



# Building Solutions for the Energy Industry

**David Dickson, Senior Vice President North America**

Energy and Power Conference RBC, New York, June 4, 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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# 1. Technip Today



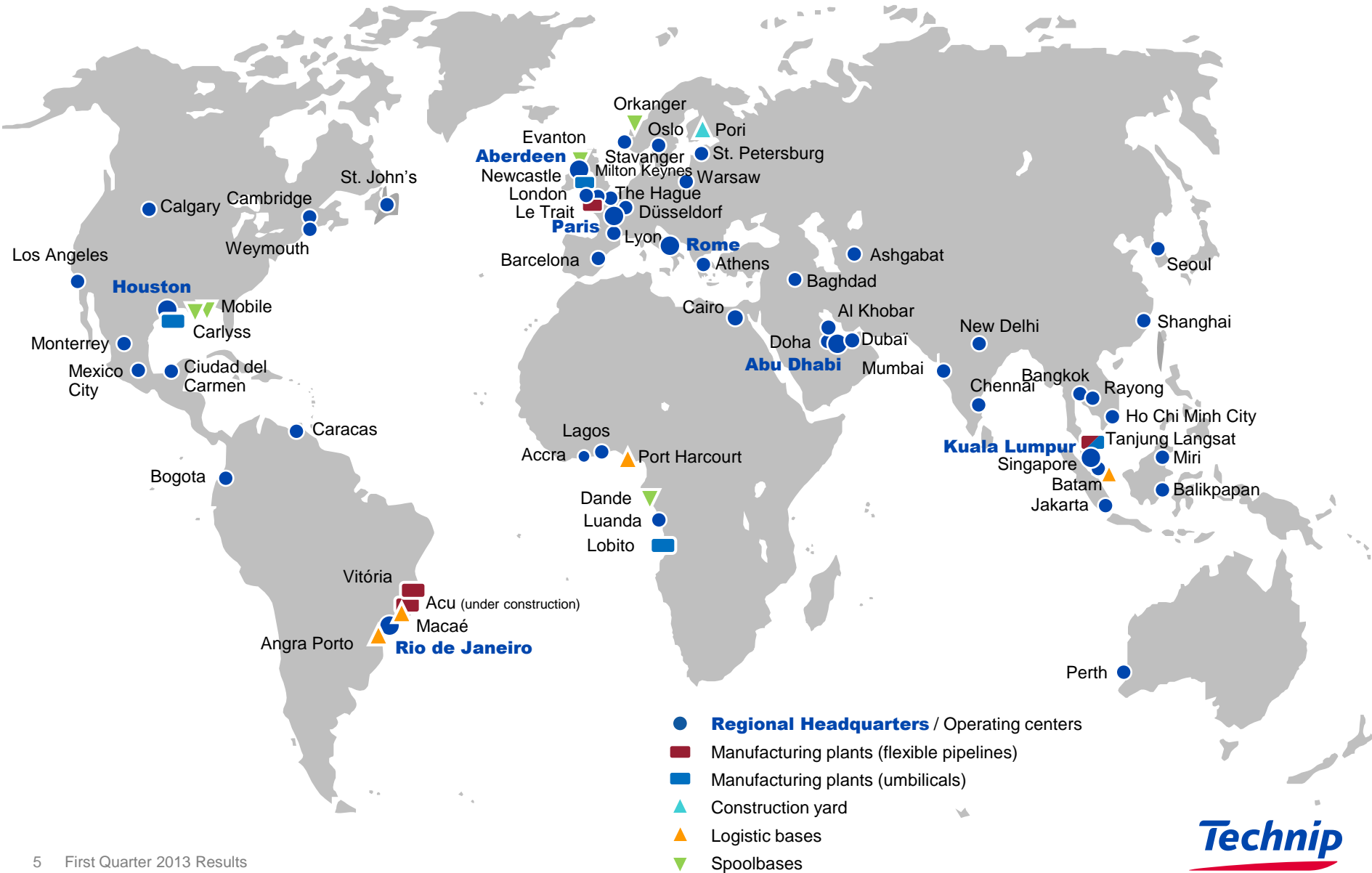
# A World Leader Bringing Innovative Solutions to the Energy Industry

