

# Second Quarter 2013 Results



Paris, July 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.*

\*\*\*\*

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# Second Quarter 2013 Highlights

## Financials

- **Revenue** grew by 18.1%<sup>(1)</sup>, to €2.4 billion
- **Group Operating margin**<sup>(2)</sup> at 10.0%
- **Net income** grew 19.4%<sup>(1)</sup>, to €162.4 million
- **EPS**<sup>(3)</sup> grew 17.8%, to €1.35 per share
- €15.2 billion **backlog**, with €2.8 billion **order intake**

## Achievements

- Solid margins in both segments
- First projects completed for **Deep Orient** vessel
- Portfolio **diversification** maintained:
  - **Iracema Sul, Brazil:** Flexible pipes for the pre-salt
  - **Pacific LNG, Canada:** Early involvement, know-how intensive
  - **P-76 FPSO, Brazil:** Engineering & Integration of topsides

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

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

<sup>(3)</sup> diluted Earning Per Share: 124,410,586 outstanding shares

# 1. 2Q 2013 Operational & Financial Highlights

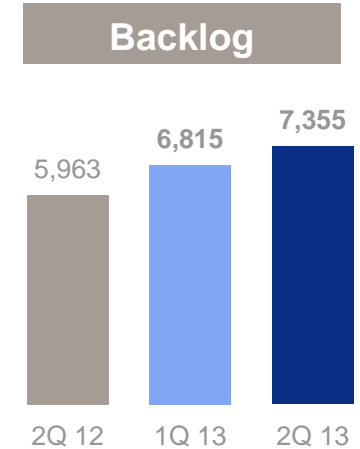
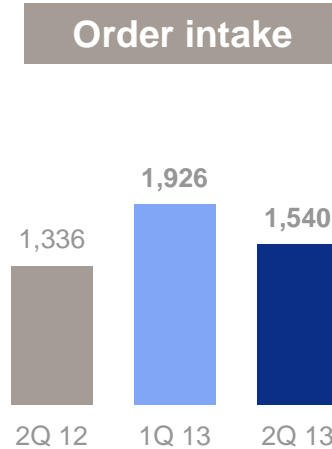


# Second Quarter Order Intake

€ million

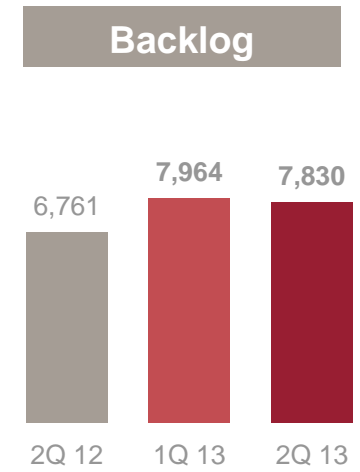
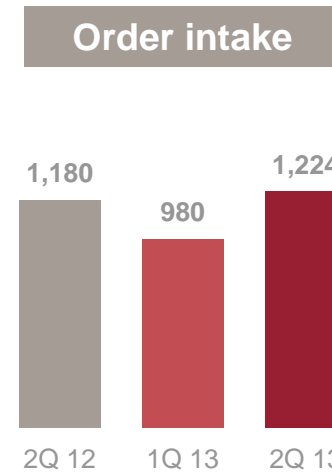
## Subsea

- Iracema Sul pre-salt flexible pipes, Brazil
- South White Rose Extension field, Canada
- Egina umbilicals & flexible pipes, Nigeria
- Exxon Mobil Julia EPCI, US Gulf of Mexico
- Snøhvit CO<sub>2</sub> project, Norway



## Onshore/Offshore

- Bahrein refinery brownfield for third SRU<sup>(1)</sup>
- P-76 FPSO, Brazil
- Pacific LNG FEED, Canada
- Zhuhai Purified Terephthalic Acid plant, China
- Yamal LNG, Russia, early works



