



# First Quarter 2013 Results

Paris, April 25, 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.*

\*\*\*\*

*This presentation does not constitute an offer or invitation to purchase any securities of Technip in the United States or any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration. The information contained in this presentation may not be relied upon in deciding whether or not to acquire Technip securities.*

*This presentation is being furnished to you solely for your information, and it may not be reproduced, redistributed or published, directly or indirectly, in whole or in part, to any other person. Non-compliance with these restrictions may result in the violation of legal restrictions of the United States or of other jurisdictions.*



# First Quarter 2013: Quarter of Strong Order Intake

## Financials

- **Revenue** increased by 14%<sup>(1)</sup>, to €2.0 billion
- **Operating margin**<sup>(2)</sup> at 8.6%
- **Net income** of €116 million
- €14.8 billion **backlog**, with €2.9 billion **order intake**

## Achievements

- New pipelay vessel delivered in March: **Deep Orient**
- Portfolio **diversification** maintained with **technology** and expertise driving order intake across segments:
  - **Moho Nord**: largest subsea EPCI
  - **Sapinhoá & Lula Nordeste**: Flexible flowlines & jumpers for the pre-salt
  - **Mosaic fertilizer**: Downstream petrochemical FEED in North America

<sup>(1)</sup> year-on-year

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

# 1. 1Q 2013 Operational & Financial Highlights





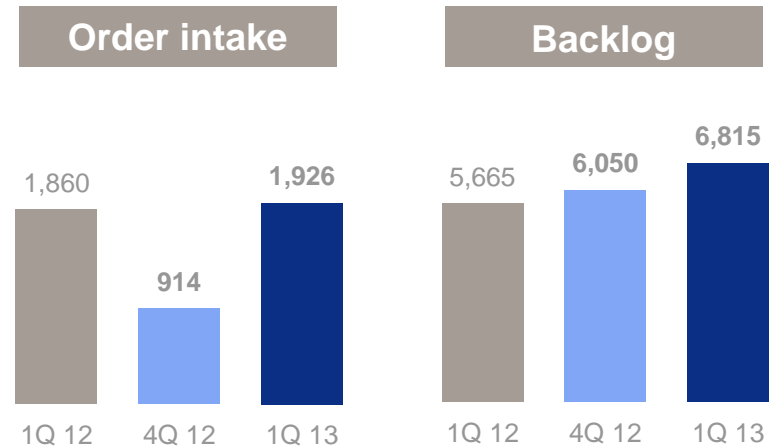


# First Quarter 2013 Order Intake

€ million

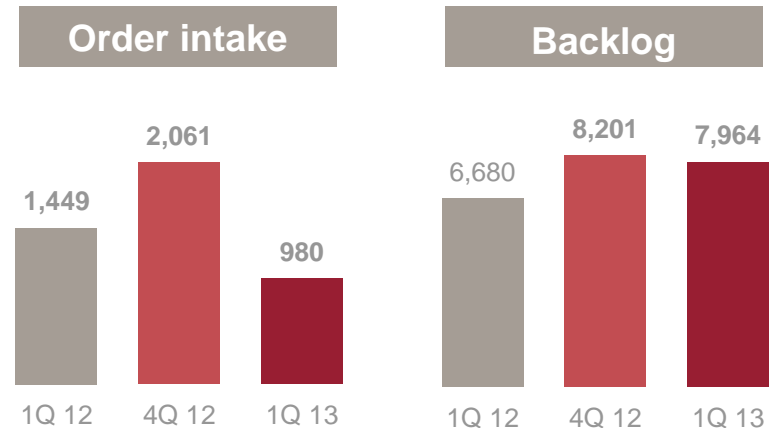
## Subsea

- 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





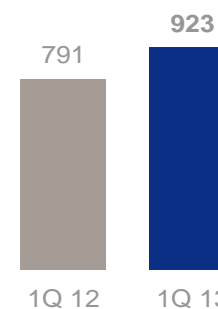
# First Quarter 2013 Subsea Highlights

€ million

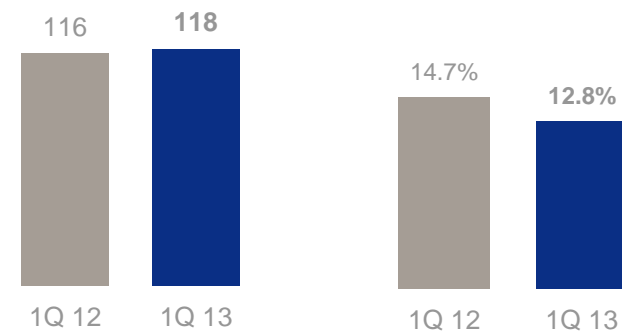
- **Engineering / Procurement ramp-up on large, new projects**
  - Bøyla, Norway
  - Quad 204, UK
  - Wheatstone subsea, Australia
- **2013 offshore operations on-going**
  - Golden Eagle, UK
  - Mariscal Sucre, Venezuela
  - BC-10 phase 2, Brazil
  - Ixtoc / Homol Chuhuk, Mexico
- **Vessel utilization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

## Subsea

### Revenue



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



(1) 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

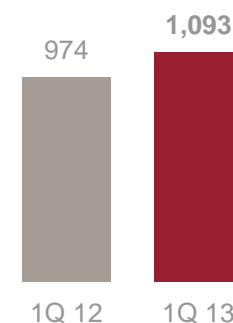
- Burgas refinery, Bulgaria
- Jubail refinery, Saudi Arabia

## ■ Petrochemicals

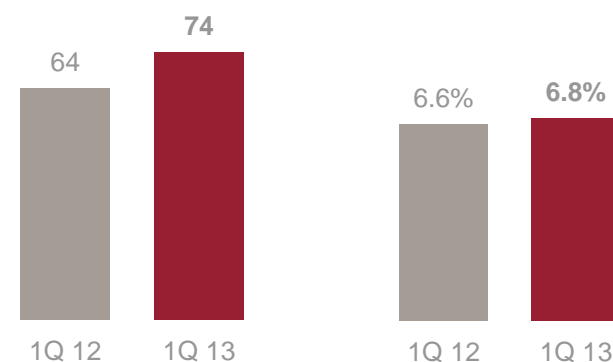
- KEMYA Halobutyl, Saudi Arabia
- Ikra vinyl plant, Russia
- Ethylene XXI, Mexico

