

Paris, February 25, 2016



# Safe Harbor

Ihis presentation contains both historical and forward-looking statements. These forward-looking statements are not based on historical facts, but rather reflect our current expectations concerning future results and events and generally may be identified by the use of forward-looking words such as "believe", "aim", "expect", "anticipate", "intend", "foresee", "likely", "should", "planned", "may", "estimates", "potential" or other similar words. Similarly, statements that describe our objectives, plans or goals are or may be forward-looking statements. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from the anticipated results, performance or achievements expressed or implied by these forward-looking statements. Risks that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among other things: our ability to successfully continue to originate and execute large services contracts, and construction and project risks generally, the level of production-related capital expenditure in the oil and gas industry as well as other industries; currency fluctuations; interest rate fluctuations; raw material, especially steel as well as maritime freight price fluctuations; the timing of development of energy resources; armed conflict or political instability in the Arabian-Persian Gulf, Africa or other regions; the strength of competition; control of costs and expenses; the reduced availability of government-sponsored export financing; losses in one or more of our large contracts; U.S. legislation relating to investments in Iran or elsewhere where we seek to do business; changes in tax legislation, rules, regulation or enforcement; intensified price pressure by our competitors; severe weather conditions; our ability to successfully keep pace with technology changes; our ability to attract and retain qualified personnel; the evolution, interpretation and uniform application and enforcement of International Financial Reporting Standards, IFRS, according to which we prepare our financial statements as of January 1, 2005; political and social stability in developing countries; competition; supply chain bottlenecks; the ability of our subcontractors to attract skilled labor; the fact that our operations may cause the discharge of hazardous substances, leading to significant environmental remediation costs; our ability to manage and mitigate logistical challenges due to underdeveloped infrastructure in some countries where we are performing projects.

Some of these risk factors are set forth and discussed in more detail in our Annual Report. Should one of these known or unknown risks materialize, or should our underlying assumptions prove incorrect, our future results could be adversely affected, causing these results to differ materially from those expressed in our forward-looking statements. These factors are not necessarily all of the important factors that could cause our actual results to differ materially from those expressed in any of our forward-looking statements. Other unknown or unpredictable factors also could have material adverse effects on our future results. The forward-looking statements included in this release are made only as of the date of this release. We cannot assure you that projected results or events will be achieved. We do not intend, and do not assume any obligation to update any industry information or forward looking information set forth in this release to reflect subsequent events or circumstances.

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Technip

# **Contents**

- 1. 2015 Operational Highlights
- 2. 2015 Financial Highlights
- 3. Outlook and Prospects



# **2015 Operational Highlights**



# 2015: Delivering on our Priorities

# **Operational Priorities**

- Strong safety performance
- Quality and diversity maintained in order intake
- Restructuring plan on track
- Strong balance sheet
- Final milestones reached on multiple projects
- Strategic alliances and partnerships to reinforce our position

## **Financial Performance**

- Adjusted Revenue
  - Subsea at €5.9 billion
  - Onshore/Offshore at €6.3 billion
- Adjusted OIFRA<sup>(1)</sup>
  - Subsea at €851 million
  - Onshore/Offshore Underlying at €218 million

**Performance in line with expectations** 



# 2015 Order Intake: Quality and Diversity Maintained

## EPC/EPCm projects (Onshore/Offshore)

- FPSO topside, Singapore
- Duslo ammonia plant, Slovakia
- Phu My Fertilizer complex, Vietnam

## Engineering services / Early works

- Liuhua TLP<sup>(1)</sup>, China
- Camisea, Peru
- Browse FLNG, Australia
- MIDOR refinery, Egypt

## EPCI projects (Subsea)

- Amethyst subsea field, US Gulf of Mexico
- Thunder Horse, US Gulf of Mexico
- South Santa Cruz & Barataria fields, US Gulf of Mexico
- Triton FPSO, North Sea
- Glenlivet. North Sea

## Equipment and technology supply

- STAR Refinery, Turkey
- Ethylene plant, Czech Republic
- RAPID<sup>(2)</sup> Hydrogen reformers, *Malaysia*
- PTTGCA Ethane cracker, USA
- CHS Hydrogen plant, USA

## Project Management Consultancy

- Basra refinery, Iraq
- Trans Adriatic Pipeline, Europe

## Flexible & umbilical equipment supply

- Lula Alto, Brazil
- Libra EWT(3), Brazil
- Block 15/06 East Hub, Angola

€7.6 billion order intake showcasing reimbursable work, early involvement, technology and equipment, geographic footprint