<sup>(1)</sup>Sulfur Recovery Unit

# Second Quarter Subsea Operations

€ million

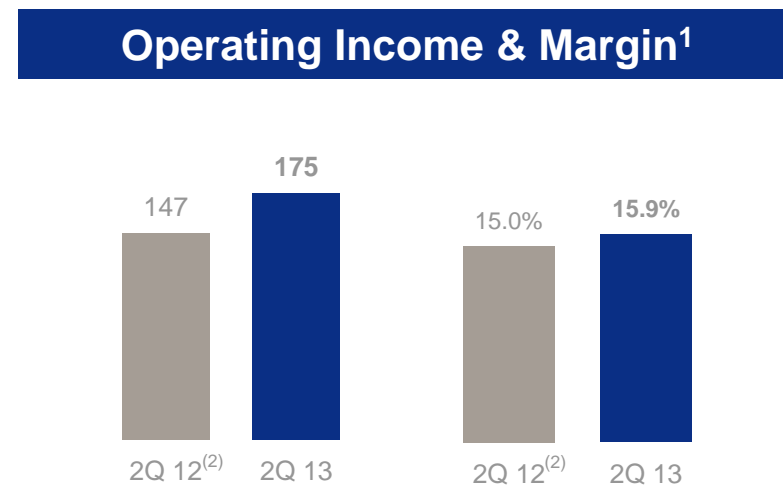
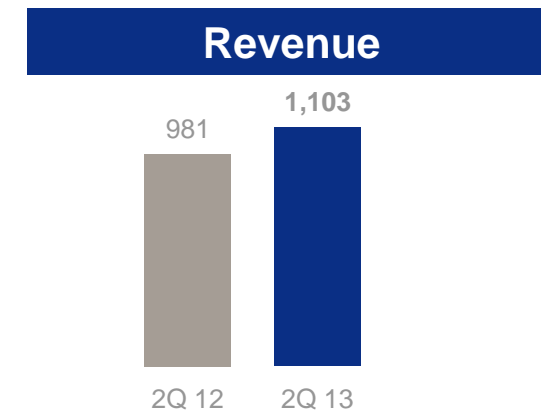
- **Engineering / Procurement ramp-up on large, new projects**

- Moho Nord, Congo
- Sapinhoa flexible pipes supply, Brazil
- Quad 204, UK
- Bøyla, Norway
- Julia, US Gulf of Mexico

- **2013 offshore operations on-going**

- Åsgard subsea compression, Norway
- Golden Eagle, UK
- Brynhild, Norway
- GirRI phase 2, Angola
- Lihua, China

- **Vessel utilization rate: 84%**



(1) from recurring activities  
 (2) restated



# Second Quarter Onshore/Offshore Operations

€ million

## Upstream

- Lucius Spar, US Gulf of Mexico
- Malikai TLP, Malaysia
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway

## Gas, LNG & FLNG

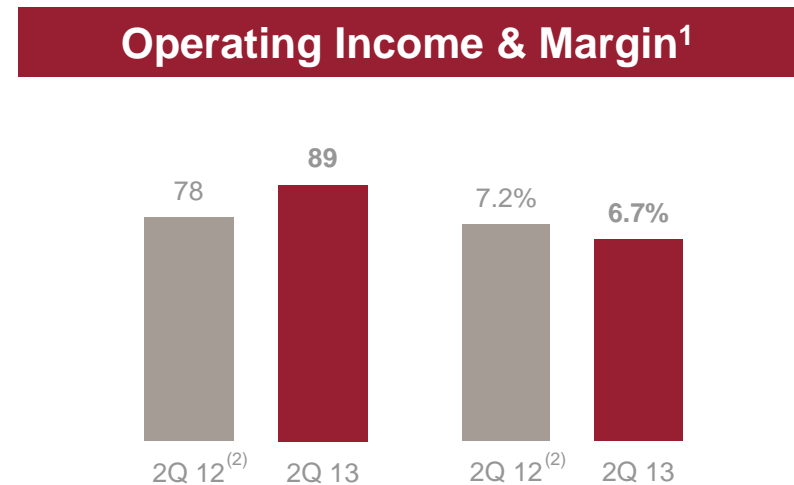
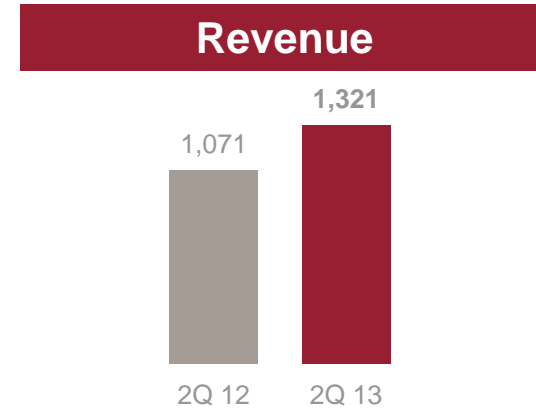
- Petronas FLNG, Malaysia
- Prelude FLNG, Australia
- Other FLNG FEEDs, Australia/Asia