## Onshore/Offshore

### Revenue



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



(1) from recurring activities

# 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**

# 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



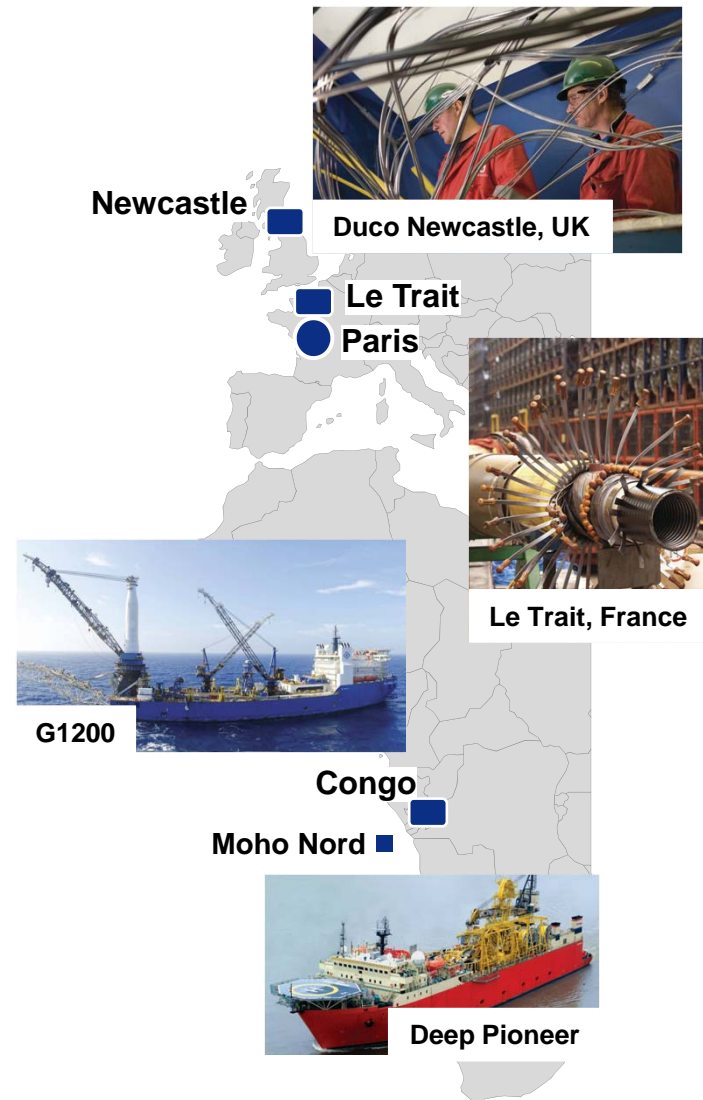
## 2. Key Development & Outlook



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

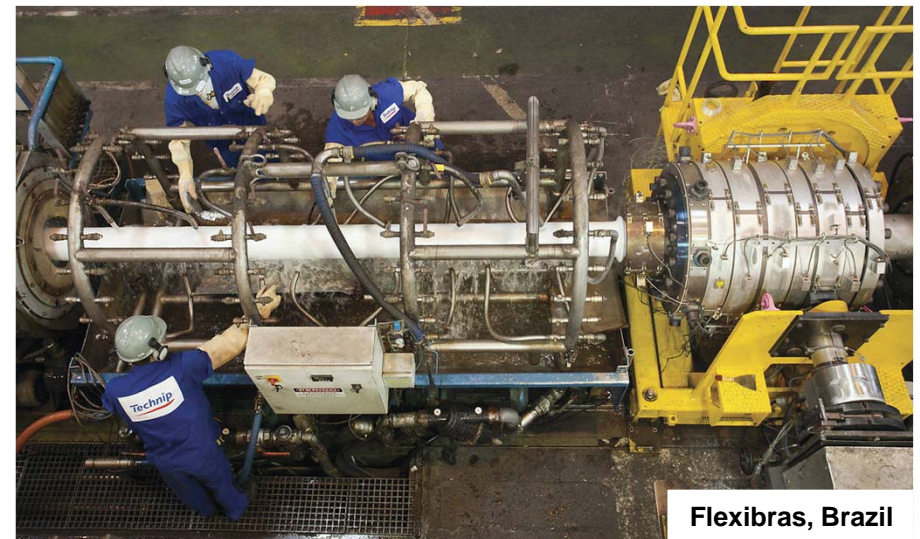
- **Technip's largest subsea EPCI project**
  - Client: Total
  - Offshore Congo from shore to 1,100 meter water depth
  - Offshore campaign to spread over 2014 to 2016
- **Vertically integrated subsea solution**
  - Engineering & project management
  - Flexible & umbilical supply
  - Full spectrum of 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



# 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



# 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**





# 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>

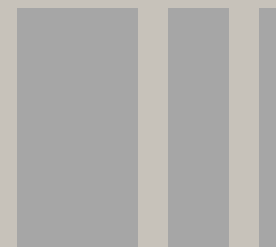
- **Group revenue growing 11% to 16% to between €9.1 and €9.5 billion**
- **Subsea revenue growing to between €4.3 and 4.6 billion, with operating margin<sup>(2)</sup> around 15%**
- **Onshore/Offshore revenue growing to between €4.7 and €5.1 billion, with operating margin<sup>(2)</sup> between 6% and 7%**