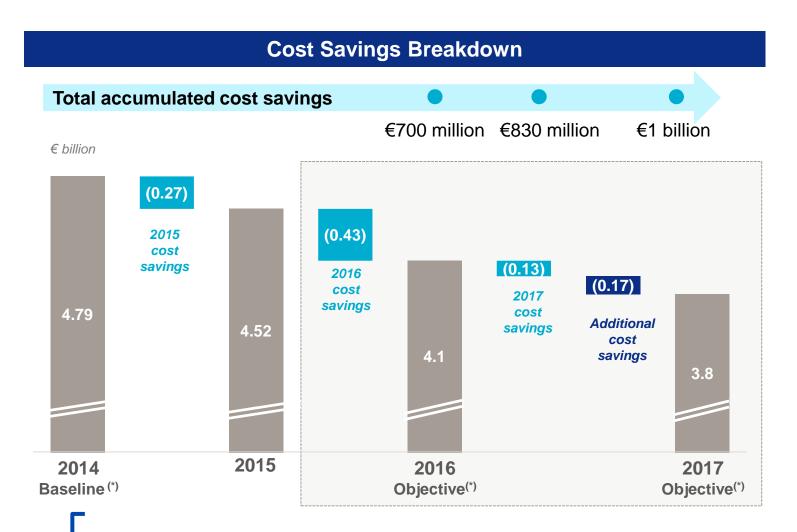


<sup>(1)</sup> Tension Leg Platform

<sup>(2)</sup> Refinery and Petrochemical Integrated Development

<sup>(3)</sup> Extension Well Test

# **Cost Reduction Plan: Delivering and Expanding**



€1 billion cost savings to be delivered in 2017



# **Consolidating our Strong Balance Sheet**

# **2015** Figures<sup>(1)</sup>

Net Cash generated from operations €1,043 million

EBITDA<sup>(2)</sup> €1,292 million

Net Cash Position €1,938 million

Gross Cash €4,501 million

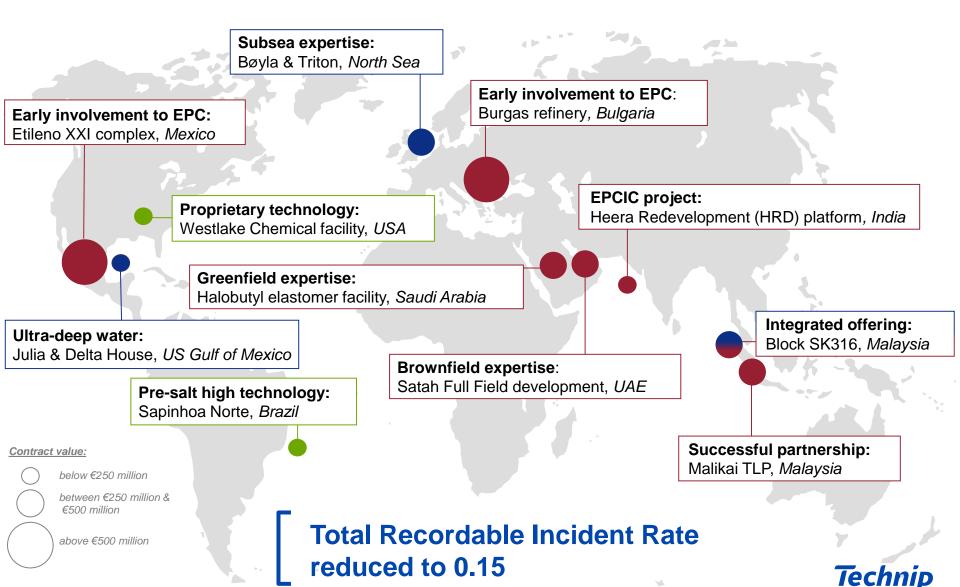
Backlog €17 billion

# **Highlights**

- Positive working capital variation:
   €562 million in FY15
- Net capex reduced to €272 million
- BBB+ rating maintained, outlook stable
- Successful debt renewal through a €375 million synthetic bond, January 2016



# **2015 Final Milestones Reached on Multiple Projects**



# Strategic Alliances and Partnerships to Reinforce our Position



Integrated approach including sub-surface expertise with RPS Group









# **2015 Financial Highlights**



# **P&L Highlights**

€ million	4Q 15 <sup>(1)</sup>	Y-o-Y Change	FY 15 <sup>(1)</sup>	Y-o-Y Change
Revenue	3,118	10.7%	12,209	13.8%
Underlying EBITDA <sup>(2)</sup>	324	1.5%	1,292	16.7%
Underlying EBITDA Margin	10.4%	(95)bp	10.6%	26bp
Underlying OIFRA <sup>(3)</sup>	242	8.2%	987	19.7%
Underlying Operating Margin	7.7%	(18)bp	8.1%	39bp
Underlying Financial Result	(50)	n.a.	(128)	n.a.
Underlying Net income of the Parent Company <sup>(4)</sup>	112	(35.2)%	587	4.0%
Non-current and one-off charges	(52)	n.a.	(654)	n.a.

### Main elements (full year):

- Revenue strongly increased
  - Project progress
  - Foreign exchange impact: +€700 million

- OIFRA<sup>(3)</sup> in line with guidance:
  - Subsea of €851 million
  - Onshore/Offshore Underlying of €218 million
- ~€90 million of interest expense

# **Performance in line with expectations**



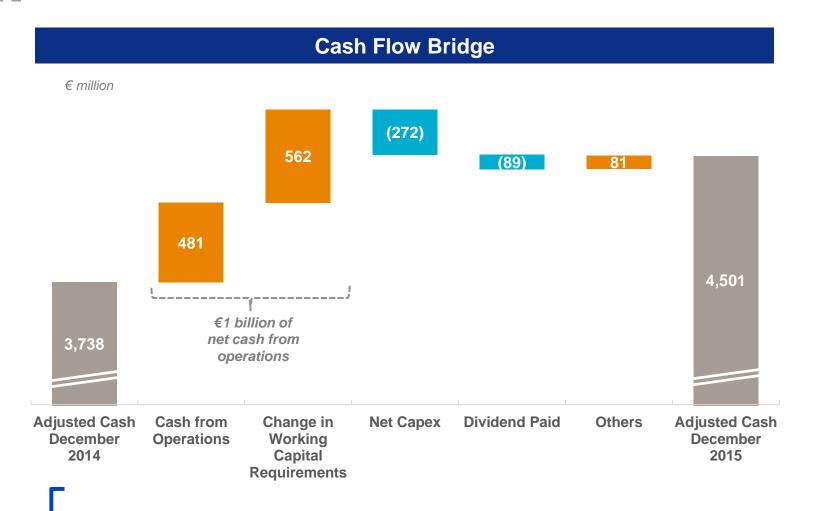
<sup>(1)</sup> Adjusted figures

<sup>(2)</sup> Adjusted OIFRA after Income / (Loss) of Equity Affiliates excluding exceptional items, depreciation and amortization

<sup>(3)</sup> Adjusted OIFRA after Income / (Loss) of Equity Affiliates excluding exceptional items

<sup>(4)</sup> Net Income of the Parent Company excluding exceptional items

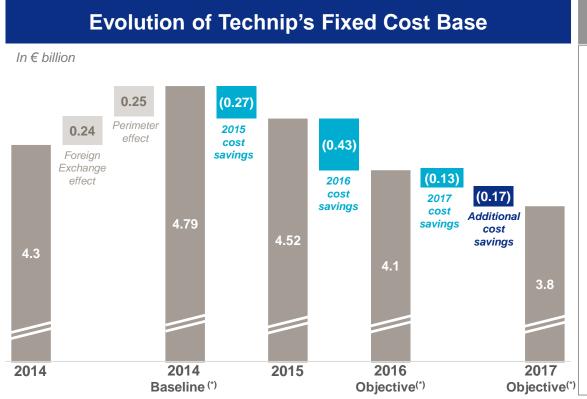
# **Cash Flow Generation**



Adjusted net cash position at year-end: €1,938 million



# **Accelerated Restructuring Plan on Track**



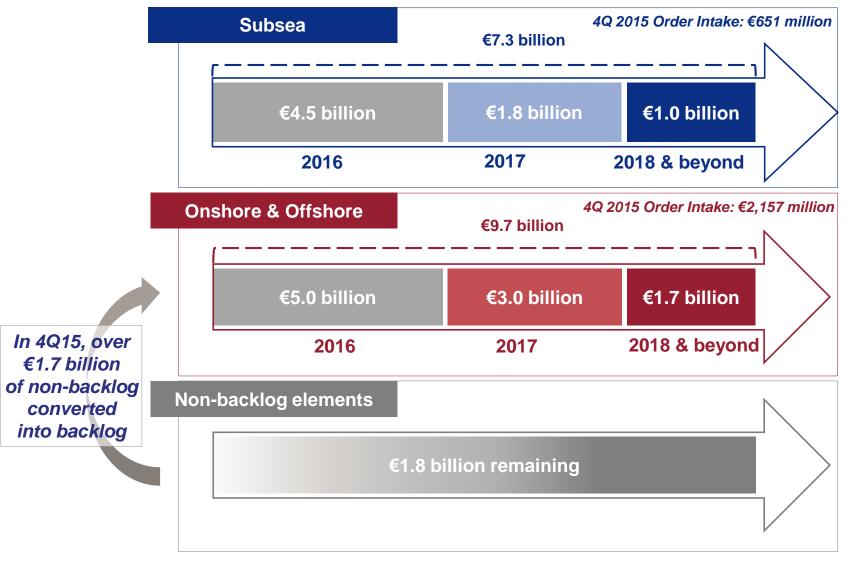
## **2015 Main Elements**

- Exit of some countries through closures or sales on-going
  - Sale of Technip in Belgium and some activities in Germany and in Nigeria
  - Closure of Myanmar office
- Rationalisation of Group footprint and fleet
  - Re-sizing of engineering offices as sale offices
  - Two fully-owned vessels and one charter less
- In 2015, Group workforce fell by ~4,000 to reach ~34,400