## Refining

- Burgas refinery, Bulgaria
- Jubail refinery, Saudi Arabia
- Algiers refinery, Algeria

## Petrochemicals

- Ikra vinyl plant, Russia
- Etileno XXI, Mexico



(1) from recurring activities  
(2) restated

**Technip**



## Group Financial Highlights

€ million	2Q 12 <sup>(1)</sup>	2Q 13	Year-on-year change
<b>Revenue</b>	<b>2,052.2</b>	<b>2,423.6</b>	+18%
EBITDA <sup>(2)</sup>	257.3	294.4	+14%
<i>EBITDA Margin</i>	12.5%	12.1%	
<b>Operating Income<sup>(3)</sup></b>	<b>207.3</b>	<b>242.0</b>	+17%
<i>Operating Margin<sup>(3)</sup></i>	10.1%	10.0%	
Non-Current Operating Result	(3.0)	-	
Financial Result	(18.9)	(10.7)	
<b>Income / (Loss) before Tax</b>	<b>185.4</b>	<b>231.2</b>	
Effective Tax Rate	26.3%	29.3%	
<b>Net Income</b>	<b>136.0</b>	<b>162.4</b>	+19%
<b>Diluted Earning Per Share<sup>(4)</sup></b>	<b>1.14</b>	<b>1.35</b>	+18%

<sup>(1)</sup> restated

<sup>(2)</sup> calculated as operating income from recurring activities before depreciation and amortization

<sup>(3)</sup> from recurring activities

<sup>(4)</sup> diluted number of shares: 124,410,586 outstanding shares





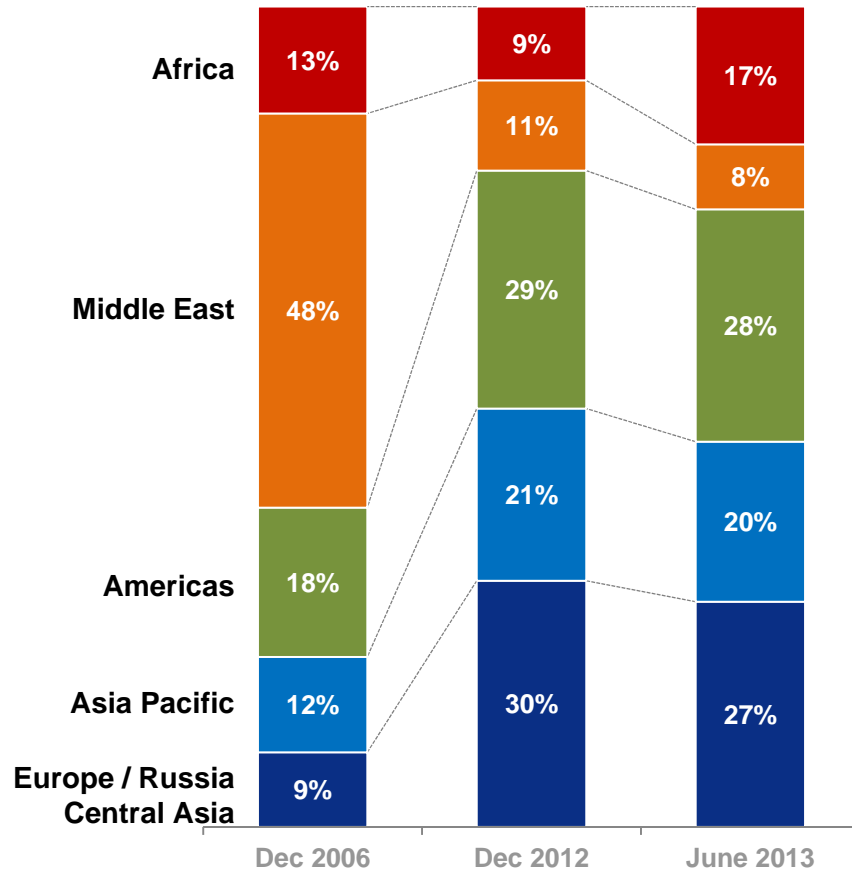
## Cash flow

<i>€ million</i>	<b>3 Months</b>
<b>Net Cash Position as of March 31, 2013</b>	<b>(90.9)</b>
Cash Generated from / (Used in) Operations	257.7
Change in Working Capital Requirements	(75.1)
Capital Expenditures	(170.8)
Dividends paid	(186.0)
Other including FX Impacts	(6.1)
<b>Net Cash Position as of June 30, 2013</b>	<b>(271.2)</b>