- 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

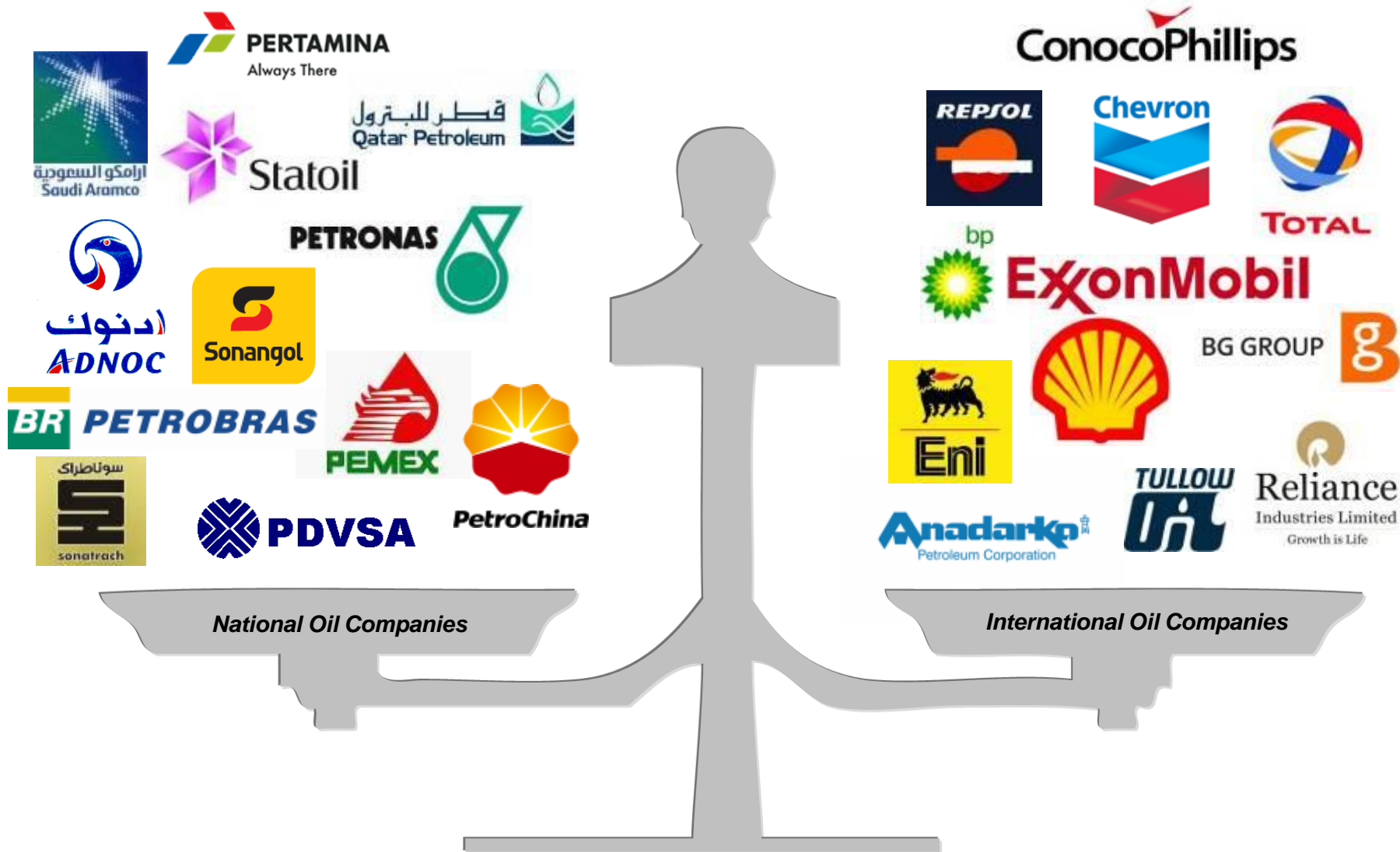


<sup>1</sup> From recurring activities

# A Unique Worldwide Footprint

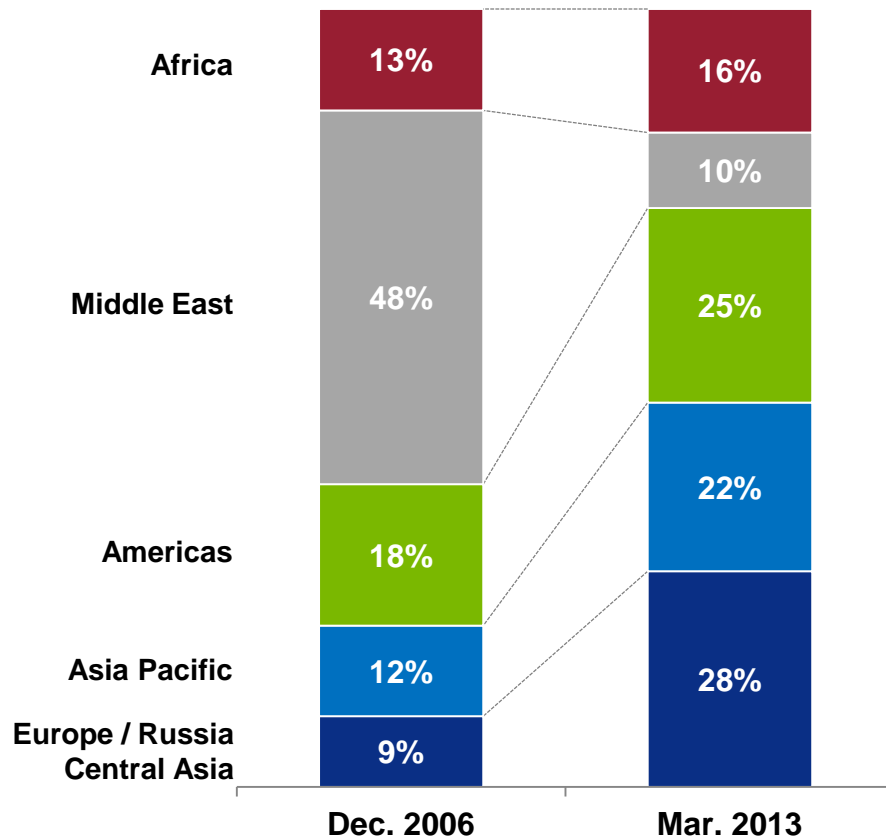


# Diversified & Balanced Customer Base



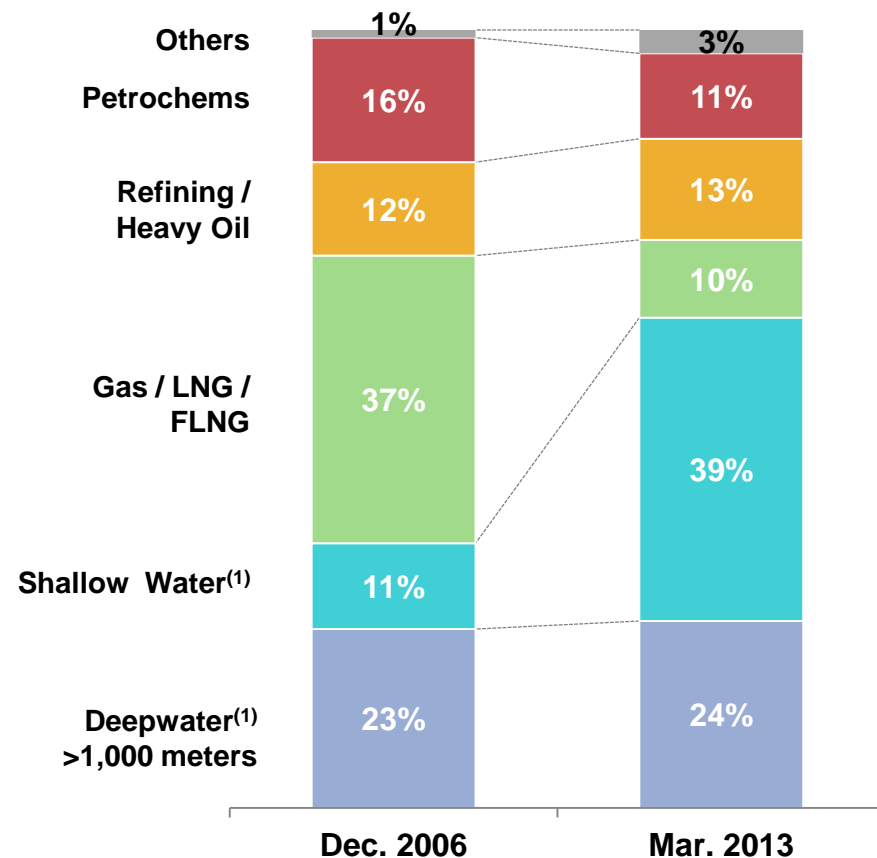
# A Solid Platform for Profitable Growth

## Backlog by Geography



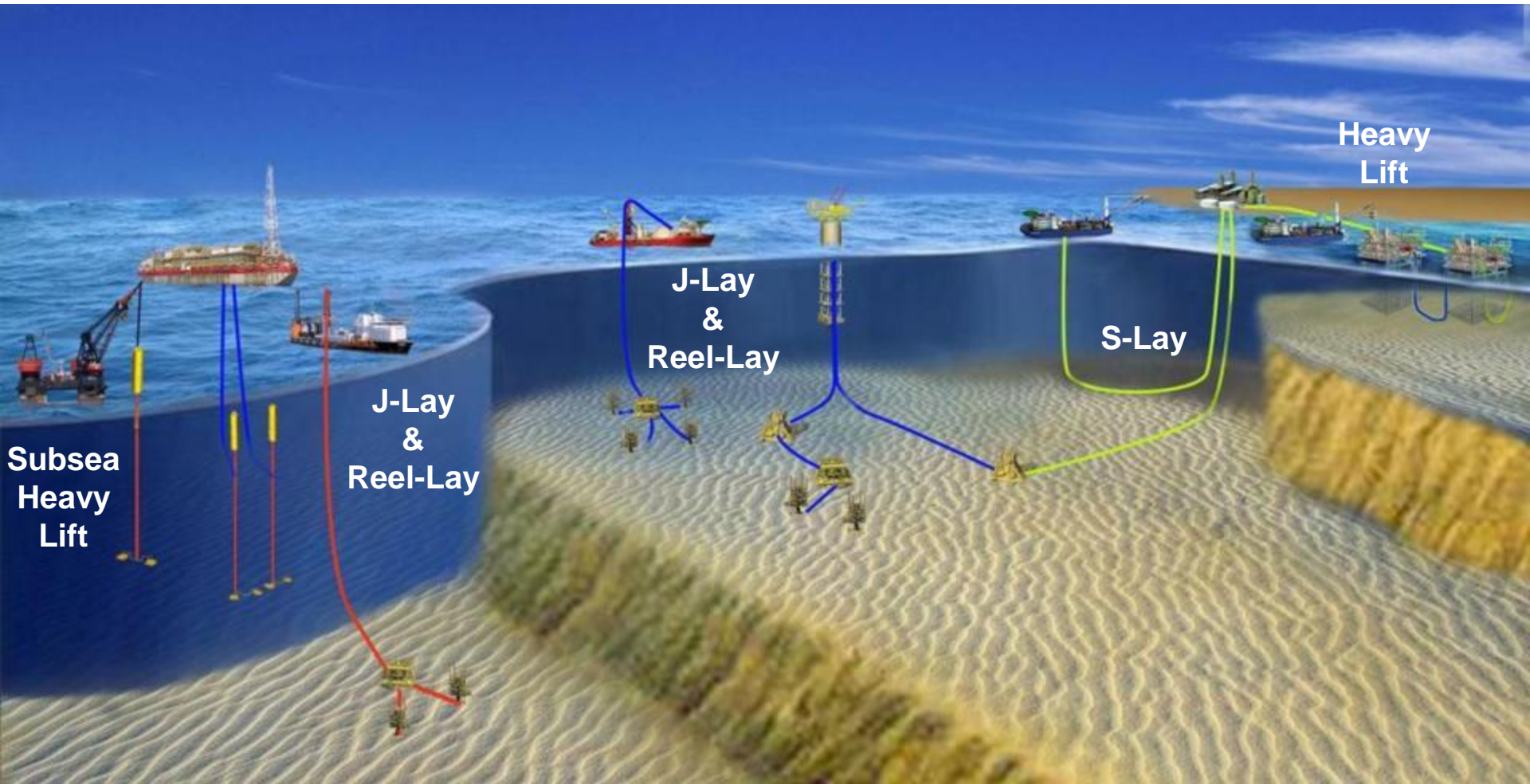
Backlog as of :  
 December 2006: €10,273 million  
 March 2013: €14,778 million