First positive effects of restructuring plan already impacting 2015 cost base



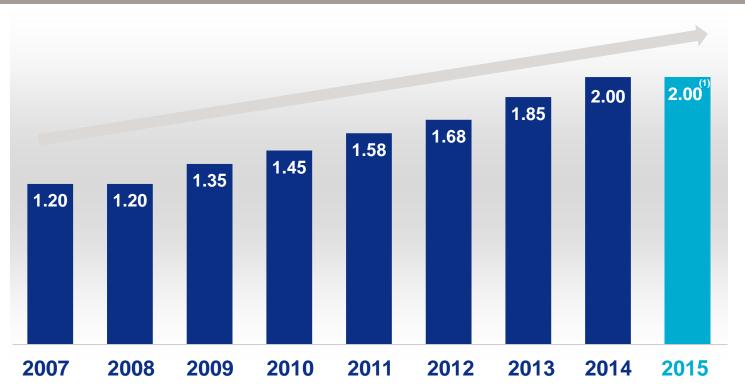
# **Estimated Backlog Scheduling**





# **Dividend Maintained at €2.00 per Share**

# **Dividend per share (€)**



Scrip alternative will be proposed, as in 2015



# **2016 Objectives**

## Subsea

- Adjusted revenue between €4.7 and €5.0 billion
- Adjusted operating income from recurring activities<sup>(1)</sup> between €640 and €680 million

## **Onshore / Offshore**

- Adjusted revenue between €5.7 and €6.0 billion
- Adjusted operating income from recurring activities<sup>(1)</sup> between €240 and €280 million



# **Outlook and Prospects**



# Market Outlook: The Downturn Will Lead to Fundamental Industry Change

## 2016 and 2017 Outlook

- New project investments continue to be pushed back by low and/or volatile oil price
- Slower offshore investments due to supply-side uncertainties
- Clients focus on restructuring and completing current projects
- Prove-out of structural cost reduction models with growth in front-end work
- Profitable downstream means more resilient investment

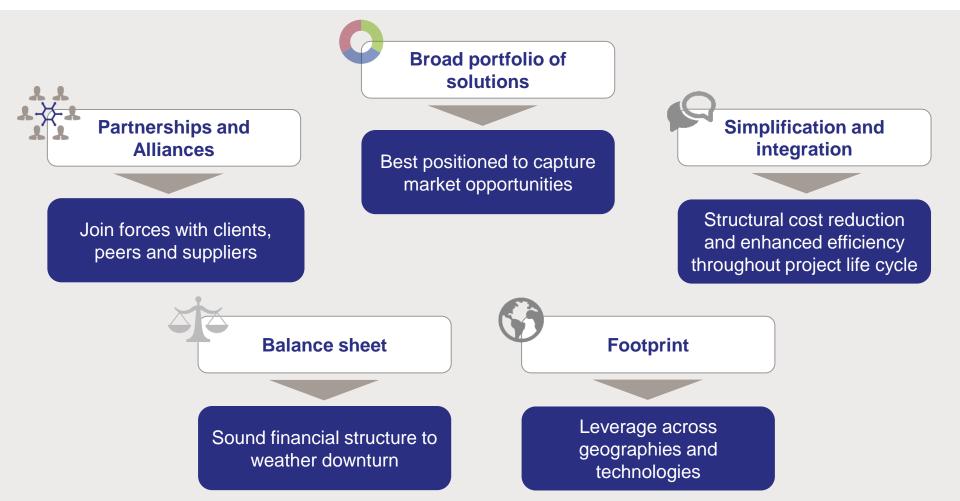
# **New Industry Paradigm**

- Emergence of **integrated groups** of service companies able to provide full-field development expertise
- Change in asset intensity and commoditization of some asset classes
- Technology critical in design and operation phases
- Strong project execution experience will have even more importance

Technip well positioned for the new industry paradigm



# **Technip Order Intake Drivers**





# **Making Subsea Developments Economic** in a Low Oil Price Environment





## Joint R&D efforts

- Expand technology with our clients
- Sustain R&D efforts





- From subsea to topside
- From concept to full project execution











- Accelerate time to first oil
- Eliminate conflicts between equipment design and fleet capabilities
- Enhance field production



Supply chain

Engage early with

suppliers

Leverage on cost deflation

Standardize and optimize manufacturing operations

# Capturing Downstream Market Resilience in 2016 and 2017



Greenfield and brownfield expertise

Design to full EPC<sup>(2)</sup> track record

Technology alliances

Improving Performance

Geographic footprint

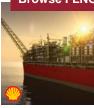
ECA<sup>(1)</sup> & project financing capabilities

### MIDOR refinery, Egypt



- Modernization and expansion EPC
- Involvement since refinery construction in the 1990's
- Direct FEED award leading to EPC
- Technip helped arrange ECA<sup>(1)</sup> and project financing

### Browse FLNG, Australia



- Early works with EPC pre-signed
- Capitalize on long-term relationship with Shell
- Build on lessons learnt with Prelude FLNG project

### Duslo, Slovakia



- Medium-sized fertilizer EPC
- Leveraging on longlasting technology cooperation with Haldor Topsoe



<sup>(1)</sup> Export Credit Agency
(2) Engineering, Procurement, Construction

# **Building a Broad-Based Oilfield Services and Equipment Company**

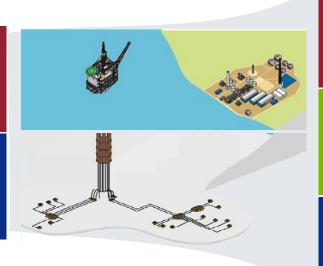


From an EPC(I) Company ...