- **Better balance between spending on existing projects and contract advances**
- **Strong capex ramp-up of €282 million for 1H13**
- **Dividend amount grew by nearly 8%**
- **€17 million share buybacks during 2Q13 and €108 million over the last 12 months**

# Backlog Analysis

## Backlog by Geography



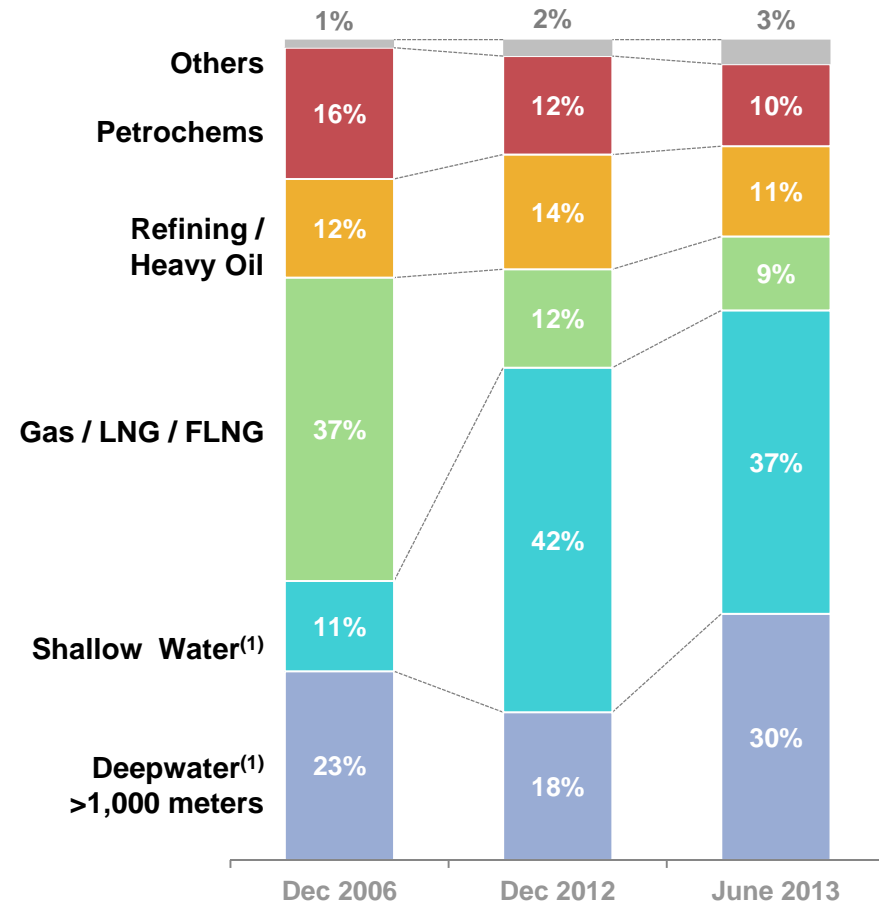
Backlog as of:

December 2006: €10.3 billion

December 2012: €14.3 billion

June 2013: €15.2 billion

## Backlog by Market Split



(1) Includes offshore platforms and subsea projects



## Diversified Backlog by Contract Size and Type

### Subsea

- **€7.4 billion backlog**
- **Moho Nord added over €1 billion, our largest project**
- **Next largest projects:**
  - Iracema Sul, Brazil
  - Mariscal Sucre, Venezuela
  - Quad 204, UK
- **Over 15 projects in €100 - 350 million**
- **~70 projects in €10 - 100 million**

### Onshore & Offshore

- **€7.8 billion backlog**
- **Largest projects:**
  - Prelude FLNG, Australia
  - Etileno XXI, Mexico
  - Martin Linge, Norway
- **~15 projects in €100 - 600 million**
- **Over 50 projects in €10 - 100 million**