## Backlog by Market Split



<sup>1</sup> Includes offshore platforms and subsea projects

# Very Broad Execution Capabilities in Subsea



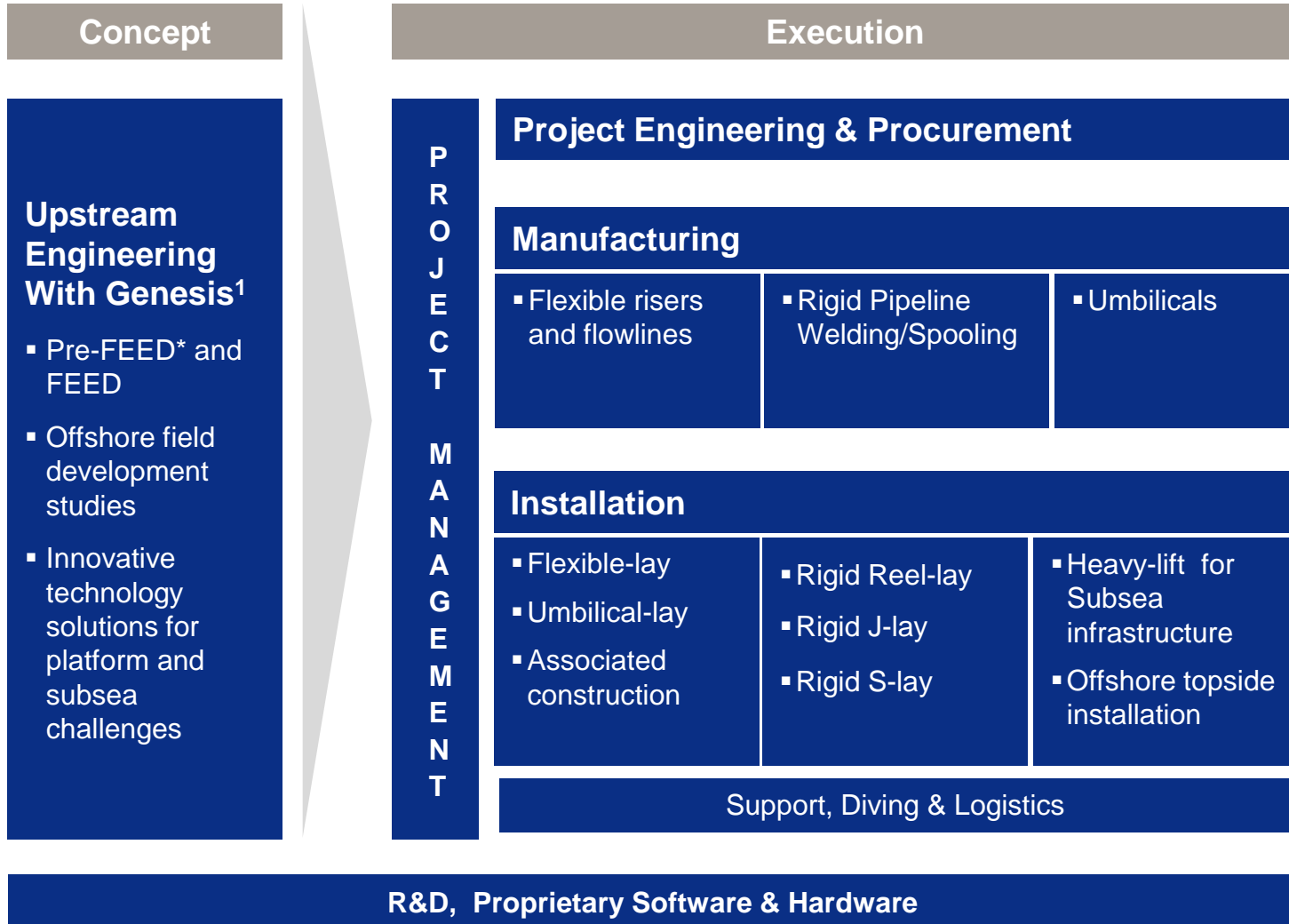
Ultra-deep water infield lines  
(Very high tensions: alliance with Heerema)

Deepwater infield lines

Deep-to-shore



# 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

# Investment in Key Subsea Assets

## Plants

4Q06



5

1Q13



7, incl. 1 under construction

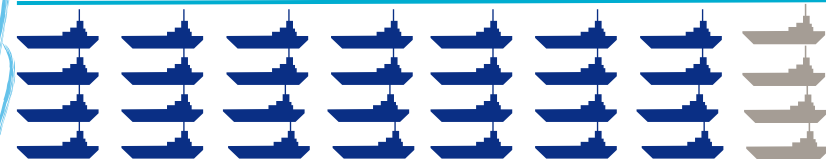
## Vessels

4Q06



18

1Q13



32, incl. 4 under construction

## New long-term charters



North Sea Giant



North Sea Atlantic, delivery in 2014

# New Asset Delivery in 2013

## Deep Orient



- Flexible pipelay & construction vessel dedicated to the Asia Pacific market
- Delivered in March 2013
- Working on the Asgard project in Norway

## Deep Energy



- Flexible & rigid pipelay vessel with high transit speed to be deployed on projects worldwide
- To be delivered in 2H 2013
- Class sea trials completed, Pipelay trials ongoing

## Açuflex in Brazil



- High-end flexible manufacturing plant dedicated to pre-salt development
- Initial start-up at end of 2013
- Plant construction & machinery procurement on-going

# 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

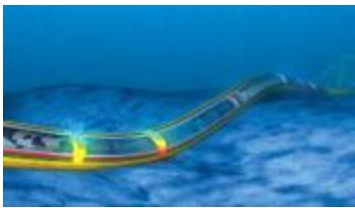
- Reel-lay tie-backs in the Gulf of Mexico
- Lucius & Heidelberg Spars, Gulf of Mexico
- BP 10-year spar agreement, Gulf of Mexico
- Shell subsea engineering frame agreement with Genesis, US & Brazil
- Recurring activities, US & Mexico
  - Light reel-lay
  - Inspection, repair & maintenance, diving support & surveys



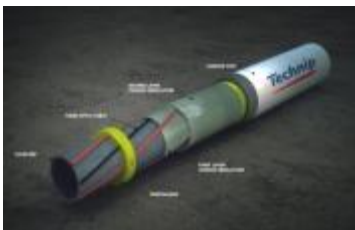
<sup>1</sup> Operating partly in the Gulf of Mexico

# Well-head to Platform: Optimizing Subsea Field Architecture

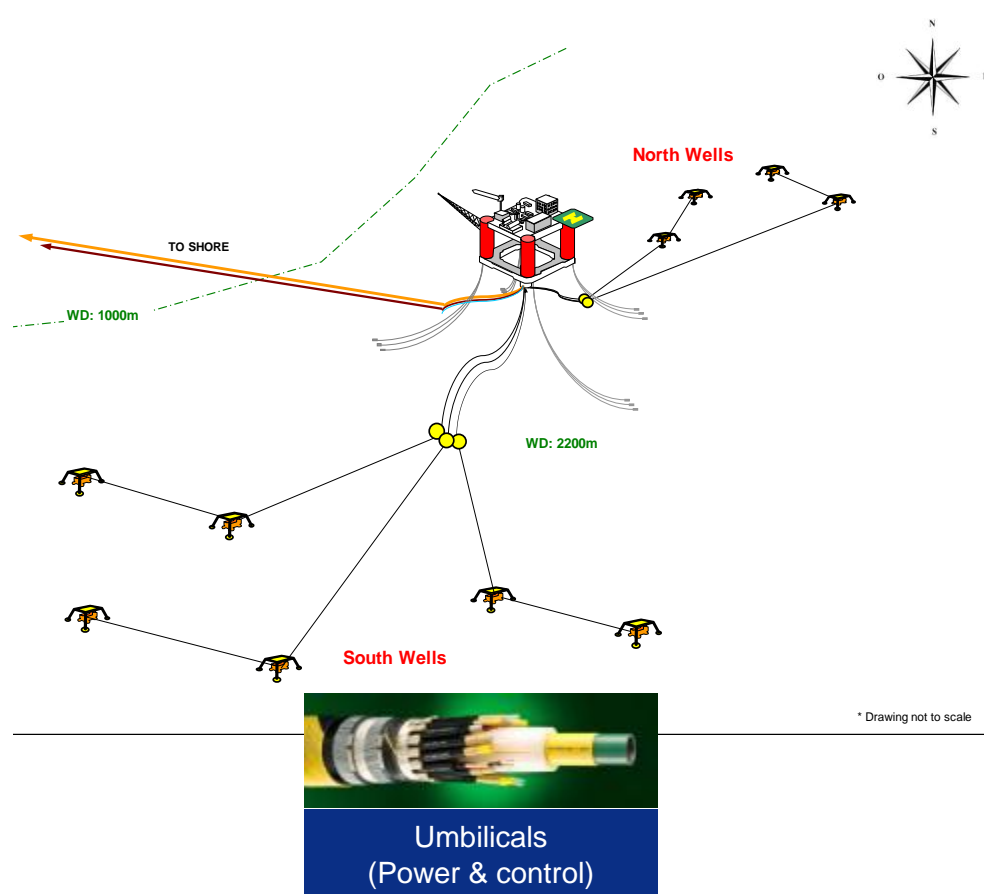
Integrating our subsea proprietary technologies and offshore platform knowhow with third party processing equipment to provide innovative development solutions