... to an Integrated Oilfield Services and Equipment Company

Onshore/ Offshore EPC

Subsea EPCI



Onshore/ Offshore Projects

Technology, Equipment & Consulting

> Subsea Projects

## Unique E&C footprint

- 60 years of complex greenfield and brownfield developments
- Long-term relationship with clients
- Turnkey integrated offer from early studies to EPC

## **Expertise throughout project life-cycle**

- Proprietary technologies, equipment and licensing
- Early involvement from FEED<sup>(1)</sup> to life-of-field / IMR<sup>(2)</sup>
- Conceptual and Project Management consultancy

## Broad execution capabilities

- Infield and export capabilities
- Modern, differentiated, rightsized fleet
- Integrated model: technology, engineering, URF<sup>(3)</sup> and fleet



<sup>(1)</sup> Front-end Engineering and Design

<sup>(2)</sup> Inspection, Maintenance and Repair

<sup>(3)</sup> Umbilicals. Risers and Flowlines

# **Growing in Technology, Equipment and Consulting**



## How we built these businesses

### **Partnerships**

- FMC Technologies
- RPS Group
- Sasol GTL<sup>(3)</sup>
- Badger ExxonMobil
- PTA Alliance BP

### **Acquisitions**

- Stone & Webster Process Technology
- Zimmer
- Marine Offshore

### **Capex**

- Asiaflex plant
- Açu plant
- Le Trait upgrade
- Newcastle upgrade
- Brazilian PLSVs

### R&D

- Sustained investments in 2015: €86 million
- Innovation Technology Centers in France and Brazil

## **Financials**

2015 Revenue<sup>(1)</sup>:

~€2,600 million

2015 EBITDA<sup>(2)</sup>:

~€380 million

# What they bring

A competitive differentiation in winning EPC(I) projects

An alternative to EPC(I) projects

Added-value throughout the project life-cycle

Different risk profile

Enabling technologies to unlock complex/marginal field developments





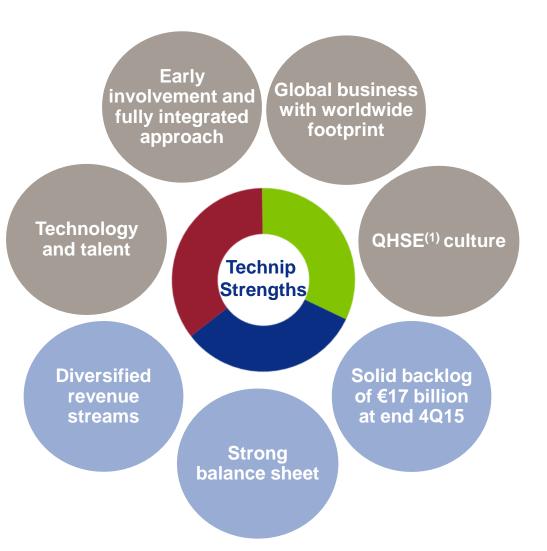


<sup>(1)</sup> Adjusted revenue

<sup>(2)</sup> Adjusted Operating Income from Recurring Activities after Income/(loss) of Equity Affiliates excluding Depreciation and Amortization (3) Gas-To-Liquids

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# Leveraging Technip's Strengths in a Challenging Environment



# **Technip Priorities**

- Executing projects safely with discipline and improved efficiency
- Broadening offer to reduce client project costs and best position ourselves across the value chain
- Reducing further our cost base and increasing our competitiveness
- Seizing opportunities in targeted markets
- Continuing to invest in technology, equipment and consulting
- Creating long-term value for our stakeholders



# Annex



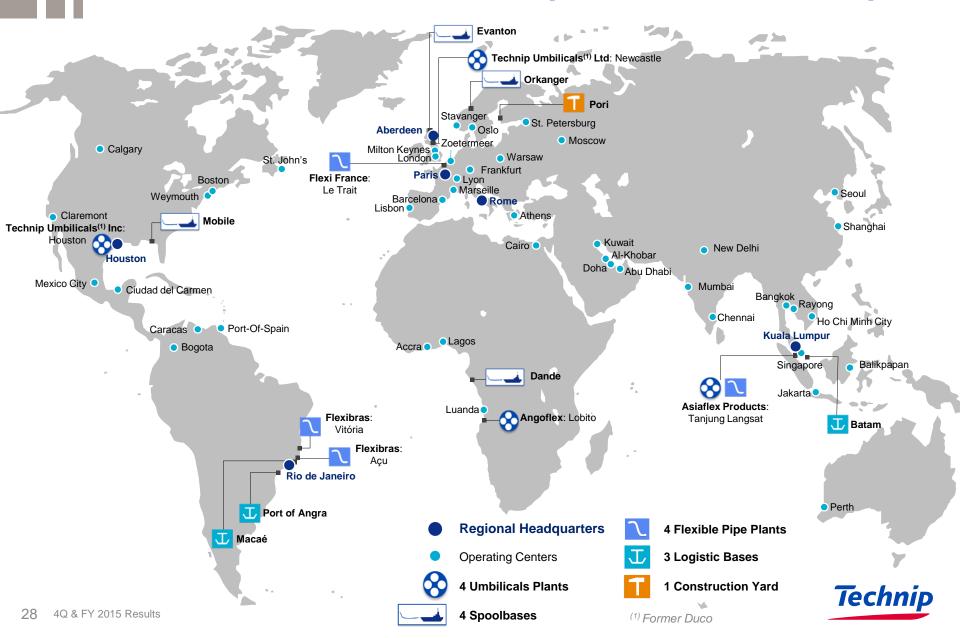
# Technip: World Leader Bringing Innovative Solutions to the Energy Industry

- A world leader in project management, engineering and construction for oil & gas, chemicals and energy companies
- Services provided to clients in segments: Onshore/Offshore and Subsea
- ~34,400 people in 45 countries
- 2015 Adjusted Revenue: €12 billion; Adjusted OIFRA(\*): €802 million

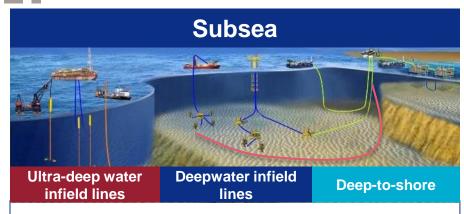




# **Global Business with Unique Worldwide Footprint**



# **Complementary Business Segments**



## 2015 Adjusted

Revenue: €5,876 million

Operating Income<sup>(1)</sup>: €851 million

Positive capital employed

### Segment activity / Know-how

- Subsea field architecture & integrated subsea design
- Manufacturing, Spooling & Installation pipelines
- Project management: engineering, procurement, construction, logistics and installation using our high-end fleet

### Key differentiators

- Proprietary pipe technologies (rigid & flexible)
- Leading industrial plants and operational facilities
- Alliances with industry leading partners

# **Onshore/Offshore**



## 2015 Adjusted

Revenue: €6,333 million

Underlying Operating Income<sup>(2)</sup>: €218 million

**Negative capital employed** 

### Segment activity / Know-how

- Preliminary studies to detail design
- Project management: engineering, procurement, construction
- Technology supply and project management

## Key differentiators

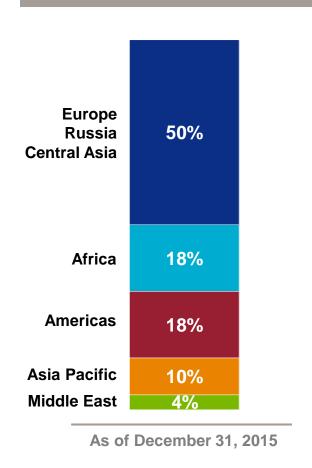
- High added-value process design skills
- Proficiency in design of all platform types
- Proprietary technology, know-how and license partners