## Backlog Visibility<sup>(1)</sup>

<i>€ million</i>	Subsea	Onshore / Offshore	Group
<b>2013 (6 months)</b>	1,938	2,453	4,391
<b>2014</b>	2,485	3,136	5,621
<b>2015 and beyond</b>	2,932	2,241	5,173
<b>Total</b>	<b>7,355</b>	<b>7,830</b>	<b>15,185</b>

<sup>(1)</sup> Backlog estimated scheduling as of June 30, 2013



## 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%**

*(1) year-to-date exchange rates*

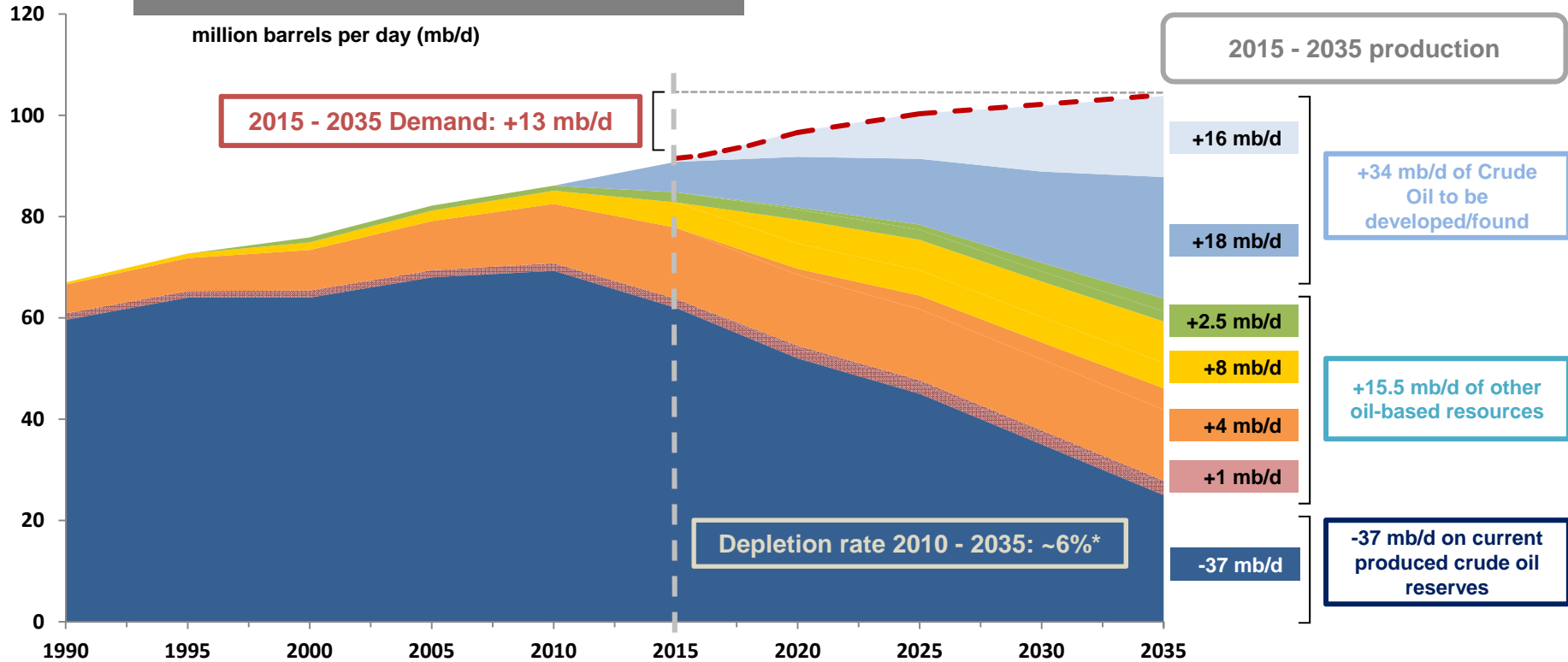
*(2) from recurring activities*

## 2. Key Developments & Outlook

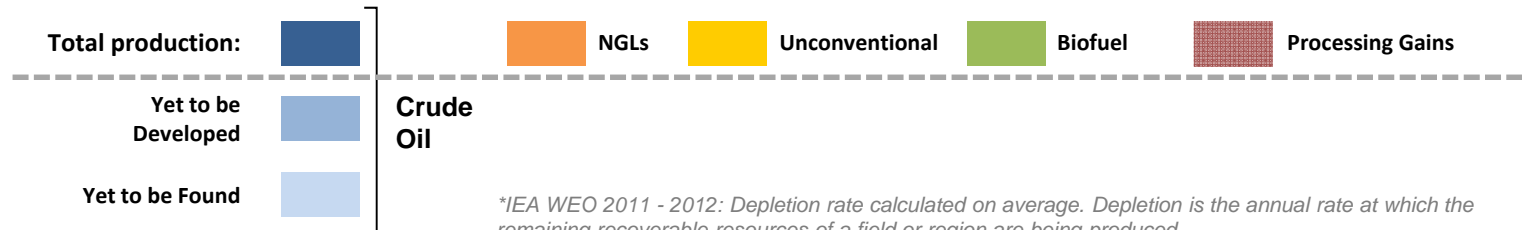


# Solid Fundamentals for Oil & Gas Industry

## Oil Demand versus Production



--- Estimated Oil Demand



\*IEA WEO 2011 - 2012: Depletion rate calculated on average. Depletion is the annual rate at which the remaining recoverable resources of a field or region are being produced.



# Business Environment

## North America

- Upswing in US Gulf of Mexico
- US shale gas driving downstream investments and LNG FEEDs
- Upgrades & brownfield prospects

## North Sea

- High level of subsea awards continues
- Larger & more complex projects
- Increase in platform activity

## Middle East

- Sustained volume of activity
- Good opportunities offshore, subsea & downstream

## Africa

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

## Latin America

- Growing visibility in Brazil with post-salt & pre-salt developments
- Technology choices & necessary assets

## Asia Pacific

- Emerging deeper water prospects
- GDP growth drives refining, petrochemicals and fertilizer investments
- New Australian gas projects continue, onshore developments less certain