In-line Monitoring Technologies



Electrically Trace Heated Pipe-in-pipe



Integrated Production Bundle



Subsea Equipment (Separator & pump)



Umbilicals (Power & control)

■ Technip proprietary technologies

■ Third party equipment



# Innovative Flexible Pipe Solutions: Challenging Reservoirs & Ultra Deepwater Developments

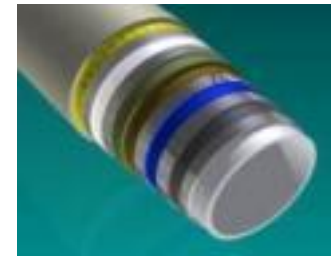
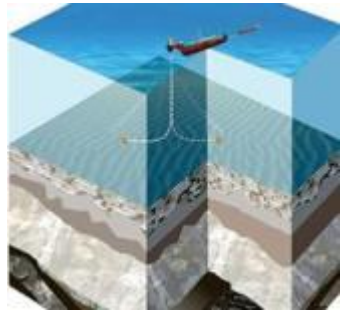
Pre-salt large diameter flexible pipe

Carbon fiber armor flexible pipe

Integrated Production Bundle

Anti H<sub>2</sub>S layer

Smoothbore riser



Deepwater, large diameters, high pressure, strong corrosion performances

Lighter and stronger material with excellent corrosion and fatigue performances

Multi service pipe: production, gas lift, power, heating, monitoring and chemical injection

Cost effective solution for highly corrosive fluids

Internal layer designed to eliminate noise and vibration for dry gas risers

Guara & Lula Nordeste: 2,250m water depth, 552 bars

Reduce pipelay vessel capacity requirements

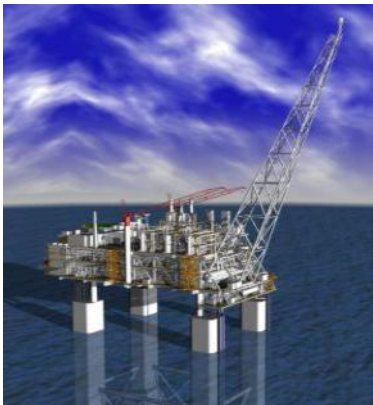
Improve flow assurance

Top tension reduction by up to 35%<sup>1</sup> relative to sour service

Ensure riser and topside integrity, while reducing pressure drop

<sup>1</sup> 8-inch flexible riser in a water depth of 2,500 meters (design pressure of 350 bars)

# Integrated Service Offering Across Segments



**Wheatstone, Australia**

Platform  
FEED

Platform detailed  
engineering

Subsea equipment &  
umbilical installation



**Ichthys, Australia**

FPSO & FPU  
Detailed Engineering

Offshore commissioning

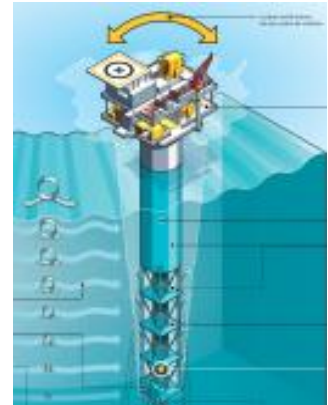
Supply of flexible pipe  
risers



**Malikai, Malaysia**

Tension Leg Platform  
EPC

Subsea export pipelines  
installation



**Lucius, Gulf of Mexico**

Lucius Spar hull  
EPC

Subsea field  
development

Offshore  
Subsea



# Onshore/Offshore Key Markets

## Onshore Downstream Unique Position



Petrochemical & Ethylene



Refining



LNG & GTL



Fertilizer

## Expertise in Full Range of Offshore Facilities



Floating LNG



Spar



Fixed platform



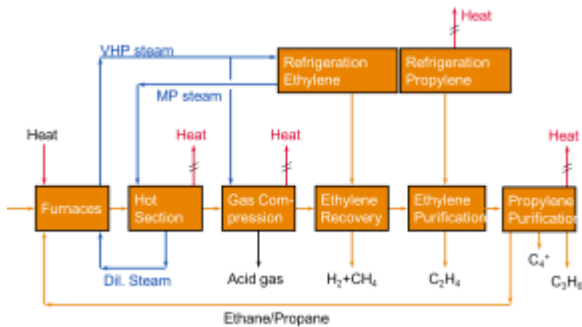
FPSO



# Technology Strength Diversifies Our Revenue

## Process Technologies

### Licenses

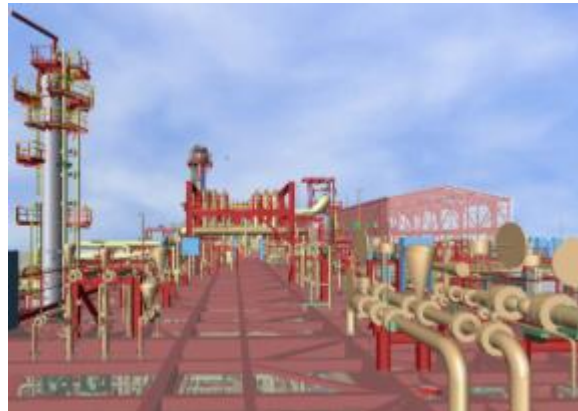


- Licensed proprietary technologies chosen at early stage of projects

**<US\$5 million<sup>1</sup>**

<sup>1</sup> Project size order of magnitude

### 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<sup>1</sup>**

### Proprietary Equipment



- Design, supply and installation of critical proprietary equipment

**~US\$50 million<sup>1</sup>**

# 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



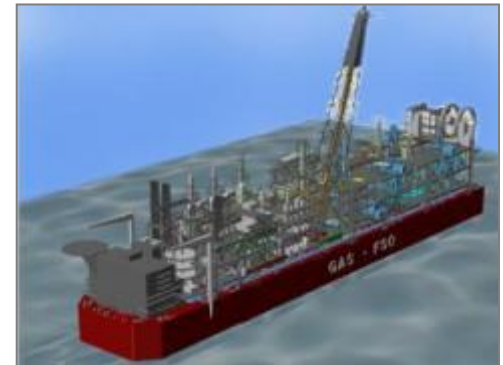
- **Petronas FLNG**

- LNG capacity: 1.2 mtpa
- Offshore Malaysia
- Floating LNG 1 under construction by Technip



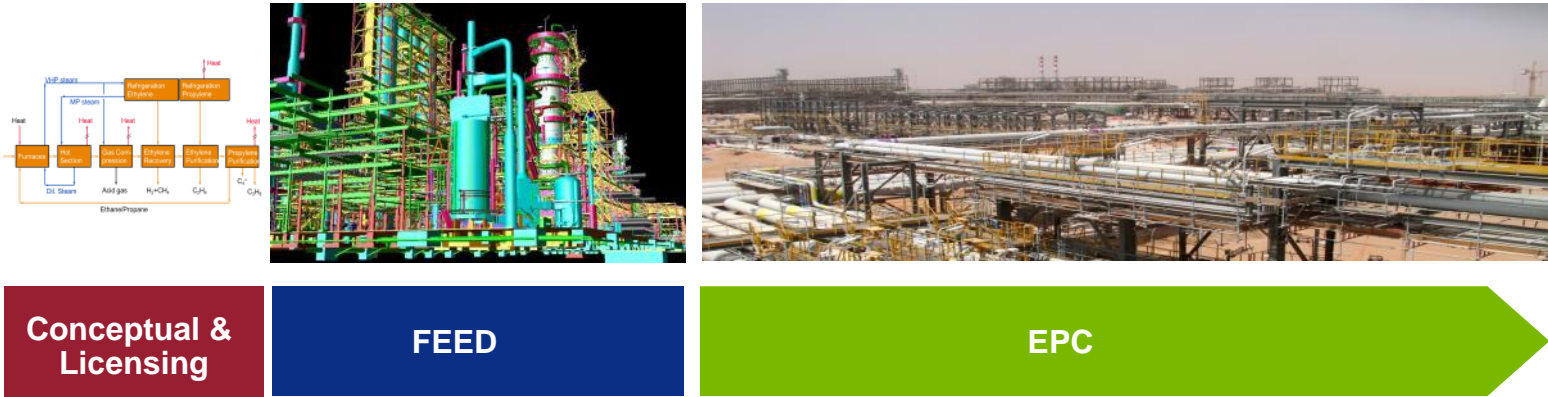
- **Petrobras FLNG**

- LNG capacity: 2.7 mtpa
- Pre-salt basin, Brazil
- Design competition won by Technip