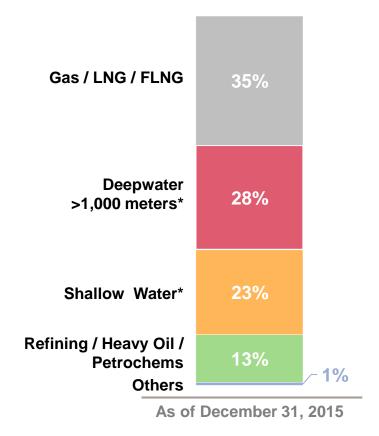
# Two contrasting business cycles and financial models



# Worldwide Presence across Multiple Markets Addressing all Clients

# Backlog of €17 billion diversified by geography and by market split





<sup>\*</sup> Includes subsea & offshore

# Pursue a Balance of Contract Sizes<sup>(1)</sup>

### Subsea

# • €7.3 billion backlog

## Largest projects:

- Kaombo, Angola
- Moho Nord, Congo
- Jangkrik, Indonesia

# 14 projects in €100 - 500 million

- Block 15/06, Angola
- Mariscal Sucre Dragon APS, Venezuela
- Lapa NE, Brazil
- Lula Alto, Brazil
- T.E.N., Ghana
- Edradour, Scotland

# ~40 projects in €10 - 100 million

- Odd Job field, US Gulf of Mexico
- Layang field, Malaysia

### **Onshore & Offshore**

## ■ €9.7 billion backlog

## Largest projects:

- Yamal LNG, Russia
- Umm Lulu offshore facilities, UAE

## 9 projects in €100 - 300 million

- Sasol ethane cracker EPCm, USA
- Duslo Ammonia plant, Slovakia
- Martin Linge platform, Norway
- Juniper field, Trinidad & Tobago
- Unipetrol pol, Czech Republic

# ~28 projects in €10 - 100 million

- Browse FLNG early works, Australia
- Air Products Hydrogen Plant, USA
- Phu My Ammonia plant, Vietnam



# **Adjusted Consolidated Statement of Financial Position**

€ million	December 31, 2014	December 31, 2015
Fixed Assets	6,414.2	6,507.9
Construction Contracts – Amounts in Assets	756.3	652.0
Other Assets	3,691.2	3,874.7
Cash & Cash Equivalents	3,738.3	4,501.4
Total Assets	14,600.0	15,536.0
Shareholders' Equity	4,375.2	4,544.9
Construction Contracts – Amounts in Liabilities	2,258.2	2,308.2
Financial Debts	2,613.0	2,563.1
Other Liabilities	5,353.6	6,119.8
Total Shareholders' Equity & Liabilities	14,600.0	15,536.0



# **Fully Integrated Business Model**

## **Onshore / Offshore Projects**

# **Technology, Equipment and Consulting**

- Engineering Services
- Engineering Procurement
- Engineering Procurement Construction
- Engineering Procurement & Construction Management
- Maintenance



- Vessel chartering
- Manufacturing
- Project Management Consultancy
- Conceptual studies and FEED
- Life of field conception
- Technologies / Licensing

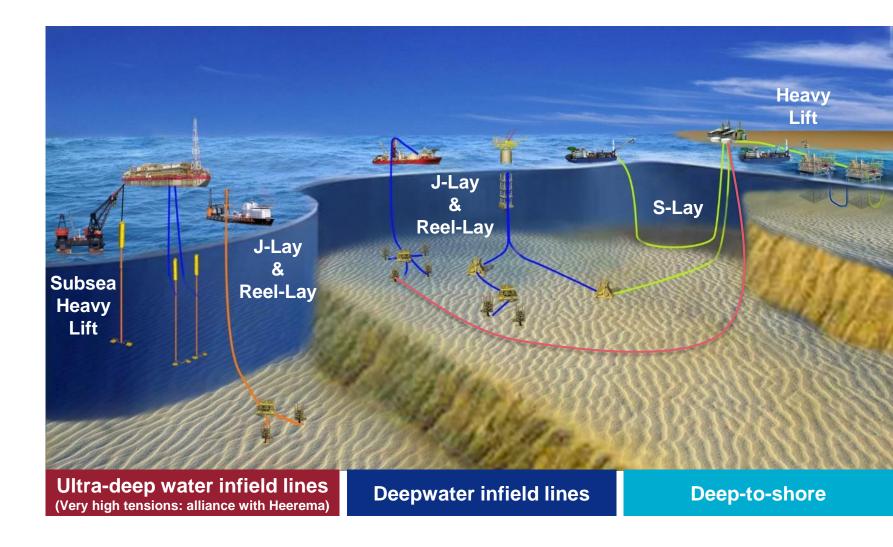
## **Subsea Projects**

- Engineering Procurement Construction
- Engineering Procurement Construction Installation, using Technip vessels
- Inspection Repair Maintenance



# **Very Broad Execution Capabilities in Subsea**







# **Broader Integrated Subsea Solutions at Conceptual Stage**





Providing independent subsea architecture development and component selection



## **Subsea Field Architecture**

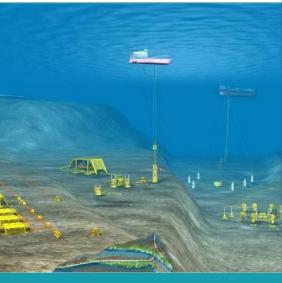
- Pre-FEED and FEED
- Offshore field development studies
- Innovative technology solutions for platform and subsea challenges



Integrating Technip subsea proprietary technologies and offshore platform know-how with third party processing equipment to provide innovative development



Improving equipment and installation converge in subsea architecture



# **Integrated Subsea Design**

- Integrated concept selection phase of FEED, combining industry-leading technologies
- Innovative technology solutions from Subsea Tree to Floater



# Reinforce Welding Activities to Strengthen Differentiating Technology



## Technip's Spoolbases







Technip's S-lay







- Develop leading-edge pipeline welding technologies and adapt upfront capabilities to meet project challenges (ie. high corrosion, high strength steel applications, etc)
- Improve operational performance through enhanced production and reliability (faster welding system, zero repair rate objective)
- Increase spoolbases' profitability and competitiveness through improved schedule and stricter control of welding activities (fully automated equipment, harmonization of methods)

# Technip / Serimax strategic partnership in January 2016

- Includes exclusive arrangements in the Reel-lay welding pipeline segment as well as R&D related programs
- Combination of expertise and deployment of the Serimax welding technology at Technip' spoolbases and S-lay vessels





### High Performing Fleet<sup>(1)</sup> Per Type of Vessel



Flexible Lay & Construction

9 vessels

Deep Orient

Deep Pioneer

North Sea Atlantic

North Sea Giant

Skandi Africa

Coral Do Atlantico

Estrela Do Mar

Skandi Niteroi

Skandi Vitoria







Diving Multi Support Vessel

5 vessels

Deep Arctic

→ Wellservicer

Orelia

Skandi Achiever

Olympic Challenger



S-Lay Heavy Lift

2 vessels

→ Global 1200

→ Global 1201



Rigid Reel Lay & J-Lay

3 vessels

→ Apache II

→ Deep Blue

Deep Energy





Wholly-owned/controlled



Jointly-owned



Leased



<sup>(2)</sup> Photo by Bjørn Ottosen, courtesy of North Sea Shipping



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### **Flexibility in Fleet Management**