# Momentum in West Africa Longer Term Prospects in East Africa

## Investment in Ghana

- Jubilee: stand-out fast-track deepwater project
- Jubilee 1A: follow-up
- Technip-GNPC Engineering: 70/30 Joint Venture



## Experience in Angola

- Currently executing GirRi, phases 1 & 2
- Leadership of flagship Pazflor and Block 31 development
- Joint ventures in engineering, manufacturing and logistics
- Substantial umbilicals carousel upgrade ongoing

## Major projects won in 1H13

### Congo, Moho Nord:

- Technip's largest EPCI project
- Deep to shore with G1200 vessel
- Supply of flexible pipes and umbilicals
- Leverage of our vertical integration
- Local fabrication of steel structures

### Nigeria, EGINA:

- Umbilicals & flexible pipe supply
- 200 km offshore Port Harcourt
- Water depth from 1,150 to 1,750 meters

Order Intake: ~ €1.5 billion for 1H 2013

## Early Involvement in East Africa

### Mozambique

- Ongoing FEED for subsea production architecture design



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

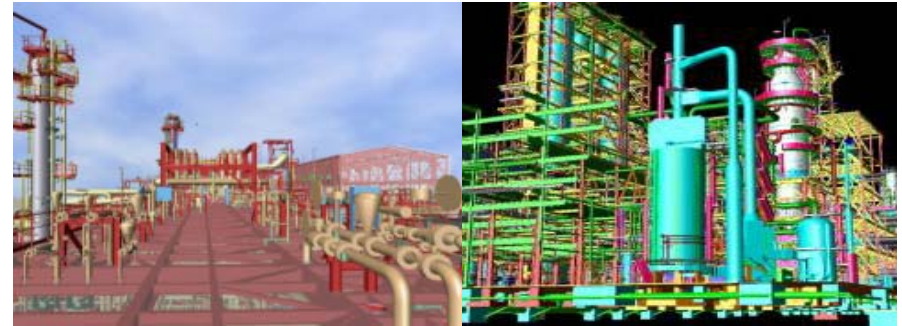
# Early Involvement in Projects

## FEED scope

- Optimize clients' requirements / specifications
- Define breakdown of work packages
- Assess schedule and cost

## Recent FEEDs won

- Mosaic Fertilizer, USA
- Forest BtL, Finland
- BG Trunkline LNG, USA
- Pacific NorthWest LNG, Canada
- Mozambique Subsea



## Ongoing EPC projects where Technip had early involvement

- Etileno XXI, Mexico
- Burgas refinery, Bulgaria
- PMP, Qatar
- Upper Zakum EPC 1, Abu Dhabi
- Aasta Hansteen Spar, Norway
- Petronas FLNG 1, Malaysia
- Prelude FLNG, Australia
- Julia field, US Gulf of Mexico
- Jubail refinery, Saudi Arabia