<sup>(1)</sup> year-to-date exchange rates

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



## 3. Annex



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

Subsea

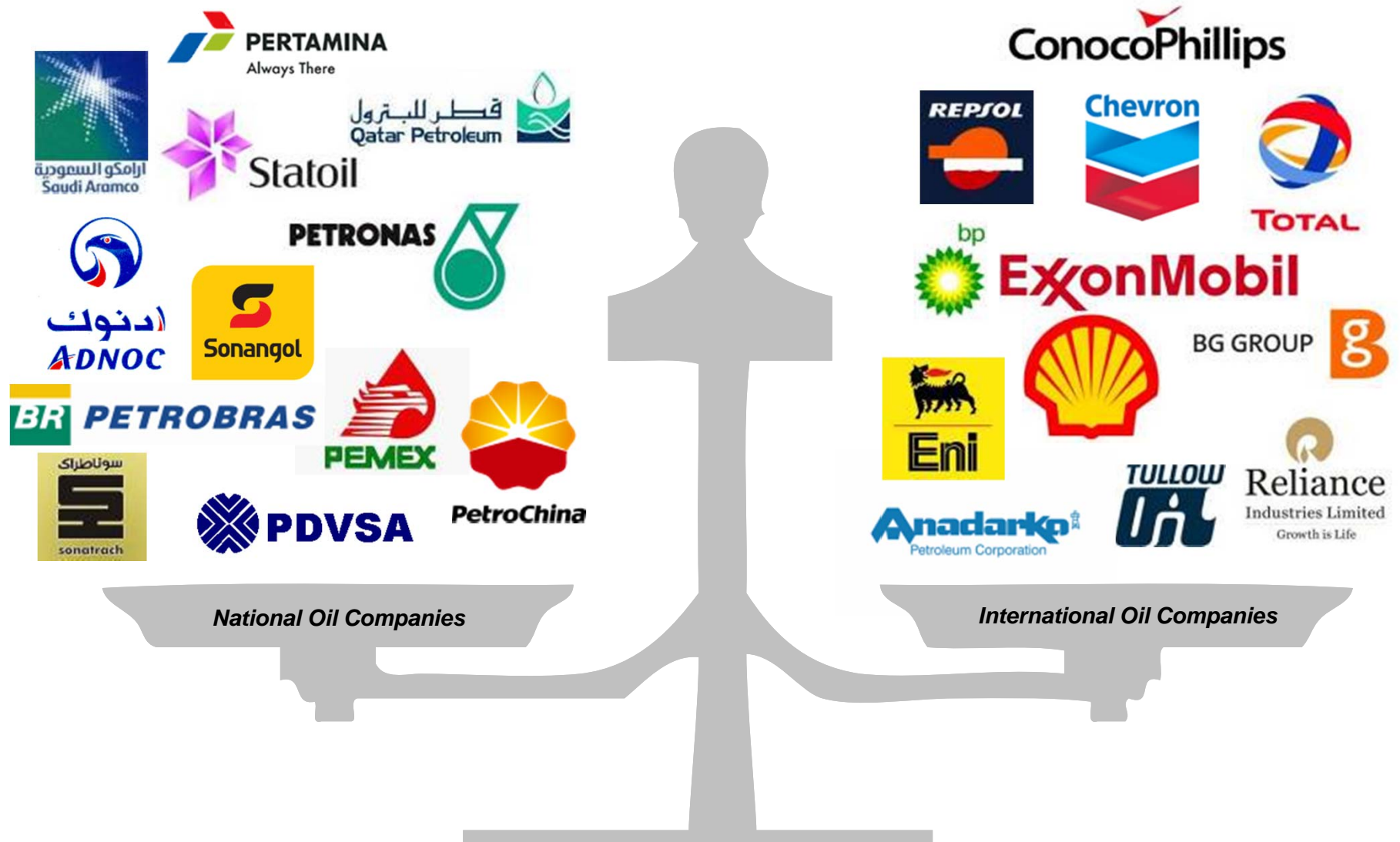


Onshore/Offshore



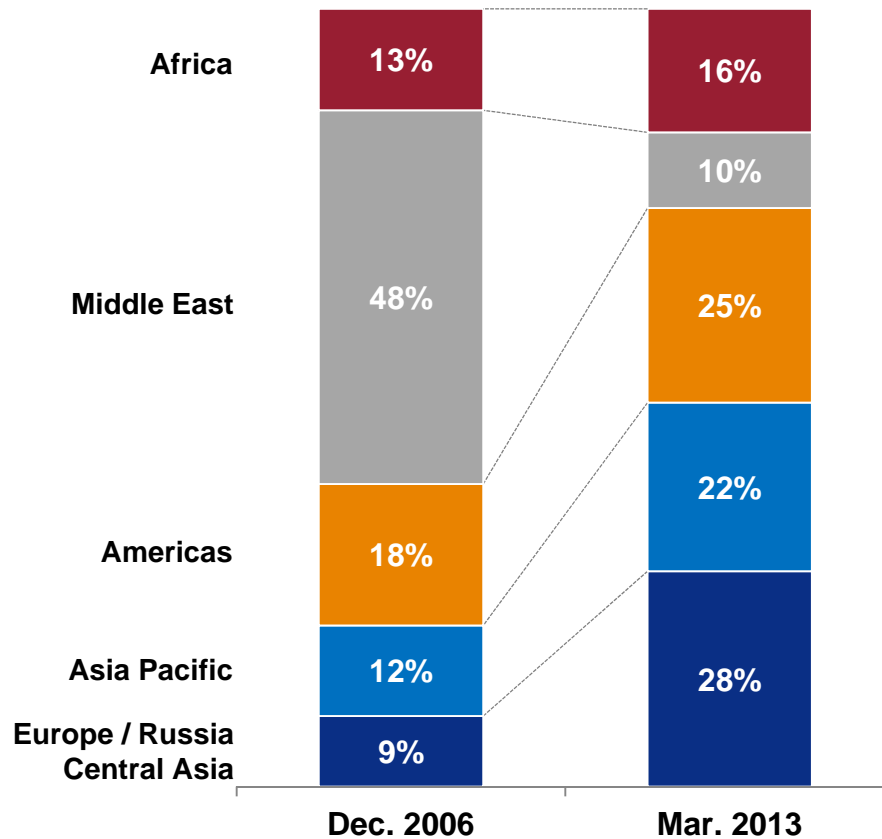
- **Worldwide leadership**
- **Unique vertical integration**
  - R&D
  - Design & Project Management
  - Manufacturing & Spooling
  - Installation
- **First class assets and technologies**
  - Technologically Advanced Manufacturing plants
  - High performing vessels
  - Advanced rigid & flexible pipes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

# Diversified & Balanced Customer Base

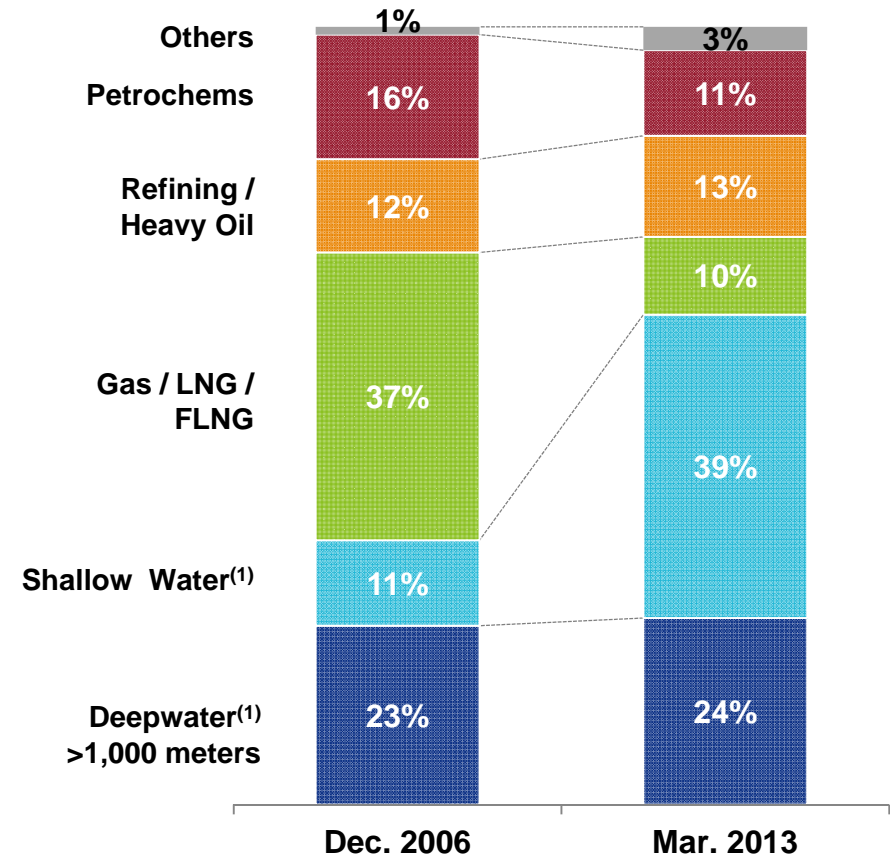


# A Solid Platform for Profitable Growth

## Backlog by Geography



## Backlog by Market Split



*(1) Includes offshore platforms and subsea projects*



# 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



# Consolidated Statement of Financial Position

€ million

|   | Dec. 31,<br>2012<br>Restated <sup>(1)</sup> | Mar. 31,<br>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>  |

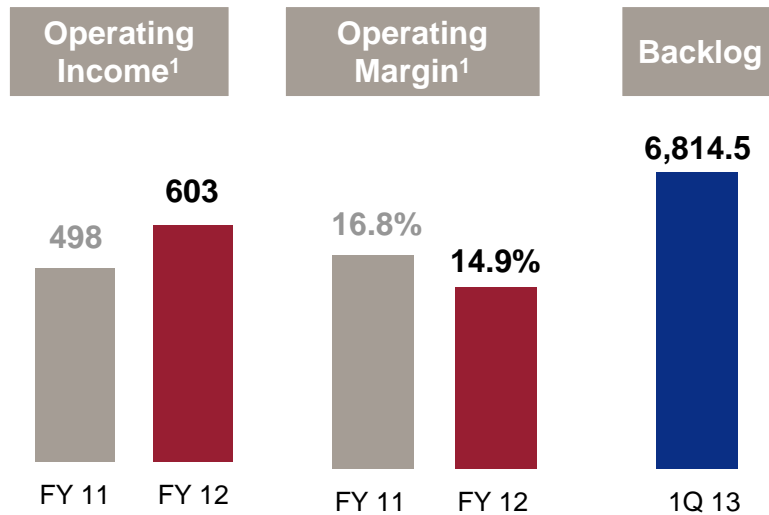
<sup>1</sup> Restated with the impacts from the retrospective application of amended IAS 19 standard "Employee Benefits" as of January 1, 2013



