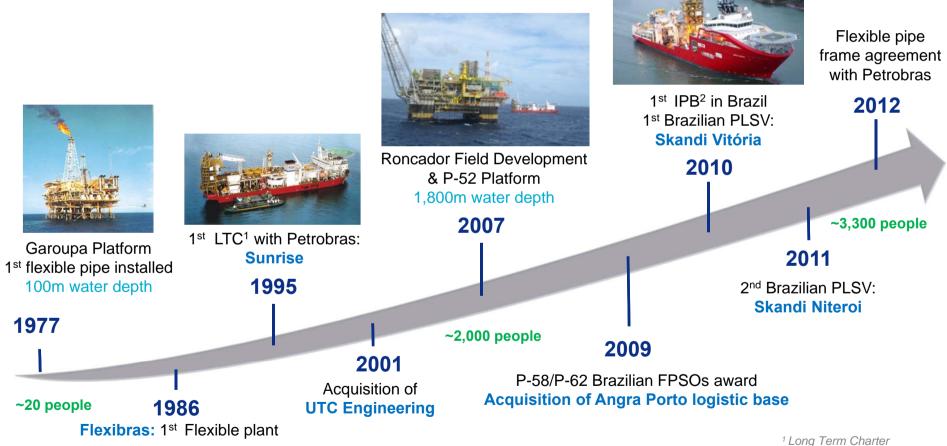






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Technip in Brazil: Steady Development to Provide Unmatched Local Content

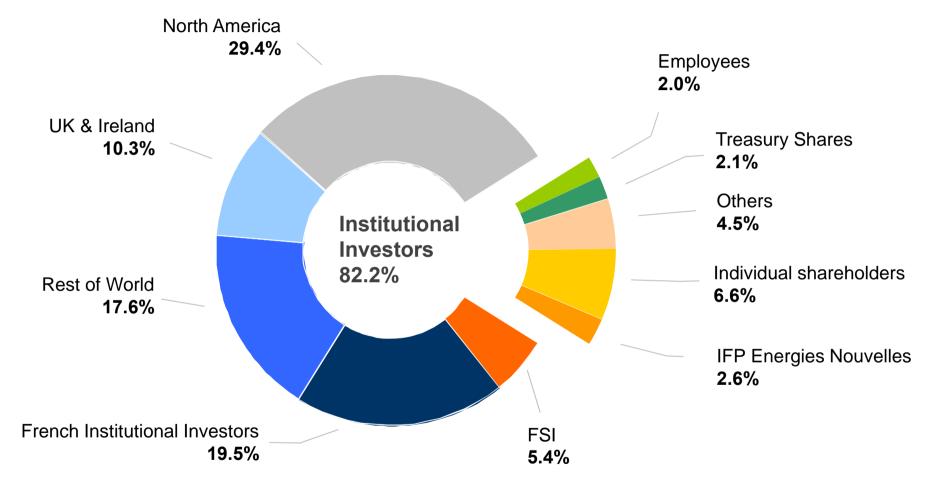


¹ Long Term Charter² Integrated Production Bundle





Shareholding Structure, November 2011



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, Nov. 2011





Technip's Share Information



NYSE Euronext

ISIN: FR0000131708

Bloomberg: TEC FP Reuters: TECF.PA SEDOL: 4874160

OTC ADR ISIN: US8785462099

ADR: TKPPK

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

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