W-not		2013	2014	2015	2016-2017
	New		 	+1 (Deep Arctic)	+1 (Deep Explorer)
	Divested		-8	-2	-2
	Wholly-owned	d 19 📥	11 🛶	10	9 🛶
	New		 	 	     +4
	Divested			 	
	Jointly-owned	3	5 🛶	4 🛶	8 🛶
	New		; 	+1 (Skandi Africa)	 
	Divested		i -1	-1	0-2
	Leased	5 📥	5 📥	5 📥	3-5
	Under Construction	9	6	5	0
	Total Fleet	36	27	24	20-22

## Subsea: Multiple Projects Filling Plant & Assets Utilization



What we do	Example of on-going EPCI projects		
Frontier Projects Ultra-deep water	<ul><li>Stones, GoM</li><li>Odd Job, GoM</li></ul>		
First Class Partnerships Heerema alliance	<ul> <li>TEN, Ghana (with subsect 7)</li> <li>Kaombo, Angola (Alliance with HEERENA)</li> </ul>		
Vertical integration FEED Manufacturing EPC(I)	<ul> <li>Quad 204, Scotland</li> <li>Moho Nord, Congo</li> <li>Juniper, Trinidad and Tobago</li> <li>Jangkrik, Indonesia</li> <li>Edradour, Shetlands</li> </ul>		







### **Onshore/Offshore: Diversified Projects and Worldwide Footprint**



What we do	Example of projects
Gas Monetization  Gas treatment  LNG <sup>(1)</sup> FLNG <sup>(2)</sup> GTL <sup>(3)</sup>	<ul> <li>Prelude FLNG, EPCI, Australia</li> <li>Yamal LNG, EPC, Russia</li> <li>Fengzhen LNG, EP, China</li> <li>Browse FLNG, Engineering Services, Australia</li> </ul>
Refining Hydrogen Clean fuels Heavy oil upgraders	<ul> <li>Burgas Refinery, EPC, Bulgaria</li> <li>RAPID, UIO <sup>(4)</sup>, Malaysia</li> <li>MIDOR Refinery, Early Works, Egypt</li> </ul>
Petrochemicals Ethylene Polyolefins Aromatics Fertilizers	<ul> <li>Braskem Ethylene XXI, EPC, Mexico</li> <li>CPChem Polyethylene plants, EPC, USA</li> <li>Sasol Ethane Cracker, EP&amp;Cm, USA</li> <li>Phu My Ammonia plant, EPC, Vietnam</li> <li>Unipetrol Polyethylene plant, EPC, Czech Republic</li> <li>DUSLO Ammonia plant, EPC, Slovakia</li> </ul>









4Q & FY 2015 Results

<sup>(1)</sup> Liquefied Natural Gas

<sup>(2)</sup> Floating Liquefied Natural Gas

<sup>(3)</sup> Gas-to-Liquids

<sup>(4)</sup> Utilities, Interconnecting and Offsites

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



### Floating Platforms

Semi-Submersible

# **FLNG**

- Leader in FLNG
- Combination of Onshore and Offshore technologies
- Shell Prelude FLNG
- Petronas FI NG 1
- Woodside and Shell Browse FLNG



**FPSO** 

- Delivered some of the world's Designed its own semilargest FPSOs
- Total Akpo FPSO
- Inpex Ichthys FPSO
- Petrobras P58/P62/P70/P76



- submersible platform
- Petrobras P52/P51/P56



Spar

- Leader in Spar design & delivery
- Statoil Aasta Hansteen first Spar within the Arctic Circle
- Shell Perdido: the world's deepest production Spar



**TLP** 

- Delivering our first TLP in Malaysia
- Shell Malikai
- CNOOC Liuhua

### **Fixed Platforms**

### **Conventional Jackets**



- Small and large conventional platforms with topsides installation by heavy lift vessel, floatover or crane
- CTOC Cakerawala and Exxon Mobil East Area both with 18,000t topsides
- RWE Cavendish

### **Gravity Base Substructures** (GBS)



- Designed GBS platforms with floatover topsides
- Petronas Turkmenistan block 1
- Chevron Wheatstone

### **Self-installing Platforms** (TPG 500)



- Designed the 3 largest self-installing TPG 500 production jack-up platforms in the world
- Harding
- Elain
- Shah Deniz

### **Artificial Islands**



- Designed facilities located on artificial islands in the Middle East and shallow water ice-prone areas
- Total Kalamkas Sea Project Concept Study
- Yamal LNG Large onshore modules using offshore concepts







### **Shell Prelude FLNG**



- LNG capacity: 3.6 mtpa
- Field: Prelude, Western Australia

### **Project status:**

- Construction ongoing in Korea
- Hull steel cut in October 2012
- Launched hull in November 2013
- First Topside installed in 2014
- As of 4Q15, integration progressed with turret mooring system and 135 meter flare installed onto hull

### Petronas FLNG 1



- LNG capacity: 1.2 mtpa
- Field: Offshore Malaysia

### **Project status:**

- Construction ongoing in Korea
- Execution started in June 2012
- Hull steel cut in June 2013
- Launched hull on April 7, 2014
- First topside installed September 2014
- All remaining modules and the 135 meter flare lifted onto hull

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



### **Strategy in Practice: Browse FLNG**



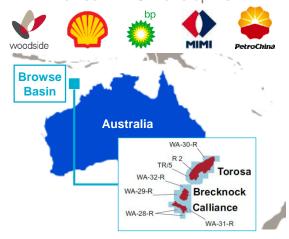
#### **Award Overview**

- Client: Woodside and Shell
- Consortium with Samsung Heavy Industries
- Location: Development of 3 fields: Brecknock, Calliance & Torosa, located 425 kilometers North of Broome, Western Australia
- Scope of work\*:
  - FEED for three FLNG units signed with Shell, then novated to Woodside as operator
  - EPCI of the three FLNG units subject to clients' FID at the end of the FEED
- Early engagement to bring added value for a more cost- and schedule-effective solution
- Links the know-how and expertise for the design and construction gained on Prelude FLNG by our teams

## **Bringing together our unique combination** of expertise from Subsea to Onshore



Browse FLNG Development





### **Yamal LNG Project Progressing Steadily**



#### Yamal, Russia

- 8 modules offloaded and installed
- Erection of the site pre-assembled pipe rack
- On-the-ground construction infrastructures well advanced



### Penglai, China

 Load out and sail away of the first train 1 pipe rack in July 2015

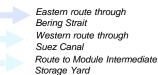




Bering Sea Two vessels navigated through Bering Strait, an industry breakthrough

### Zeebruge, Belgium

 First site pre-assembled pipe rack transshipments through Module Intermediate Storage Yard during winter period



### Batam, Indonesia

 Load out and sail away of 6 electrical buildings in August 2015





### Paris, France Yokohama, Japan

- Engineering train 1 nearing completion
- Train 2 and 3 on-going



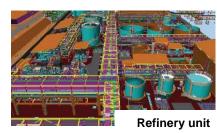
## **Broad Offer of Technology, Equipment and Consulting Solutions**