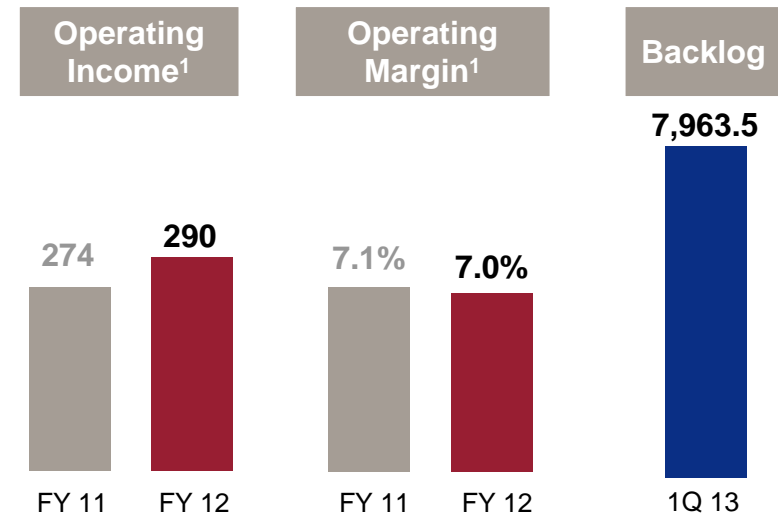
# Two Complementary Business Models Driving Financial Structure and Performance

€ million

## Subsea



## Onshore/Offshore

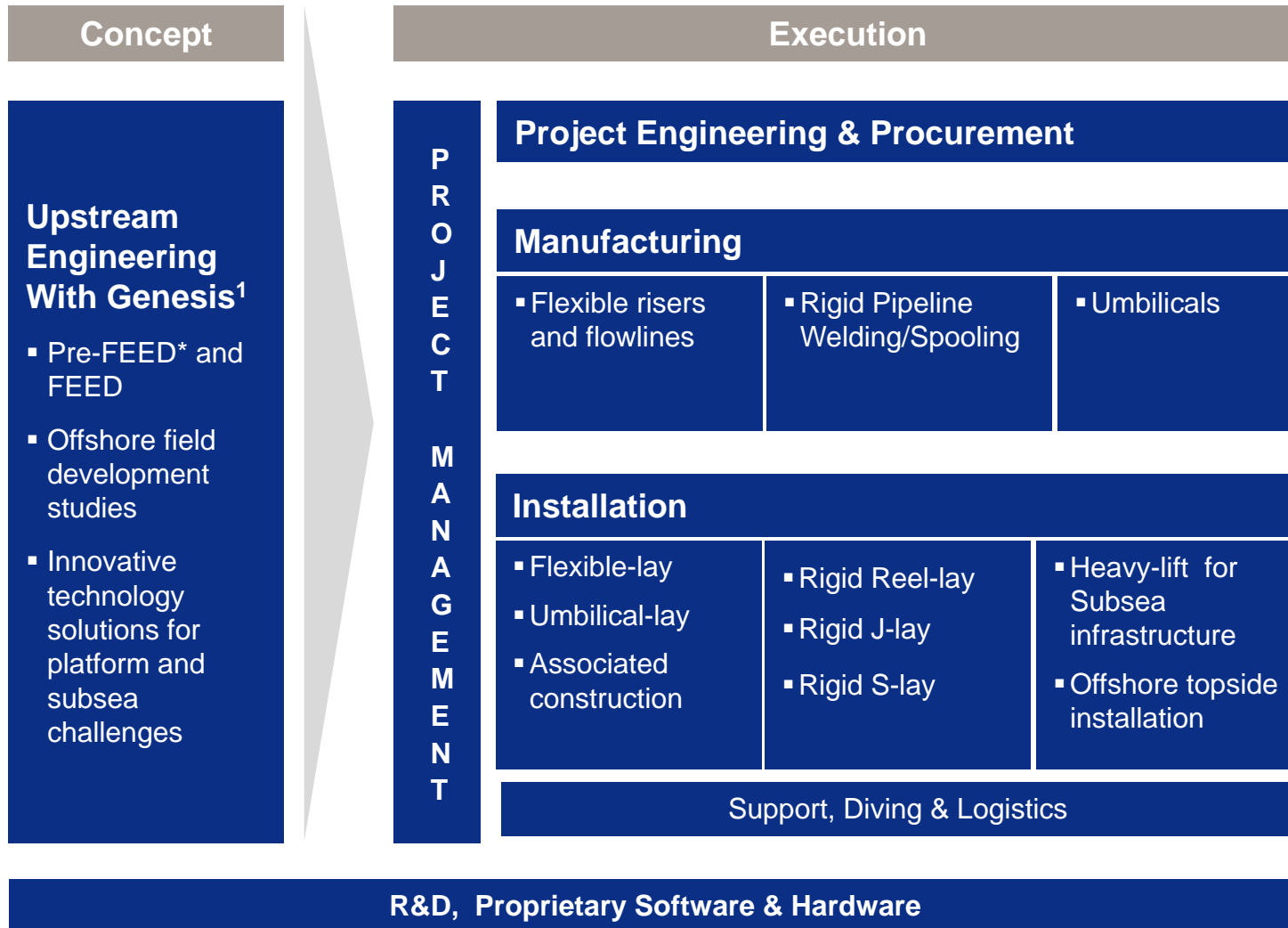


- Capital intensive: fleet and manufacturing units
- Vertical integration from engineering to manufacturing & construction

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

(1) from recurring activities

# 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



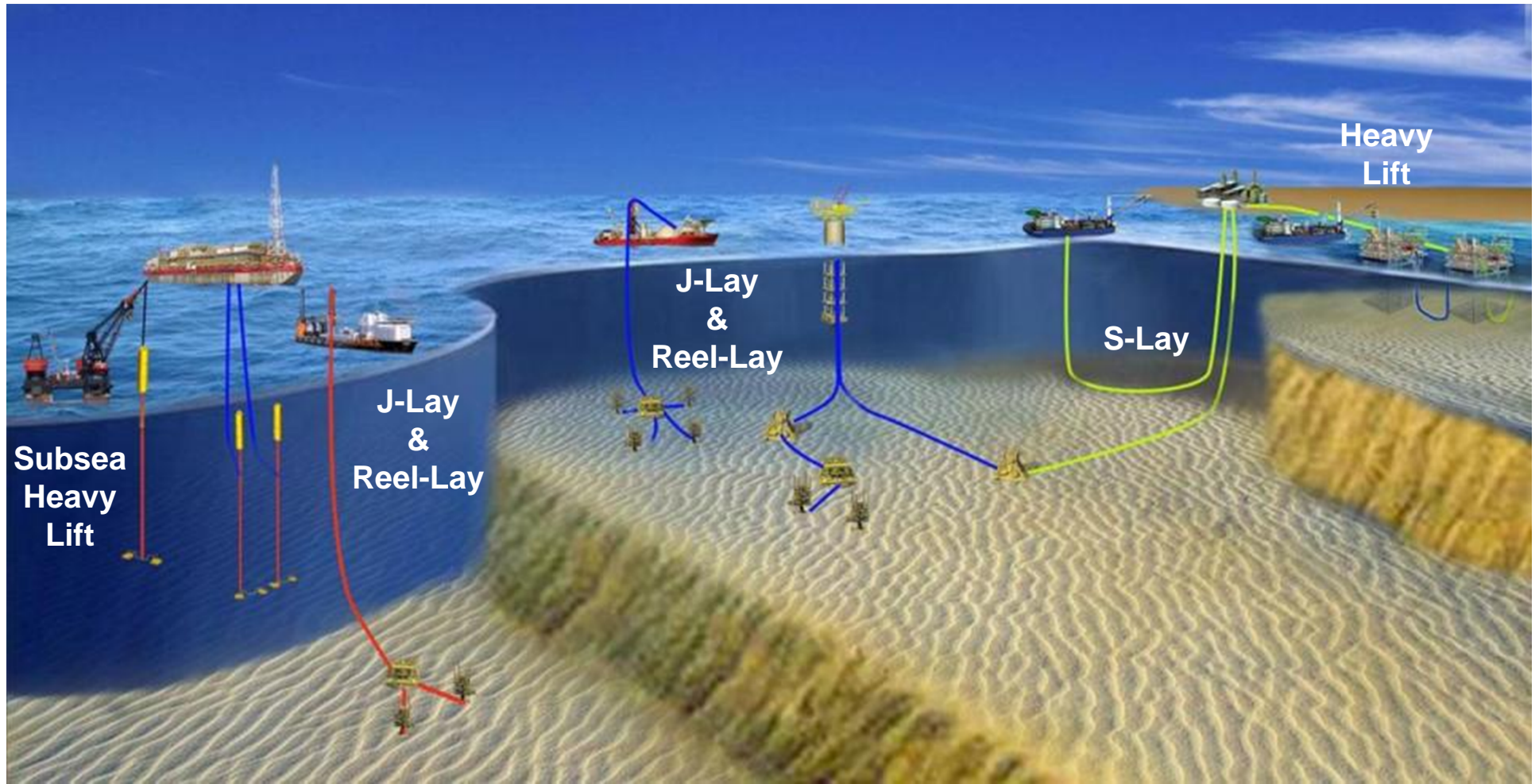
# Delivering Best-for-Project Solutions Through Genesis