# Our Strategic Framework

**To Deliver Sustainable &  
Profitable Growth**

**Well diversified, profitable backlog**

**Key differentiating assets**

**Technology**

**Execution capability**

**Vertical integration**

**National content**

# Second Quarter 2013 Results



## 3. Annex



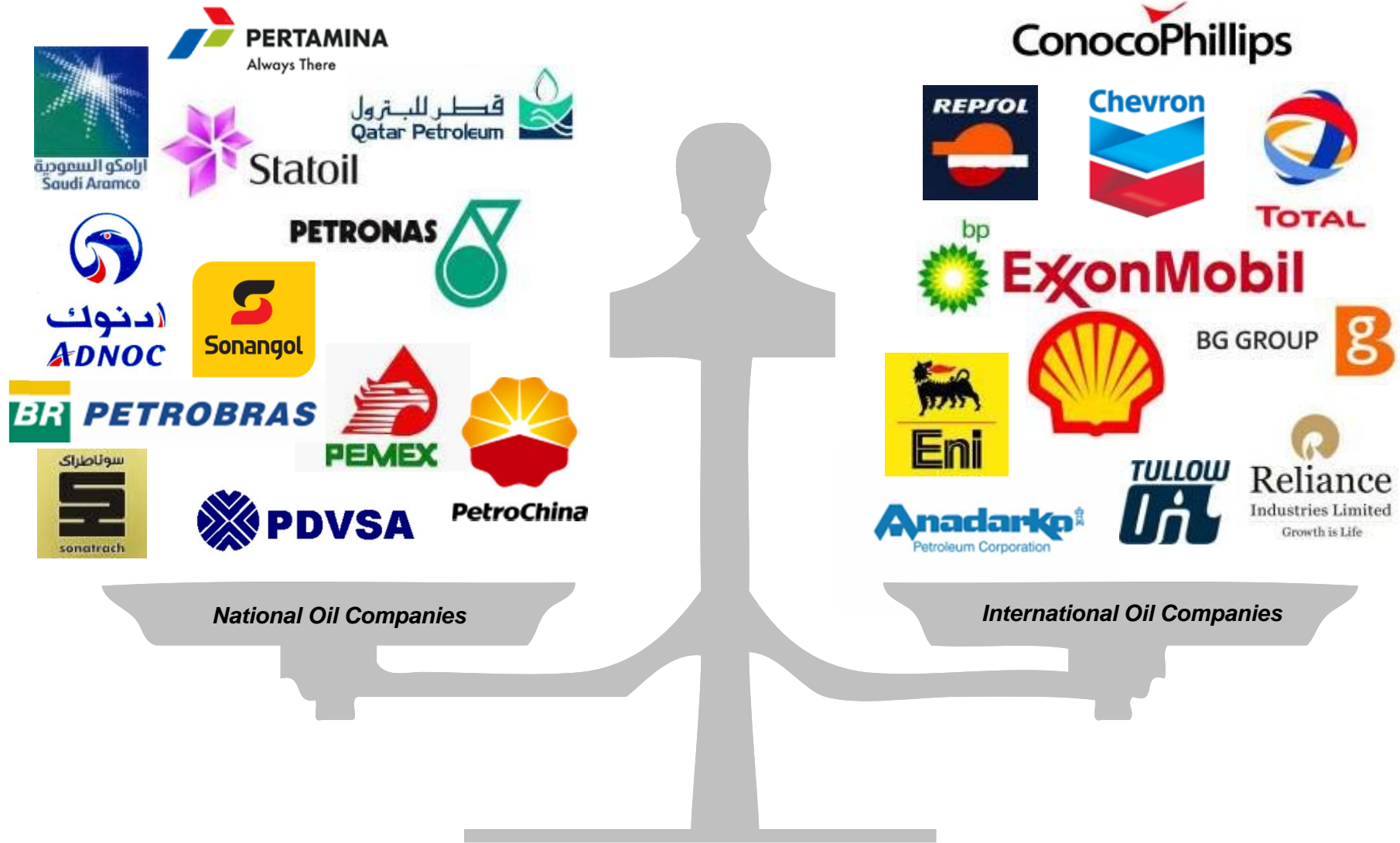
# A World Leader Bringing Innovative Solutions to the Energy Industry