What we do	Example of on-going projects
Equipment Supply	<ul> <li>Libra and Lula Alto pre-salt flexible supply, Brazil</li> <li>Block 15/06 East Hub umbilical supply, Angola</li> </ul>
Early Involvement	<ul><li>Shell frame-agreement</li><li>Forsys FEEDs</li><li>Genesis</li></ul>
PMC <sup>(1)</sup>	<ul> <li>RAPID, Malaysia</li> <li>Trans Adriatic Pipeline, European Market</li> <li>Basra Refinery, Iraq</li> </ul>
Technology and Licensing	<ul> <li>Kochi, Hydrogen reformer, India</li> <li>Qingdao plant, EBSM<sup>(2)</sup>, China</li> <li>Sasol Lake Charles Ethane cracker, USA</li> <li>Unipetrol Polyethylene plant, Czech Republic</li> </ul>







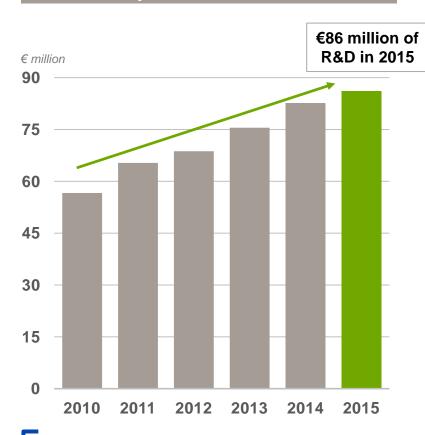
<sup>(2)</sup> Ethylbenzene Styrene Monomer

<sup>(3)</sup> Purified Terephthalic Acid

## Technology Investment: Creates Sustainable Leadership



### **Group R&D Investments**



Technology is a clear differentiator in today's market

### **Examples of Subsea Technologies**

Electrically Trace Heated Pipe-in-Pipe



Al Cable Power
 Umbilical



### **Examples of Process Technologies**

 DIESTA: Dual enhanced heat transfer surfaces for tubes in air fin coolers



Swirl Flow Tube technology





## **Technip's Portfolio of Market Leading Process Technologies**



Product Line	Technologies
Ethylene	Proprietary Technologies for Steam Cracking and Olefin Purification
Hydrogen	Steam Methane Reforming, Syngas and Hydrogen Production
Petrochemicals & Polymers	Polyolefins, Styrenics, Phenolics, Purified Terephthalic Acid
Refining	Fluid Catalytic Cracking, Refinery/Petchem Integration, Master Plan
Gas Monetization	Gas Processing, Cryogenic Fractionation, Liquefaction
Fertilizers	Ammonia/Urea, Phosphoric and Sulfuric Acids
Renewables	Renewable Fuels, Geothermal, Carbon Capture
Metals & Mining	Fluosolids® metal roasting, mixer/settler

- Proprietary technologies
- Best-in-class alliance partners
- Investments in R&D
- "First of a kind" technology
- Global teams of technological experts
- Close integration between technology & project delivery



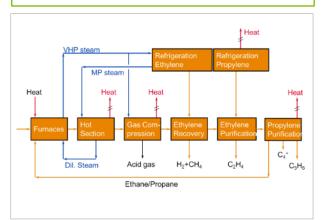


## **Technip Process Technology Diversifies Revenue Streams**



### Offering three types of services

#### 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\*



## Accompanying Clients Along the Entire Life of a Project: Example of RAPID<sup>(1)</sup> in Malaysia



2014 Award: Leverage Technip experience gained on management of large-scale projects and help client achieve cost, schedule and quality objectives throughout the project life

### FEED<sup>(2)</sup>

2012 Award: combining the expertise and the teams of our operating centers in Kuala Lumpur (Malaysia), Paris and Lyon (France) to provide the best technological solution and execution scheme

### **UIO**(4)

2014 Award: Expanding Technip's presence throughout project from EPC to close out phases

### $PMC^{(3)}$

2015 Award: Supply of proprietary steam methane reforming technology for the RAPID complex

**Technology provider** 

### Illustrating Technip's strategy to have diversified revenue streams



<sup>(1)</sup> Refinery and Petrochemical Integrated Development

<sup>(2)</sup> Front-End Engineering and Design

<sup>(3)</sup> Project Management Consultancy

<sup>(4)</sup> Utilities Interconnecting and Offsites

### **Technip: Long Term Partner**<sup>(1)</sup>

#### Serimax

A strategic partnership to invest in joint R&D programs and innovative reel-lay welding solutions to meet the growing technical challenges of projects

#### BP

Long-standing agreement in the purified terephthalic acid domain. Also the exclusive provider of the Inside Battery Limit FEED to BP for third-party licensing

#### COOEC

Combines the know-how, technical resources, complementary assets, commercial and financial capabilities of both companies to target deepwater EPCI SURF projects in China

#### ExxonMobil

Creation of a JV. Badger Licensing LLC to offer technology in the area of phenolics to produce cumene and bisphenol-A (BPA) and in the area of styrenics to produce ethylbenzene and styrene

#### FMC Technologies

Agreement to form an exclusive alliance and to launch Forsys Subsea, a 50/50 joint venture that will unite the skills and capabilities of two subsea industry leaders





#### Heerema

Alliance through combination of unique assets and engineering resources to help clients best address the fast growing subsea ultra-deepwater market

#### HQC

Two joint ventures to improve access to the European and Chinese procurement markets

#### MMHE

Long-term strategic collaboration to work jointly on onshore and offshore projects, designing and building offshore platforms, exchanging expertise and developing technology

#### Sasol

Front-end engineering services for future Sasol GTL projects

#### Shell

Agreement to enhance collaboration on the design, engineering, procurement, construction and installation of future FLNG facilities

#### Air Products

20-year milestone of the longest and most productive global hydrogen alliance supporting the oil and gas industry



### **Technip in Africa**

#### **Assets & Activities**

- 1st office founded in 1995
- Engineering & project management centers
- Spoolbase: Dande, Angola
- Umbilical manufacturing plant: Angoflex, Lobito, Angola
- Strong national content
- Ultra-deep water projects requiring technical innovation

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





Angoflex, Lobito





Dande spoolbase, Angola



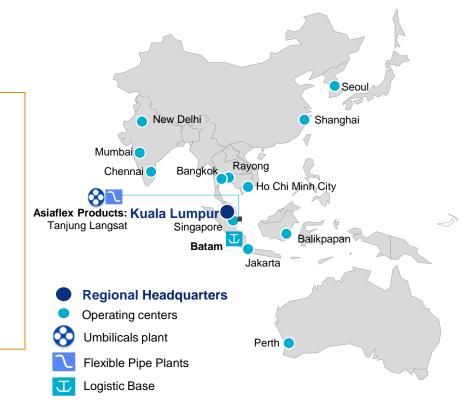


### **Technip in Asia Pacific**

#### **Assets & Activities**

- Founded in 1982
- Successful partnerships and alliances with COOEC, HQC & MMHE
- Engineering & project management centers
- Flexible/umbilical manufacturing plant: Asiaflex,
   Tanjung Langsat, Malaysia, 1st and only one in Asia
- Logistic base: Batam, Indonesia
- Fabrication yard: MHB<sup>(1)</sup>, Malaysia, with solid platform track record
- Vessels: G1201<sup>(2)</sup>, Deep Orient