- **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**

# Very Broad Execution Capabilities in Subsea



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

Deepwater infield lines

Deep-to-shore

# Investment in Key Subsea Assets

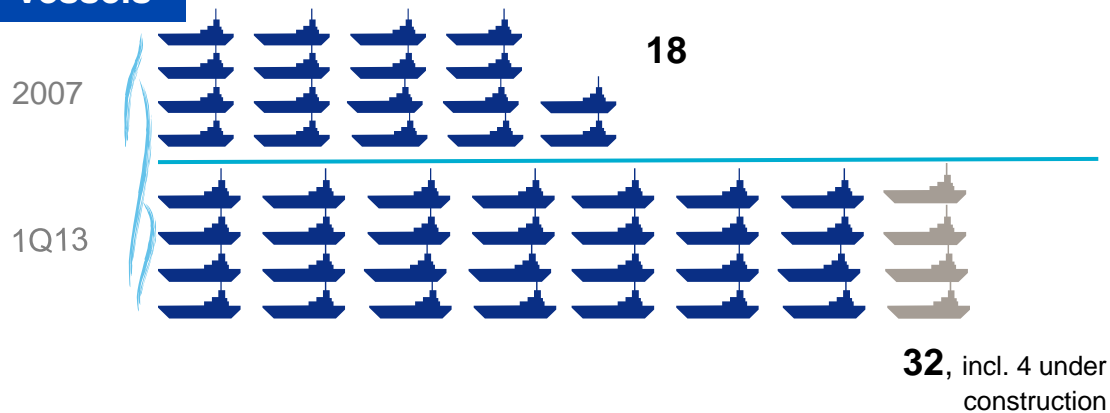
## Plants



## New long-term charters










## Vessels



As of March 31, 2013



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

|  |  |   |  |   |  |
|--|--|---|--|---|--|
| <p><b>Flexible-Lay &amp; Construction</b></p> <p>11 units</p>  <p>Skandi Vitoria</p>  <p>Skandi Niteroi</p>  <p>Deep Pioneer</p>  <p>Deep Constructor</p>  <p>Sunrise 2000</p>  <p>Deep Orient</p>  <p>North Sea Atlantic<sup>2</sup></p>  <p>Normand Progress</p>  <p>2 x 550t PLSV<sup>2</sup></p>  <p>North Sea Giant</p> | <p><b>Rigid Reel-Lay &amp; J-Lay</b></p> <p>4 units</p>  <p>Deep Blue</p>  <p>Apache II</p>  <p>Deep Energy<sup>2</sup></p>  <p>Chickasaw</p> | <p><b>Rigid S-Lay and Heavy Lift</b></p> <p>4 units</p>  <p>G1200</p>  <p>G1201</p>  <p>Iroquois</p>  <p>Hercules</p> |  |   |  |
| <p><b>Diving &amp; multi support vessels</b></p> <p>13 units</p>   |  <p>Skandi Achiever</p>   |  <p>Olympic Challenger</p>  |  <p>Skandi Arctic</p> |  <p>Global Orion</p> |  <p>Pioneer</p> |

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

<sup>2</sup> Vessels under construction



# Flexible Pipe Manufacturing Plants

**Flexi France**  
Le Trait, France



**Asiaflex Products**  
Tanjung Langsat, Malaysia



**Flexibrás**  
Vitória, Brazil



**Port of Açú**  
Açu, Brazil



# Offshore Manufacturing & Logistic Bases



Mobile, Alabama, USA



Orkanger, Norway



Evanton, UK



Dande, Angola



Carlyss, Louisiana, USA



Port of Angra, Brazil

# Umbilicals Manufacturing Plants



**Duco Ltd**  
Newcastle, UK



**Duco Inc**  
Houston, USA



**Angoflex**  
Lobito, Angola



**Asiaflex Products**  
Tanjung Langsat, Malaysia





## 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



**Technip**



# 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

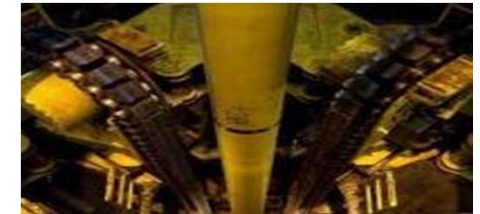


# Ultra-Deepwater Challenges

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

# 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





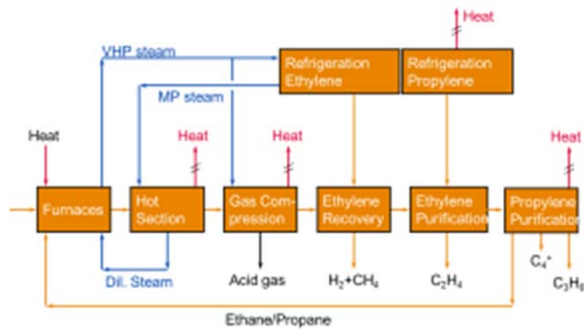
## Acquisition of Stone & Webster Process Technologies

- Acquisition completed on August 31, 2012
- Cash consideration of ~€225 million
- Perimeter excludes Toronto and Baton Rouge sites and all legacy EPC contracts retained by Shaw
- Cost synergies (notably premises, IT) approximately €7 million, with one-off transaction and transition costs in 2012 of ~€15 million
- The acquisition roughly doubles the revenues that Technip already generates from this type of activity to ~€400 million on a pro forma basis
- Looking forward, the acquired business should generate margins above those of the Onshore/Offshore segment, as well as having a more robust and lower risk earnings profile