<sup>1</sup> Floating Liquefied Natural Gas

# Integrated Business Model: Target Contracts from Project Early Stages



## ■ Key contracts ongoing from FEED in last 12 months

- Ethylene XXI, Mexico
- Burgas refinery, Bulgaria
- Petronas FLNG 1, Malaysia
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway
- NOVA Polyethylene EP, Canada

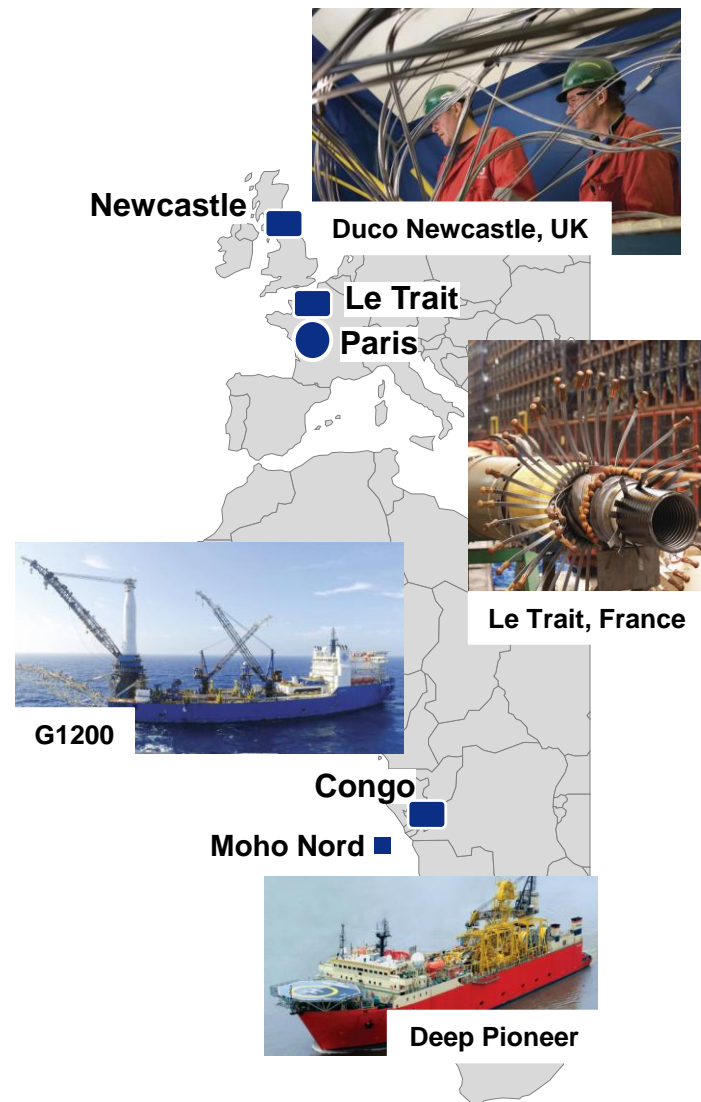
# Yamal LNG: Early Involvement in a Frontier Project

- **Onshore LNG in Arctic area**
  - Client: JV between Novatek (80%) & Total (20%)
  - Location: Yamal Peninsula, Russia
  - 3 modularized trains of 5.5 mtpa
- **Leader of the consortium with JGC**
- **Detailed engineering, estimation & early procurement ongoing**
- **Open book estimate process**



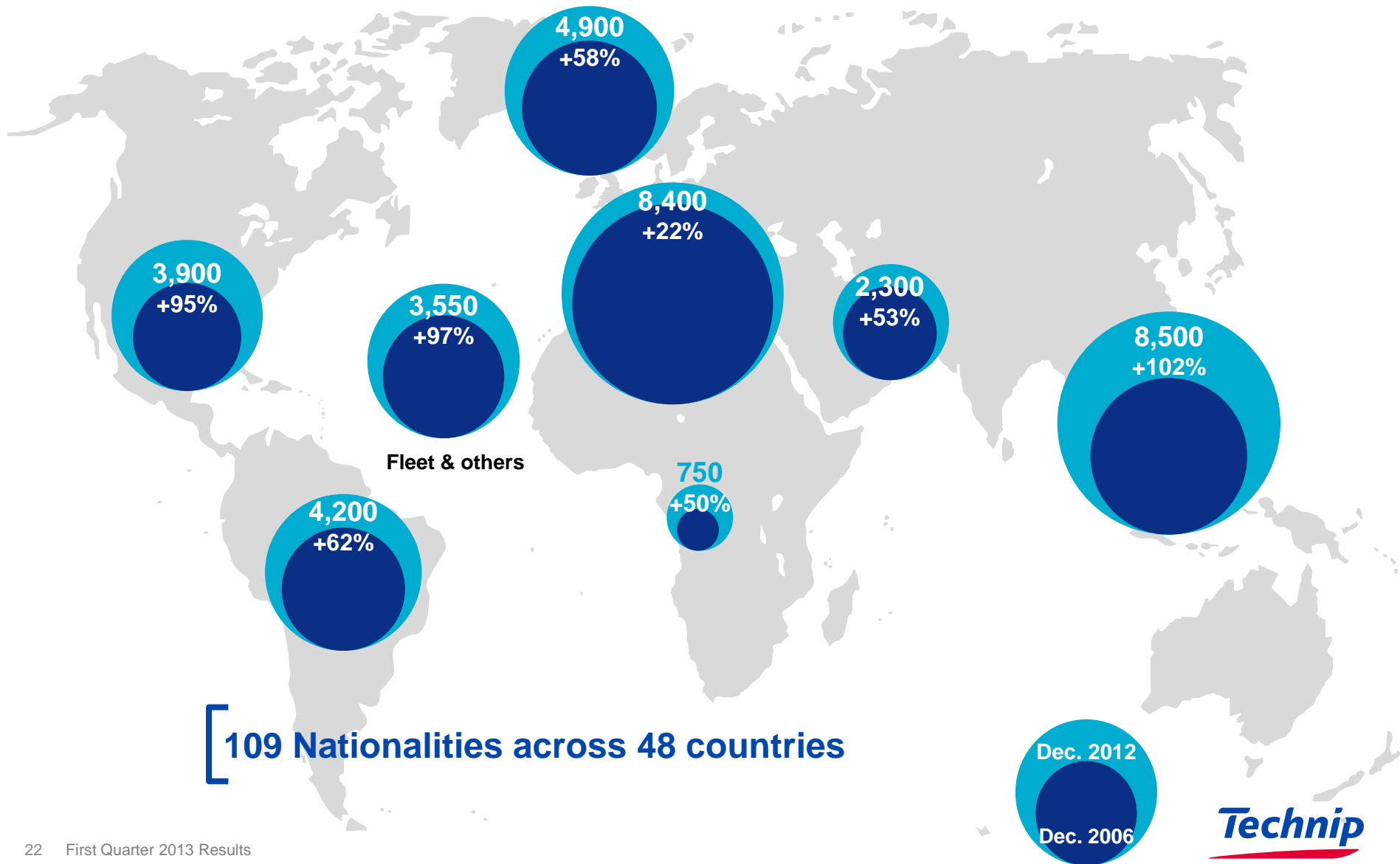
# Moho Nord: Multi-disciplinary & Fast-track Subsea Development

- **Technip's largest subsea EPCI project**
  - Client: Total
  - Offshore Congo from shore to 1,100 meter water depth
  - Offshore campaign to spread over 2014 to 2016
- **Vertically integrated subsea solution**
  - Engineering & project management
  - Flexible & umbilical supply
  - Full spectrum of subsea construction & installation: S-lay, J-lay, flex-lay & heavy lift
  - Substantial use of G1200
- **Focus on national content**
  - Fabrication of steel structures in Congo integrated into execution plan



<sup>1</sup> EPCI: Engineering, procurement, construction and installation

# 36,500 People Throughout the World, Growing Close to Clients





## 2. 1Q 2013 Operational & Financial Highlights



# Group Financial Highlights

€ million

	1Q 12	1Q 13	Year-on-year change
<b>Revenue</b>	<b>1,765.3</b>	<b>2,015.8</b>	▪ +14%
EBITDA <sup>1</sup>	204.7	226.9	▪ +11%
<i>EBITDA Margin</i>	11.6%	11.3%	
<b>Operating Income<sup>2</sup></b>	<b>165.2</b>	<b>173.5</b>	▪ +5%
<i>Operating Margin<sup>2</sup></i>	9.4%	8.6%	
Financial Result	(7.2)	(8.3)	
Share of Income / (Loss) of Equity Affiliates	-	0.2	
<b>Income / (Loss) before Tax</b>	<b>158.0</b>	<b>165.4</b>	
Effective Tax Rate	28.5%	29.3%	
<b>Net Income</b>	<b>112.2</b>	<b>116.2</b>	▪ +4%