- Prelude FLNG, Australia
- Wheatstone, Australia
- Block SK 316, Malaysia
- Jangkrik, Indonesia
- RAPID, Malaysia
- Bangka, Indonesia
- Phu My Ammonia plant, Vietnam
- Browse FLNG FEED, Australia
- Layang, Malaysia





Prelude FLNG, Australia



Asiaflex, Malaysia



### **Technip in Middle East**

### **Assets & Activities**

- Founded in 1984
- Engineering & project management centers
- Wide range of services: from conceptual and feasibility studies to lump-sum turnkey projects
- Construction methods center & supervision hub

- Halobutyl elastomer plant, Saudi Arabia
- Umm Lulu package 2, UAE
- FMB platform, Qatar
- Nasr Phase II Full Field Development, UAE
- Basra Refinery Upgrading Project, Iraq
- STAR Reformer Supply, Turkey









Abu Dhabi, UAE



Yemen LNG, Yemen



### Technip in North America<sup>(1)</sup>

### **Assets & Activities**

- Founded in 1971
- **Engineering & project management centers with** Subsea, and Onshore/Offshore capabilities
- **Spoolbase** 
  - Mobile, Alabama
- **Umbilicals plant** 
  - Technip Umbilicals Inc, Channelview, Texas
- Vessels: Deep Blue

- Sasol ethane cracker, Louisiana, USA
- CPChem, Polyethylene Plants, Texas, USA
- Juniper, Trinidad and Tobago
- Blind Faith 2, US Gulf of Mexico
- Odd Job Deepwater Project, US Gulf of Mexico
- CHS Laurel Hydrogen Plant, Montana, USA
- South Santa Cruz and Barataria, US Gulf of Mexico









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

### **Assets & Activities**

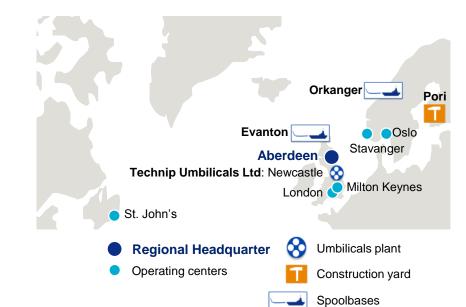
- 1st office founded in 1978
- Engineering & project management centers
- Spoolbases
  - Orkanger, Norway
  - Evanton, Scotland
- Steel tube/thermoplastic umbilical plant
  - Technip Umbilicals Ltd, Newcastle, UK
- Yard: Pori, Finland, specialized in Spar platforms fabrication
- Vessels:











- Åsgard Subsea Compression, Norway
- Edradour & Glenlivet, Scotland
- Kraken, Scotland
- Valdemar & Roar Gas Lift, Denmark
- Quad 204, Scotland
- Johan Sverdrup & Oseberg Vestflanken, Norway







### **Technip in Brazil**

### **Assets & Activities**

- Founded in 1977
- **Exceeds national content requirements**
- **Operational discipline**
- Flexible supply expertise
- Wide range of assets:
  - High-end manufacturing plants: Vitória and Acu (world's most technologically advanced plant)
  - 9 Flexible Pipelay vessels (PLSVs) on longterm charters(1)
- Commitment to R&D: taking pre-salt development further
- **Vertical integration:** providing supply chain & logistic solutions



Skandi Vitoria, Brazil





Açu, Brazil









~40 years

Flexibras:

Rio de Janeiro

**Regional Headquarters** 

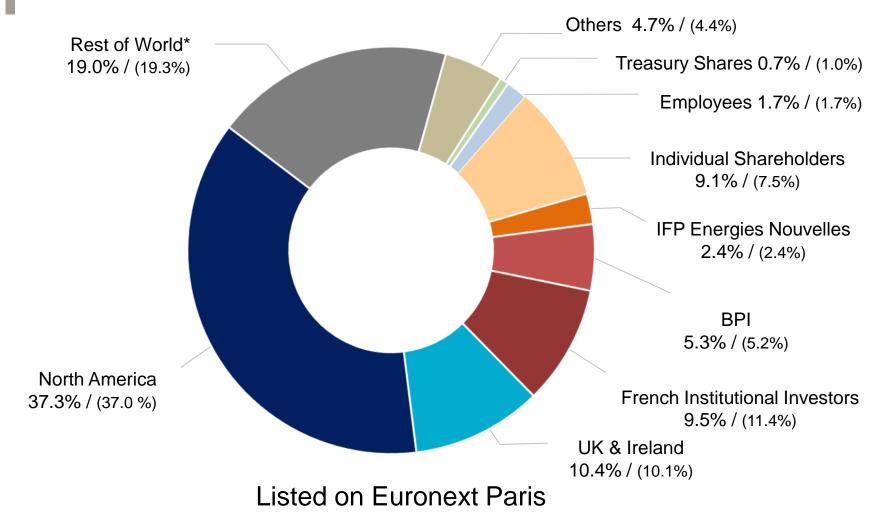
Manufacturing plants (flexible pipelines)

Port and Logistic bases

Macaé

Port of Angra

### **Shareholding Structure, November 2015** (May 2015)



Source: Nasdaq, Shareholder Analysis, November 2015

<sup>\*</sup> Andorra, Australia, Austria, Bahrain, Belgium, China, Croatia, Cyprus, Denmark, Finland, Germany, Greece, Hong Kong SAR, Ireland, Italy, Japan, Korea, Rep. (South), Kuwait, Liechtenstein, Luxembourg, Malaysia, Monaco, Netherlands, Norway, Portugal, Saudi Arabia, Singapore, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan and United Arab Emirates



### **Technip's Share Information**



ISIN: FR0000131708

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

**OTC ADR ISIN: US8785462099** 

**OTCQX: TKPPY** 

### **Convertible Bonds:**

OCEANE 2010 ISIN: FR0010962704 OCEANE 2011 ISIN: FR0011163864



Dow Jones
Sustainability Indices
In Collaboration with Robeco SAM





### Technip has a sponsored Level 1 ADR

Bloomberg ticker: TKPPY

CUSIP: 878546209

OTC ADR ISIN: US8785462099

ADR ratio: 1 ORD: 4 ADRs

### Depositary bank:

Citibank Shareholder Services

### Depositary bank contacts:

ADR broker helpline:

London: +44 207 547 6500

michael.woods@citi.com

New York: +1 212 723 4483

michael.oleary@citi.com

ADR website: <a href="https://www.citiadr.idmanagedsolutions.com/stocks">https://www.citiadr.idmanagedsolutions.com/stocks</a>

Depositary bank's local custodian: Citibank International Limited