# Technology Strength Diversifies Our Revenue

## Process Technologies

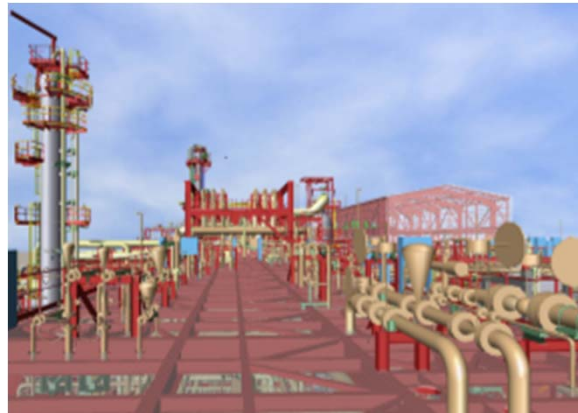
### Licenses



- Licensed proprietary technologies chosen at early stage of projects

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

### Process Design / Engineering



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

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

### Proprietary Equipment

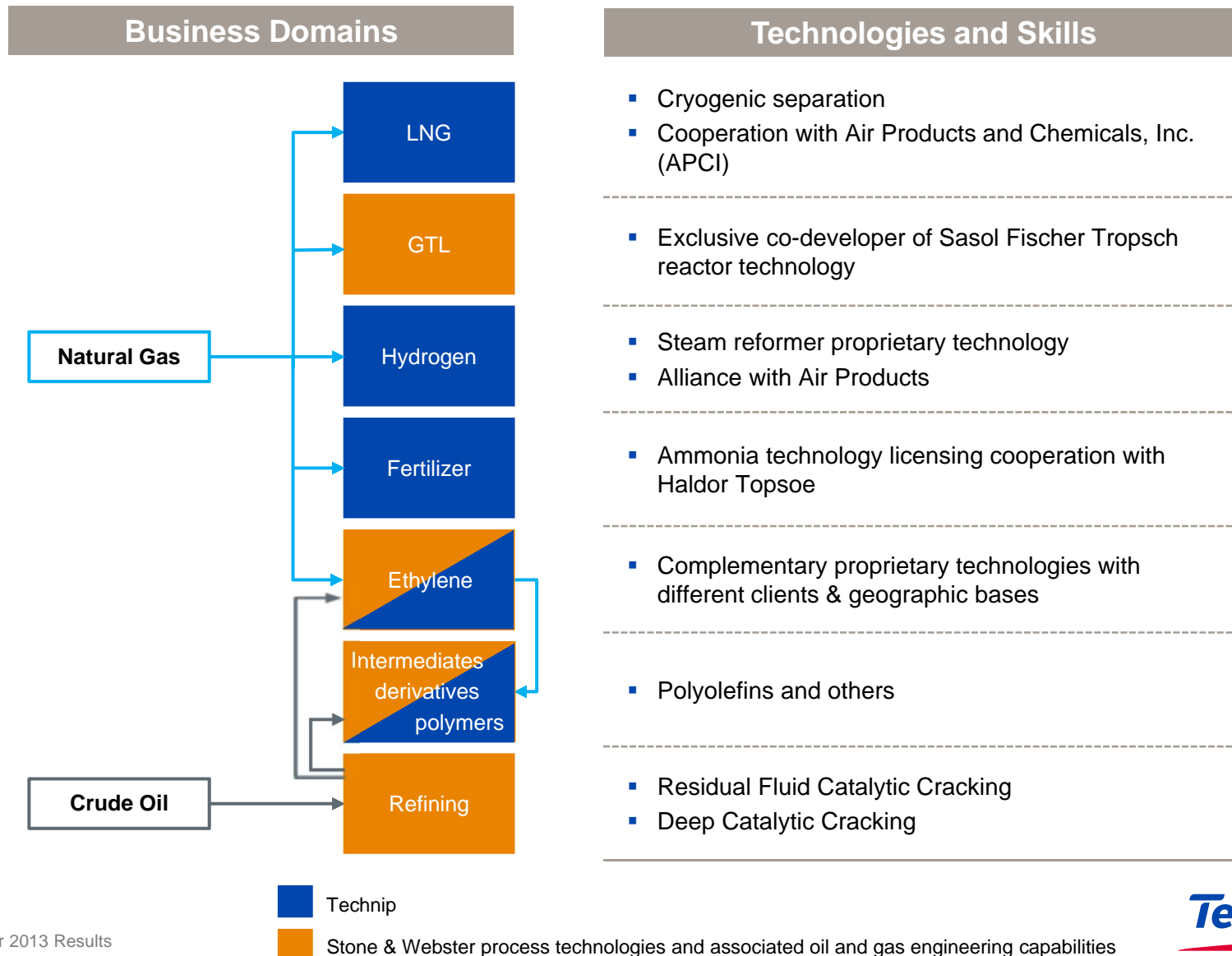


- Design, supply and installation of critical proprietary equipment


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

\* Project size order of magnitude

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



 Technip

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



# Worldwide Organization Dedicated to Downstream Technologies



## ■ Technip Stone & Webster Process Technology

- Team of ~1,200 people with specialists from both companies
- Cutting edge technologies in refining, hydrogen, ethylene, petrochemicals & GTL
- ~€400 million of revenue on a pro forma basis

## ■ Why

- Reinforce Technip's position as a technology provider to the downstream industry, with positive feedback from clients
- Additional revenue streams from enhanced technology and high-end proprietary solutions
- Strengthened commercial relationship with clients at early stages of projects

# Technip Stone & Webster Process Technology Leading Position in Growing Markets

|                  | Strong Track Record  | Recent Key Projects   |
|------------------|--|---|
| S&W Ethylene     | <ul style="list-style-type: none"> <li>~35% installed capacities with ~120 references</li> <li>~25% of licensing over the past 10 years</li> </ul>                           | <ul style="list-style-type: none"> <li>CP Chem cracker, USA</li> <li>Braskem Comperj petrochemical complex, Brazil</li> </ul>   |
| Technip Ethylene | <ul style="list-style-type: none"> <li>~25% of installed capacities over the past 10 years including 7 EPC</li> </ul>  | <ul style="list-style-type: none"> <li>Braskem / Idesa Ethylene XXI, Mexico</li> <li>Reliance cracker, India</li> </ul>   |
| Petrochemicals   | <ul style="list-style-type: none"> <li>Leading position around key proprietary technologies<sup>1</sup> through Badger JV</li> </ul>   | <ul style="list-style-type: none"> <li>EBSM<sup>1</sup>: El Dekila Egyptian Polystyrene Prod. Co., Egypt</li> <li>Cumene: Lihuayi Weiyuan Chemical Co. Ltd., China</li> </ul> |
| GTL              | <ul style="list-style-type: none"> <li>Strong track-record and technology partnership with Sasol</li> </ul>  | <ul style="list-style-type: none"> <li>Sasol Uzbekistan GTL, Uzbekistan</li> <li>Sasol Oryx plant, Qatar</li> </ul>   |
| Refining         | <ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: world leader, &gt;75 references</li> <li>DCC<sup>2</sup>: unrivalled performance, &gt;10 references</li> </ul> | <ul style="list-style-type: none"> <li>Resid FCC<sup>2</sup>: Takreer, UAE</li> <li>DCC<sup>2</sup>: Petro-Rabigh, Saudi Arabia &amp; IRPC, Thailand</li> </ul>               |
| Hydrogen         | <ul style="list-style-type: none"> <li>World leader with ~40% market share, inc. alliance with Air Products, &gt;240 references</li> </ul>                                   | <ul style="list-style-type: none"> <li>McKee &amp; Memphis refineries, USA</li> <li>Petrochina Chengdu refinery, China</li> </ul>   |

<sup>(1)</sup> Ethylbenzene / Styrene Monomer (EBSM), Cumene, Bisphenol A (BPA)

<sup>(2)</sup> RFCC: Resid Fluid Catalytic Cracking. DCC: Deep Catalytic Cracking

# FLNG<sup>1</sup>, an Innovative Solution for our Customers

- Floating LNG moving from concept to reality
- 2 facilities under construction after FEED completion
- Several conceptual studies for various clients

- **Shell FLNG**

- 15 year master agreement
- LNG capacity: 3.6 mtpa
- Prelude FLNG in Australia under construction



- **Petronas FLNG**

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



- **Petrobras FLNG**

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



(1) Floating Liquefied Natural Gas

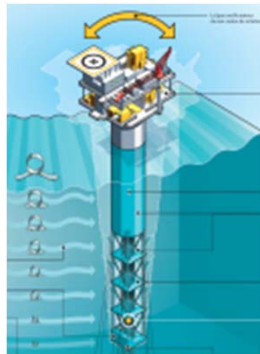
# Providing Innovative Solutions for Offshore & Subsea Developments

## Floating LNG



- Breakthrough: develop remote gas reserves
- World's first reference under construction