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

<sup>2</sup> From recurring activities



# Net Cash Position

€ million

	3 Months
<b>Net Cash Position as of December 31, 2012</b>	<b>183.2</b>
Cash Generated from / (Used in) Operations	215.1
Change in Working Capital Requirements	(355.1)
Capital Expenditures	(110.7)
Other including FX Impacts	(23.4)
<b>Net Cash Position as of March 31, 2013</b>	<b>(90.9)</b>

- **Change in working capital requirements**
  - Net construction contracts decreased to €156 million from €419 million
  - Consumption of advances to progress projects
  - New orders taken in the quarter to generate cash advances in later periods
  - Higher weight of flexible supply work in progress year-on-year
- **Capex: Milestone payments across all major programs**
- **Share buyback: ~ €20 million**



# 2013 Operational Priorities

- **Maintain our focus on project execution to ensure reliability in project delivery**
- **Delivery and use of differentiating assets, with start-up of the Deep Orient, Deep Energy & Açu plant**
- **Reinforce leadership position in offshore production facilities, notably on FLNGs and Spars**
- **Leverage our enhanced downstream technology portfolio notably in North America**
- **Grow equipment and technology: confirm flexibles as technology of choice for deepwater developments**

# Business Environment

## North America

- Upswing in US Gulf of Mexico
- US shale gas driving onshore downstream investments

## North Sea

- High level of subsea awards continues
- Increase in platform activity

## Middle East

- Sustained volume of activity
- Good opportunities offshore & downstream

## Africa

- Momentum building in West Africa subsea
- New discoveries to drive future onshore & offshore developments

## Asia Pacific

- Emerging deeper water projects
- Current Australian gas projects continue to progress, but new onshore projects less certain
- GDP growth drives refining, petrochemicals and fertilizer investments

## Latin America

- Good visibility in Brazil with post-salt & pre-salt developments
- Clearer flexible opportunities



# 2013 Full Year Objectives Maintained<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



# Delivering Sustainable & Profitable Growth

## Our Strategic Framework

Well diversified, profitable backlog

Key differentiating assets

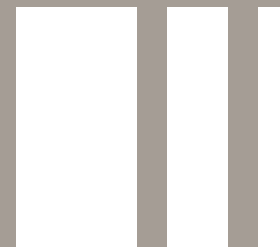
Technology

Execution capability

Vertical integration

National content

## 3. Annex



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

Subsea



Onshore/Offshore



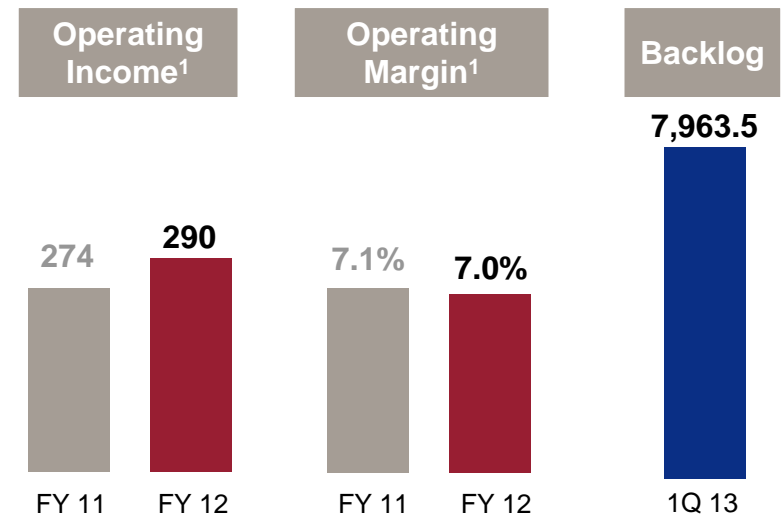
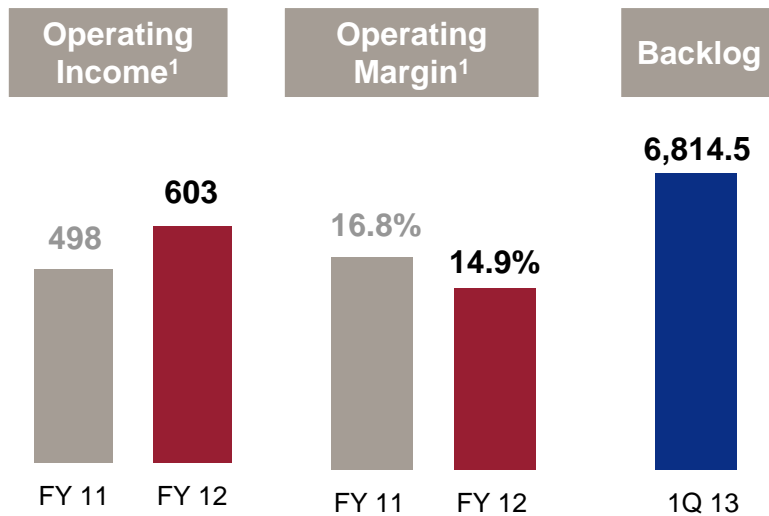
- **Worldwide leadership**
- **Unique vertical integration**
  - R&D
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
- **First class assets and technologies**
  - Technologically Advanced Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes
  - Very broad execution capabilities
- **Proven track record with customers & business partners**
  - Engineering & construction
  - Project execution expertise
  - Early involvement through conceptual studies and FEEDs
- **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

## 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

<sup>1</sup> From recurring activities

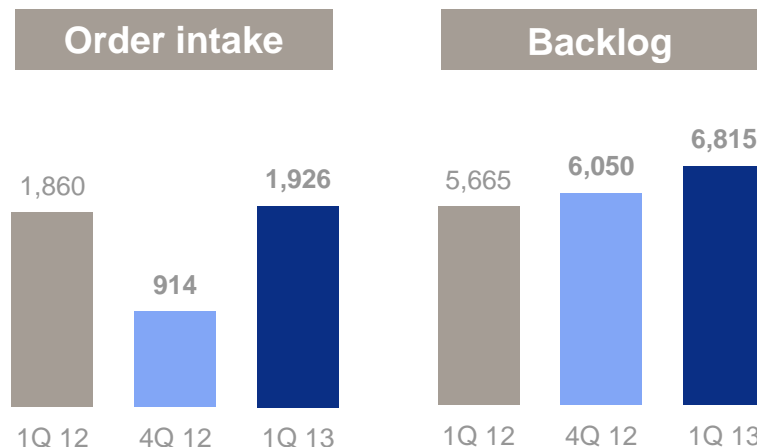


# First Quarter 2013 Order Intake

€ million

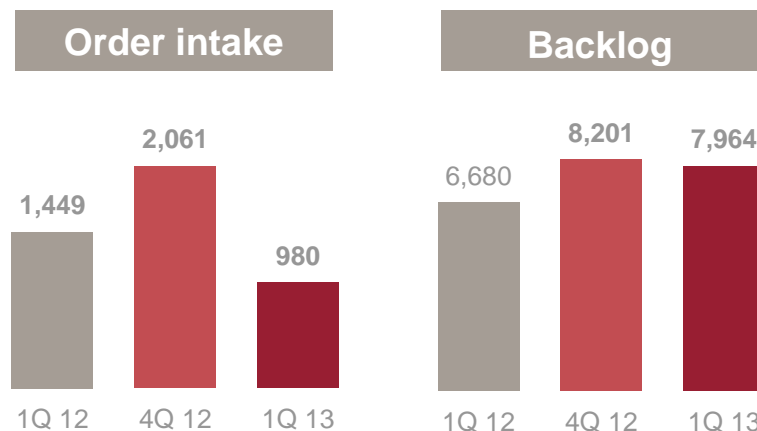
## Subsea

- Moho Nord, Congo
- Lianzi flexible supply, Congo & Angola
- Malikai subsea, Malaysia
- Gannet Reinstatement, North Sea
- Sapinhoá & Lula Nordeste flexible flowlines & jumpers supply, Brazil



## Onshore/Offshore

- Heera redevelopment process platform, India
- JBF purified terephthalic acid plant, India
- Das Island flares modification & revamp, Abu Dhabi
- Mosaic fertilizer FEED, Louisiana USA
- Trunkline LNG FEED, Louisiana USA