## Spars



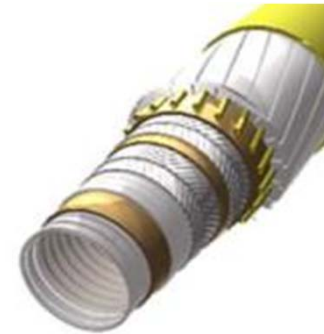
- Solution for harsh waters
- 14 delivered out of 17, plus 3 ongoing projects

## Carbon Fiber Armor Flexible Pipe



- Reduction of deepwater riser weight
- Reduce pipelay vessel capacity requirements

## Integrated Production Bundle



- Improve flow assurance: multi-services and intelligent flexible pipe
- Combines gas lift, electrical cables, electrical heating, fiber optic monitoring and chemical injection services in one pipe

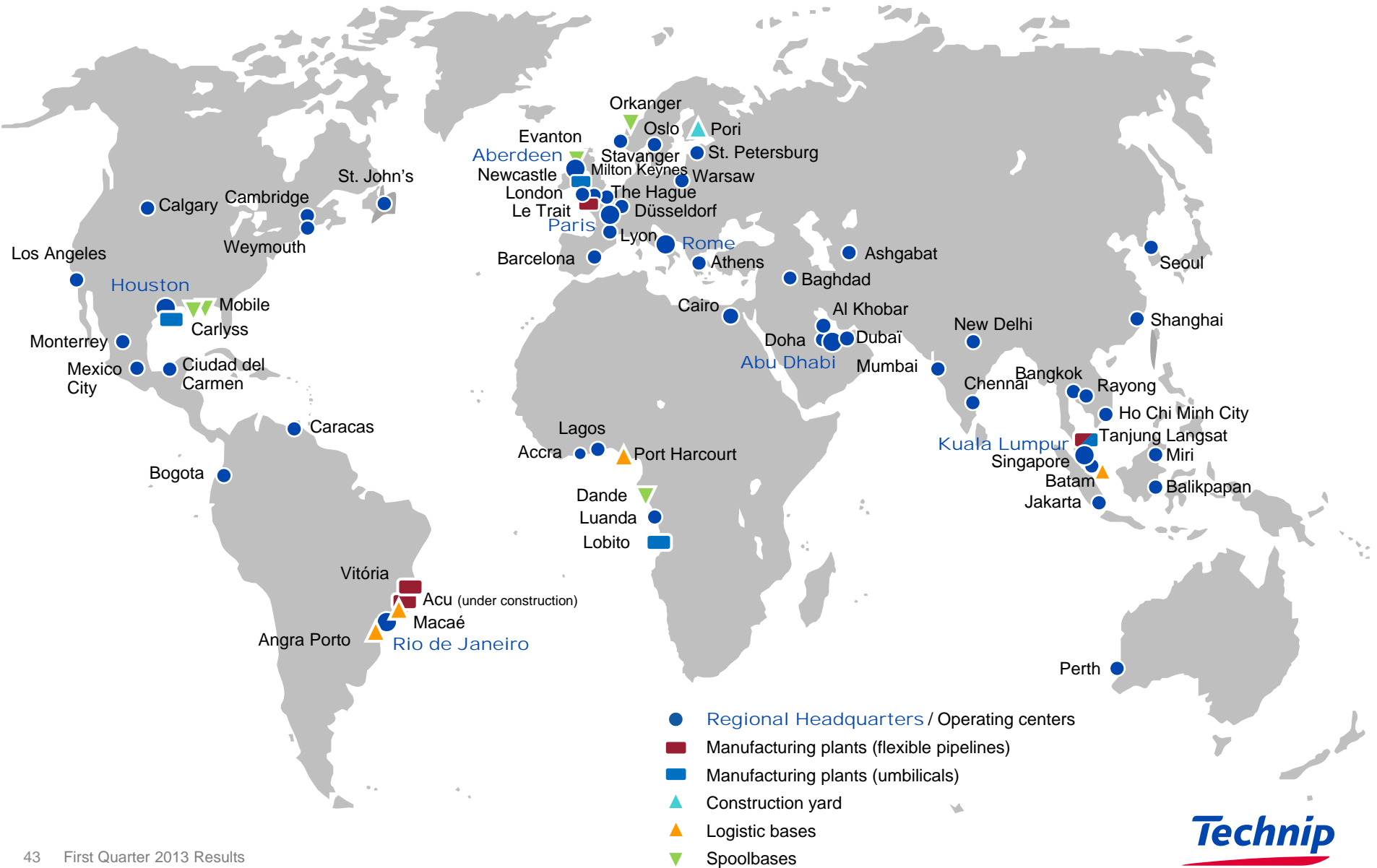
## Electrically Trace Heated Pipe-in-pipe



- Active insulation improving tie-backs flow assurance
- Energy effective design and cost effective installation



# A Unique Worldwide Footprint



# 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



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

## Technip in Africa

- ~900 people
- 1<sup>st</sup> office founded in 1995



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

- ~8,700 people
- Founded in 1982



● Regional Headquarter / Operating centers

■ Flexible & umbilical manufacturing plant

▲ Logistic base

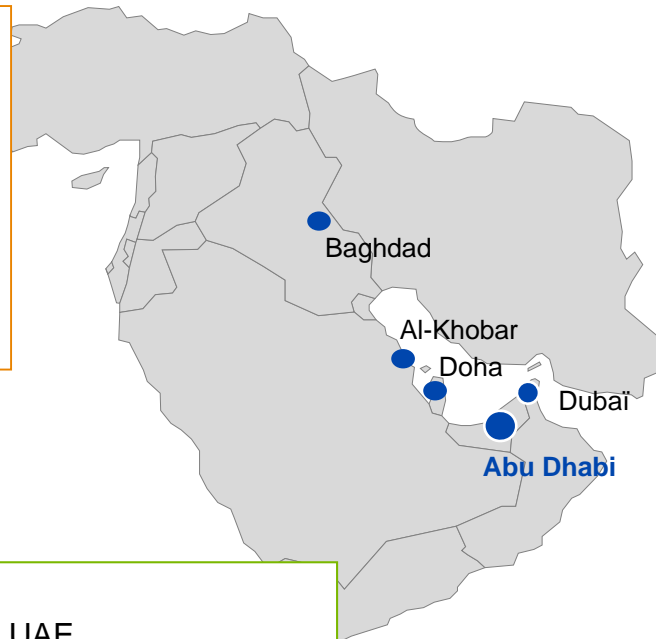
As of March 31, 2013

**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

- ~2,700 people
- Founded in 1984



Asab 3, UAE

## 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



Upper Zakum 750+, UAE  
As of March 31, 2013

# 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

- ~4,100 people
- Founded in 1971



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

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



Lucius Spar, Gulf of Mexico



Mobile spoolbase, USA



Duco umbilical plant, USA

## Key Projects

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



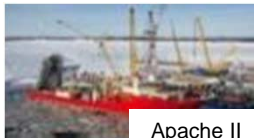
# North Sea Canada: Market Leadership in a Growing Market

## 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

## Technip in North Sea

- ~5,100 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

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

## 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

As of March 31, 2013

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

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

First Quarter 2013 Results





# 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**



Deep Constructor



Skandi Vitoria



Skandi Niteroi



Sunrise 2000



2 x 550t PLSV<sup>1</sup>

## 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

- ~3,700 People
- Founded in 1977

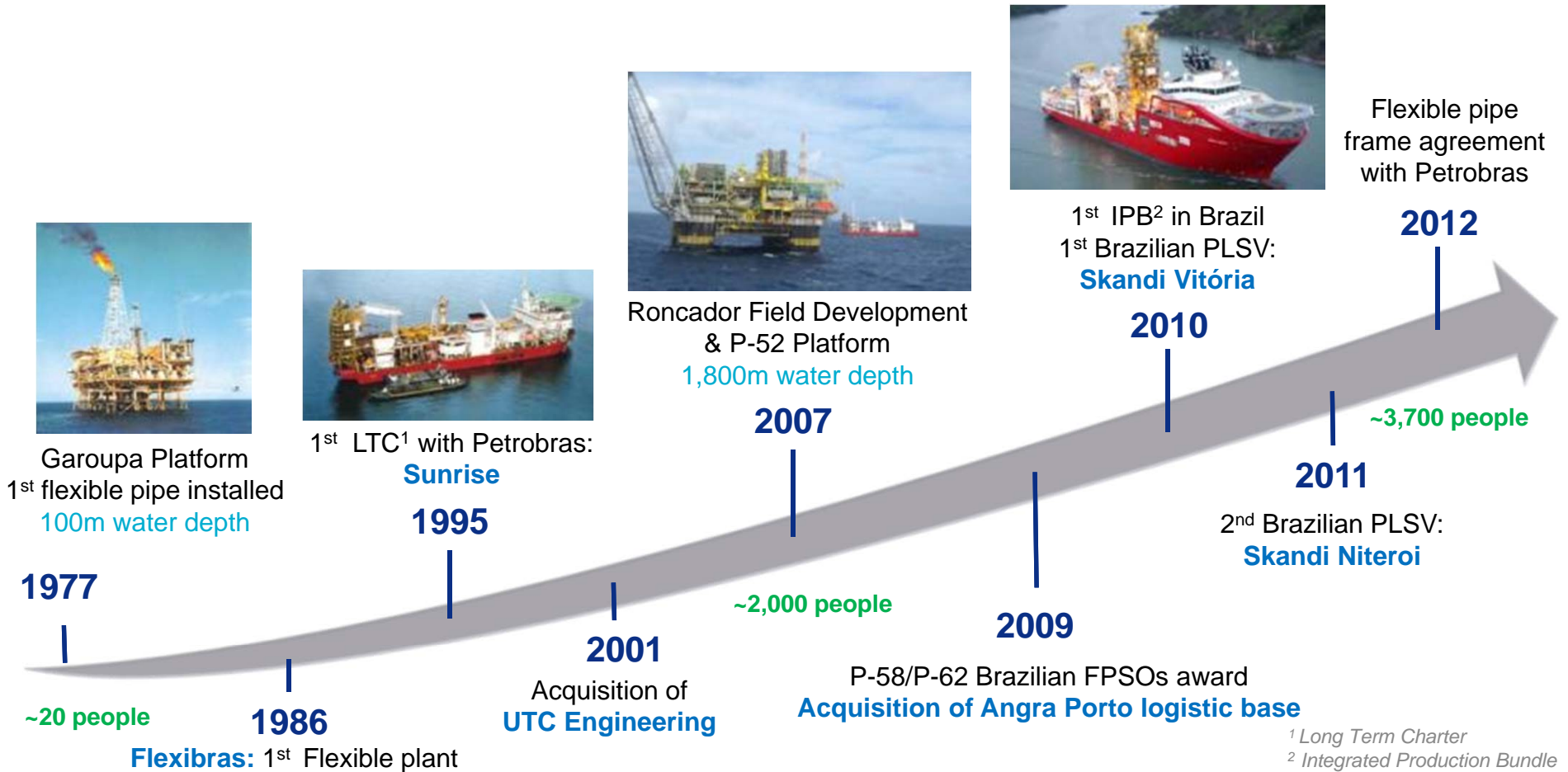


Flexibras, Vitoria

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

**Technip**

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



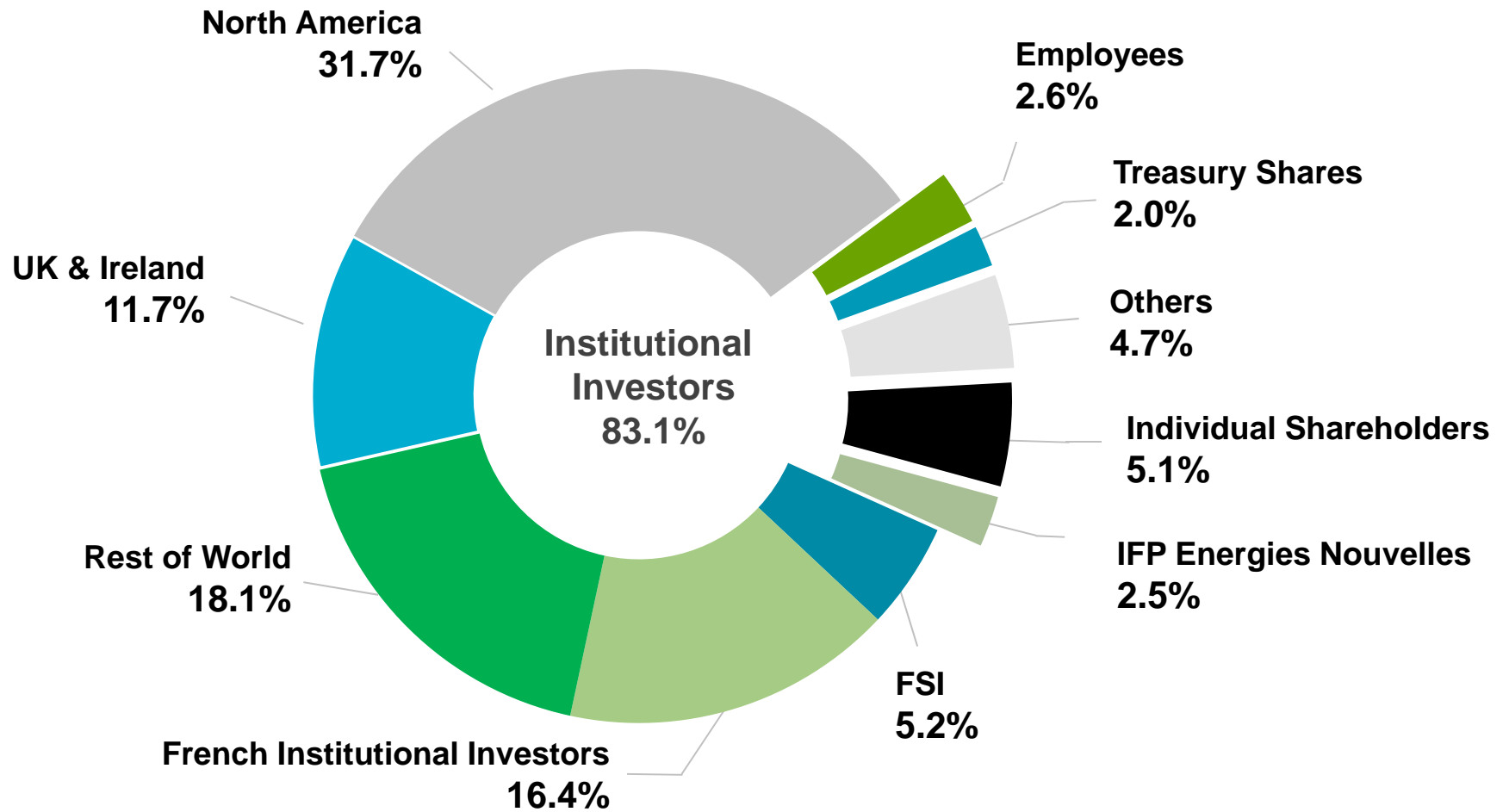
<sup>1</sup> Long Term Charter  
<sup>2</sup> Integrated Production Bundle

As of March 31, 2013





# Shareholding Structure, November 2012



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2012



## Technip's Share Information



**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