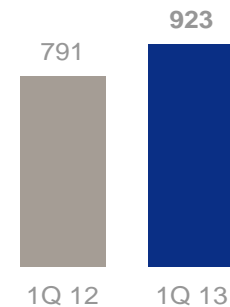


# First Quarter 2013 Subsea Highlights

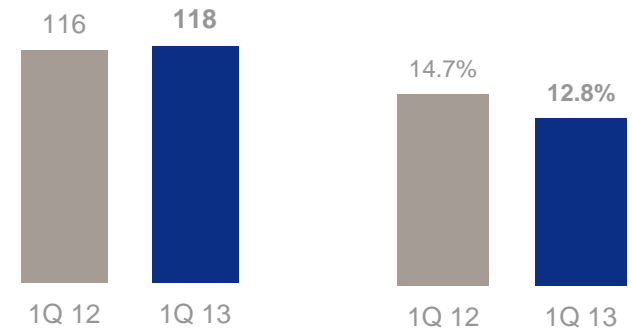
€ million

- **Engineering / Procurement ramp-up on large, new projects**
  - Bøyla, Norway
  - Quad 204, UK
  - Wheatstone subsea, Australia
- **2013 offshore operations on-going**
  - Golden Eagle, UK
  - Mariscal Sucre, Venezuela
  - BC-10 phase 2, Brazil
  - Ixtoc / Homol Chuhuk, Mexico
- **Vessel utilization rate: 72%**

## Subsea Revenue



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



<sup>1</sup> From recurring activities

# First Quarter 2013 Onshore/Offshore Highlights

€ million

## Upstream

- Lucius Spar, US Gulf of Mexico
- Hejre platform, Denmark
- Aasta Hansteen Spar, Norway
- Upper Zakum EPC 1, Abu Dhabi
- Wheatstone platform, Australia

## Gas, LNG & FLNG

- PMP, Qatar
- Petronas FLNG, Malaysia
- Prelude FLNG, Australia

## Refining

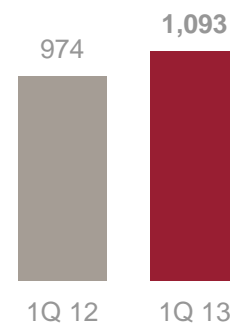
- Burgas refinery, Bulgaria
- Jubail refinery, Saudi Arabia

## Petrochemicals

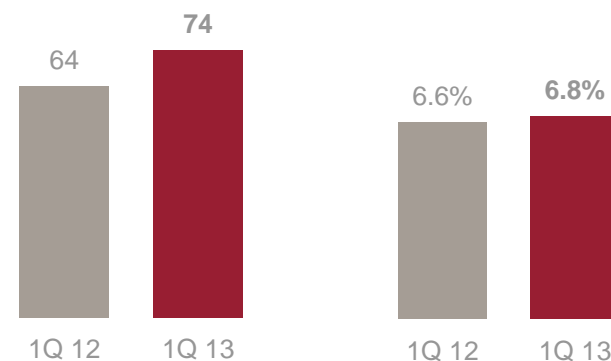
- KEMYA Halobutyl, Saudi Arabia
- Ikra vinyl plant, Russia
- Ethylene XXI, Mexico

## Onshore/Offshore

### Revenue



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



<sup>1</sup> From recurring activities

# Consolidated Statement of Financial Position

€ million

	Dec. 31, 2012 Restated <sup>(1)</sup>	Mar. 31, 2013
Fixed Assets	6,022.2	6,039.5
Construction Contracts – Amounts in Assets	454.3	633.2
Other Assets	2,845.0	3,038.3
Cash & Cash Equivalents	2,289.3	2,183.0
<b>Total Assets</b>	<b>11,610.8</b>	<b>11,894.0</b>
Shareholders' Equity	3,962.1	4,063.6
Construction Contracts – Amounts in Liabilities	873.0	788.9
Financial Debts	2,106.1	2,273.9
Other Liabilities	4,669.6	4,767.6
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>11,610.8</b>	<b>11,894.0</b>

<sup>1</sup> Restated with the impacts from the retrospective application of amended IAS 19 standard "Employee Benefits" as of January 1, 2013

# Backlog Visibility<sup>1</sup>

€ million

	Subsea	Onshore / Offshore	Group
<b>2013 (9 months)</b>	2,784.8	3,252.9	6,037.7
<b>2014</b>	2,118.8	2,907.8	5,026.6
<b>2015 and beyond</b>	1,910.9	1,802.8	3,713.7
<b>Total</b>	<b>6,814.5</b>	<b>7,963.5</b>	<b>14,778.0</b>

<sup>1</sup> Backlog estimated scheduling as of March 31, 2013

# High Performing Fleet of 32 Vessels<sup>1</sup>

**Flexible-Lay & Construction**  
11 units



Skandi Vitoria



Skandi Niteroi



Deep Pioneer



Deep Constructor



Sunrise 2000



Deep Orient



North Sea Atlantic<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**  
4 units



G1200



G1201



Iroquois



Hercules

**Diving & multi support vessels**  
13 units



Skandi Achiever



Olympic Challenger



Skandi Arctic



Global Orion



Pioneer

<sup>1</sup> As of March 31, 2013

<sup>2</sup> Vessels under construction

# 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**



# Flexible Pipe Manufacturing Plants

**Flexi France**  
Le Trait, France



**Asiaflex Products**  
Tanjung Langsat, Malaysia



**Flexibrás**  
Vitória, Brazil



**Port of Açú**  
Açú, 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



# Commercial Alliance with Heerema

- 5-year worldwide alliance agreement combining capabilities for EPCI projects in ultra-deepwater
- Working together through ad-hoc JV, consortiums or subcontract arrangements to best answer client requirements
- Alliance effective immediately on an exclusive basis
- First successes expected in 2013/2014, with offshore phases in 2015 and beyond



# Helping Clients to Develop Ultra-deepwater Fields

**Technip**

- Geographical footprint covers key subsea markets worldwide (engineering, sales & business development, yards, spoolbases, flexible & umbilical plants)
- Track record in engineering & project management of complex projects
- Financial strength to endorse large contract responsibility



- Installation capabilities for Ultra-Deepwater
- Extensive track record of fabrication and installation of heavy and specialized pipelines
- Capabilities for remote areas lacking infrastructure, thanks to liftable reel-lay system

**Technip**



## Unique set of capabilities for ultra-deepwater market:

- Experienced engineering & project management
- High capacity vessels
- State-of-the-art laying technologies (J-, Reel-, S- and Flex-Lay)
- Logistic and construction network (yards, plants)
- Sales & business development network

# Ultra-Deepwater Challenges

Deeper water and heavier pipes



Vessels with higher tension pipe laying capacities



Heavier subsea equipment



Vessels with higher lifting/abandonment capacity



Larger developments with contracting interfaces increasingly difficult to manage by operators



Increasing use of EPCI contracts requiring extensive project management and execution experience



Increasing QHSE<sup>1</sup> requirements



State-of-the-art vessels and experienced project management required



<sup>1</sup> Quality, Health, Safety & Environment



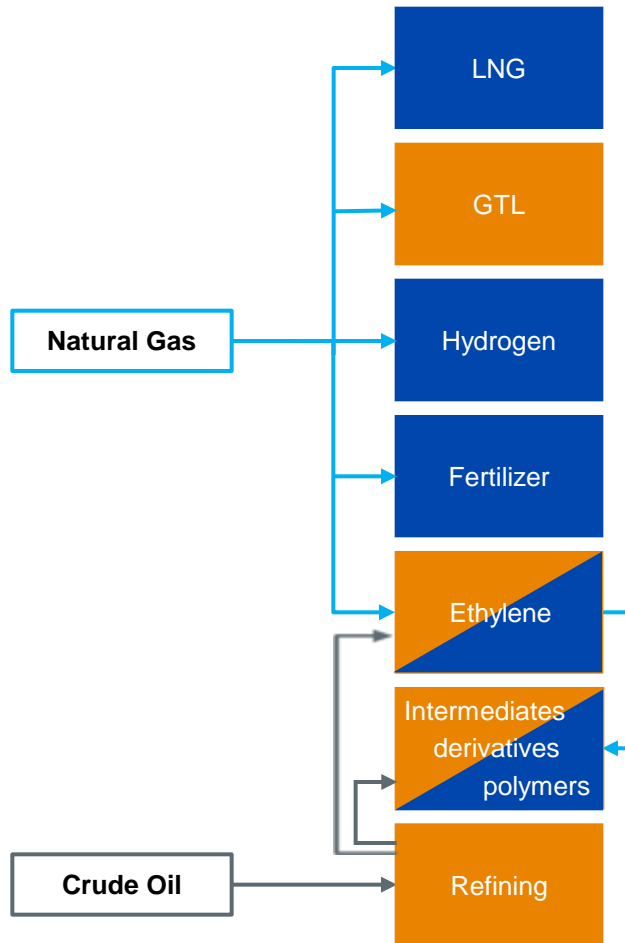


# Acquisition of Stone & Webster Process Technologies

- 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

# 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

---

- 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

---

- Residual Fluid Catalytic Cracking
- Deep Catalytic Cracking

 Technip

 Stone & Webster process technologies and associated oil and gas engineering capabilities



# 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



# 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

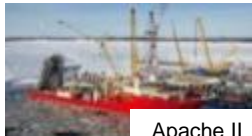
# North Sea Canada: Market Leadership in a Growing Market

## 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**



Skandi Arctic



Apache II



Alliance



Wellservicer



Orelia

## 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>2</sup> EPCI, Norway

## Technip in North Sea

- ~4,900 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

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

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

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

# 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 March 31, 2013

# 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**



G1201



Deep Orient

## Key Projects

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

<sup>1</sup> 8.5% participation

<sup>2</sup> Operating partly in Asia Pacific

## Technip in Asia Pacific

- ~8,500 people
- Founded in 1982



● **Regional Headquarter** / Operating centers

■ Flexible & umbilical manufacturing plant

▲ Logistic base

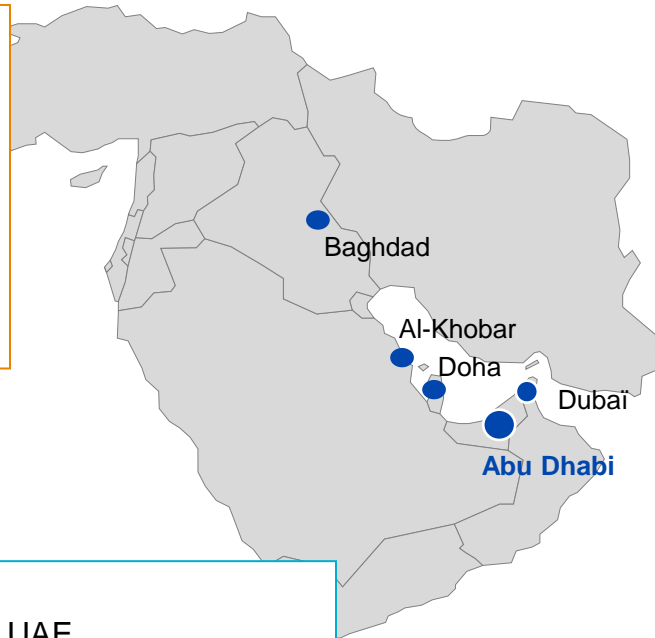
As of March 31, 2013

**Technip**

# 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 March 31, 2013

# Brazil: Over 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**



## 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

- ~4,200 People
- Founded in 1977



<sup>1</sup> Under construction

# 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**  
1995



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

<sup>1</sup> Long Term Charter

<sup>2</sup> Integrated Production Bundle

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**

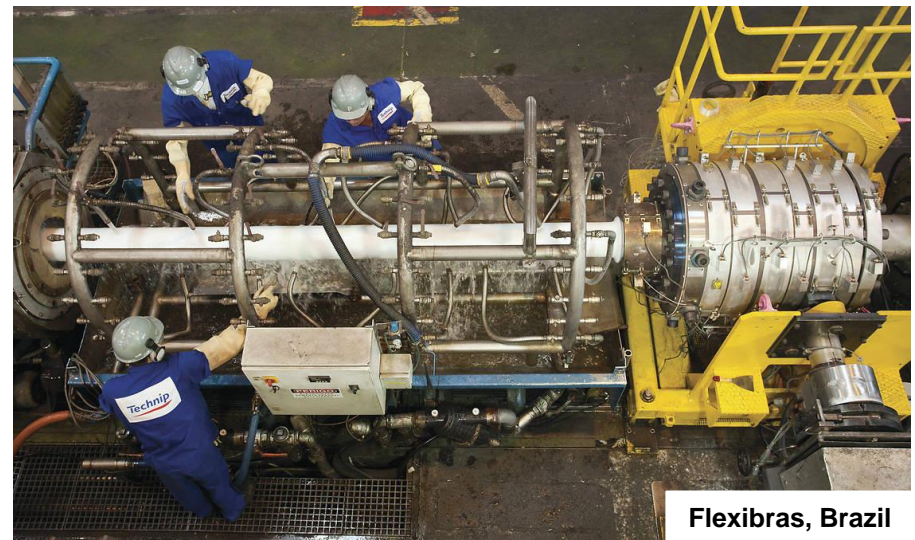
~3,700 people

2012

Flexible pipe  
frame agreement  
with Petrobras

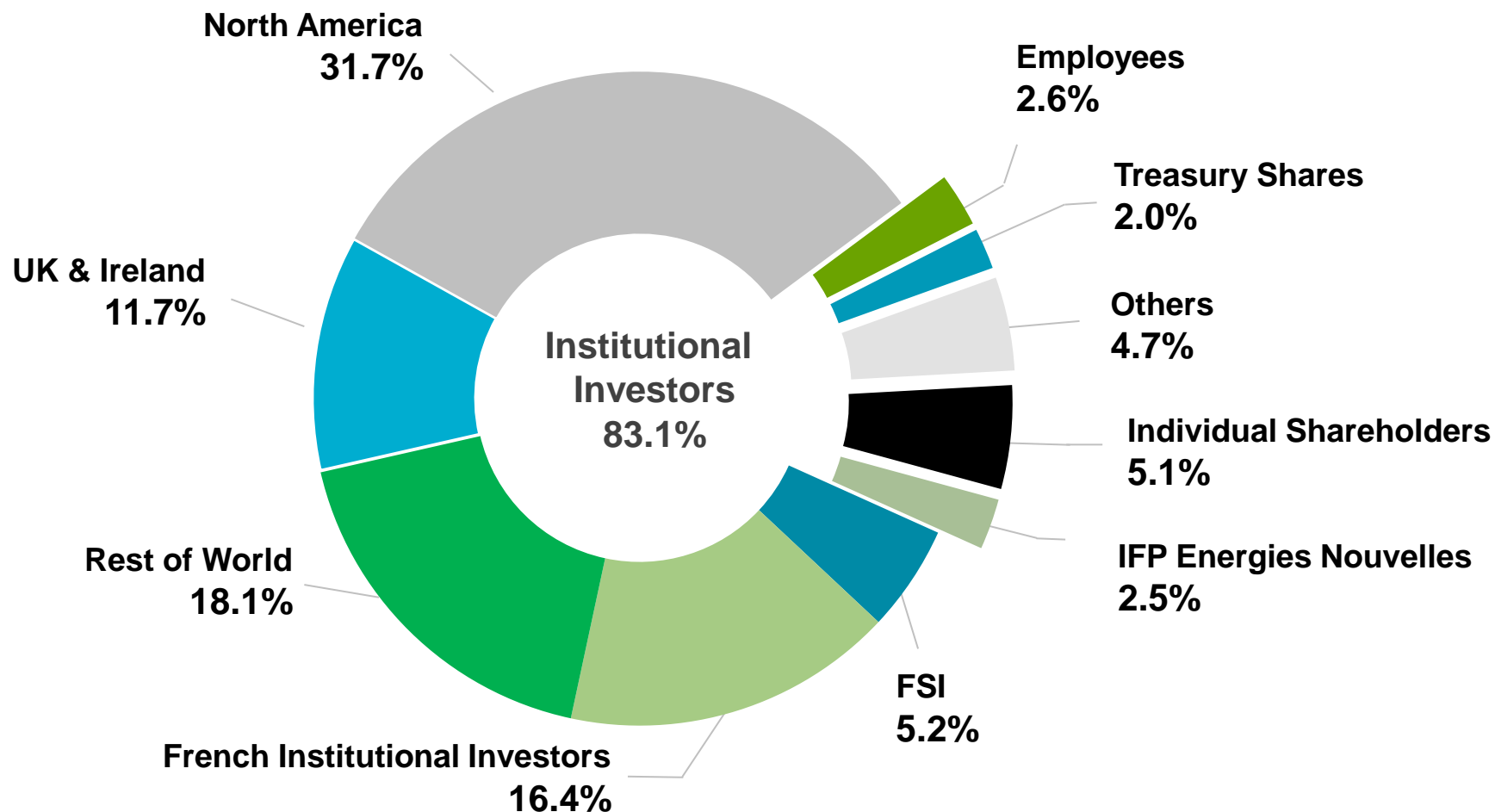
# Sapinhoá & Lula Nordeste: Flexible Flowlines & Jumpers for the Pre-Salt

- **Flexible flowlines & jumpers supply for Sapinhoá (formerly Guara) & Lula Nordeste (formerly Tupi)**
  - Client: Petrobras
  - Location: Santos Basin pre-salt area at water depth from 2,250 to 2,500 meters
  
- **Confirmation of flexibles as technology of choices for pre-salt**
  - 12km of flowlines & 5km of dynamic jumpers
  - Fabrication in Vitória, Brazil and in Le Trait, France
  - First delivery early 2014





# 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