- 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
- Around 38,000 people in 48 countries
- 2012 Revenues: €8.2 billion; Operating margin<sup>(1)</sup> of 10% for the 4<sup>th</sup> year



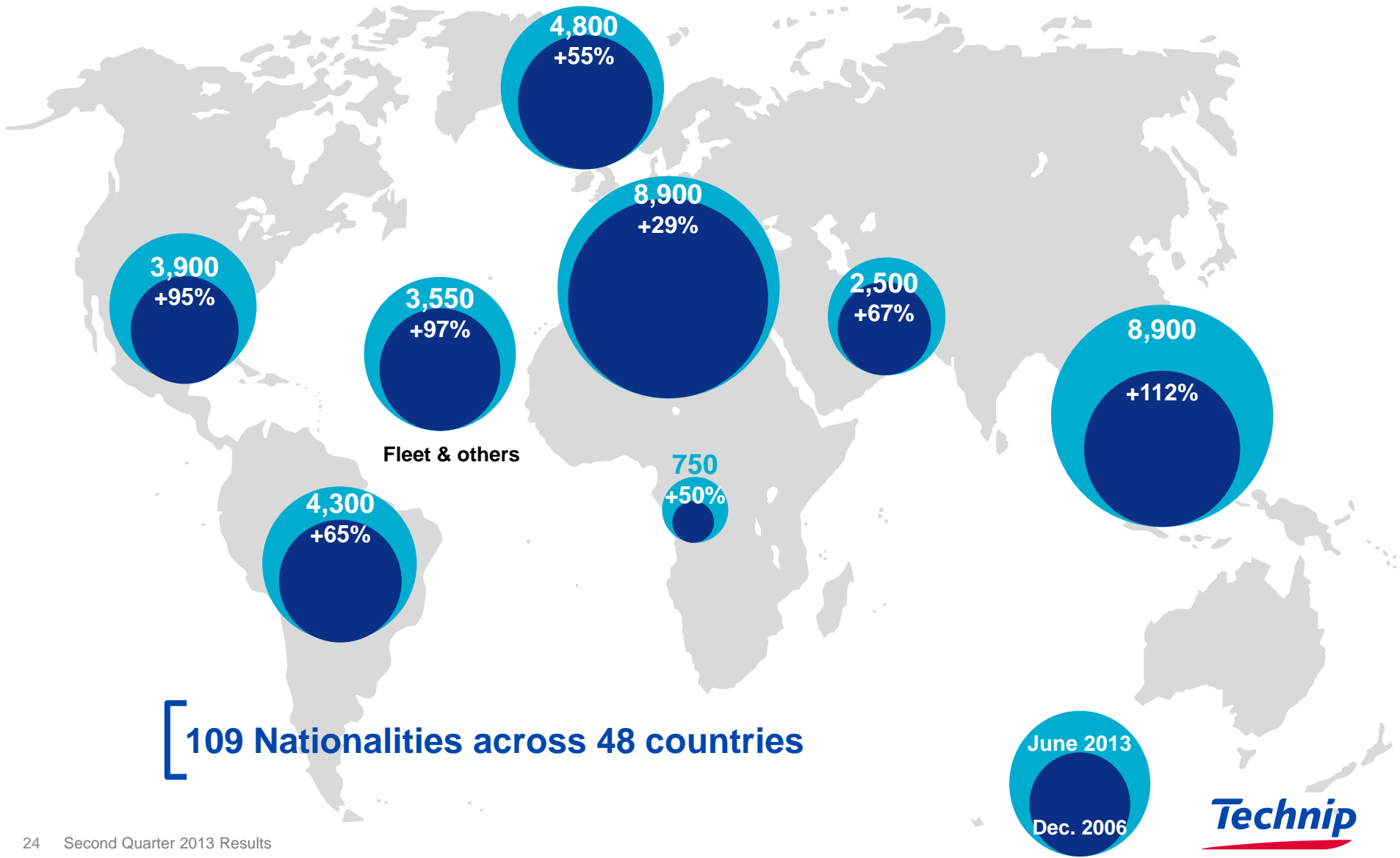
<sup>(1)</sup> From recurring activities

# Diversified & Balanced Customer Base





# Around 38,000 People Throughout the World, Growing Close to Clients





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

Subsea



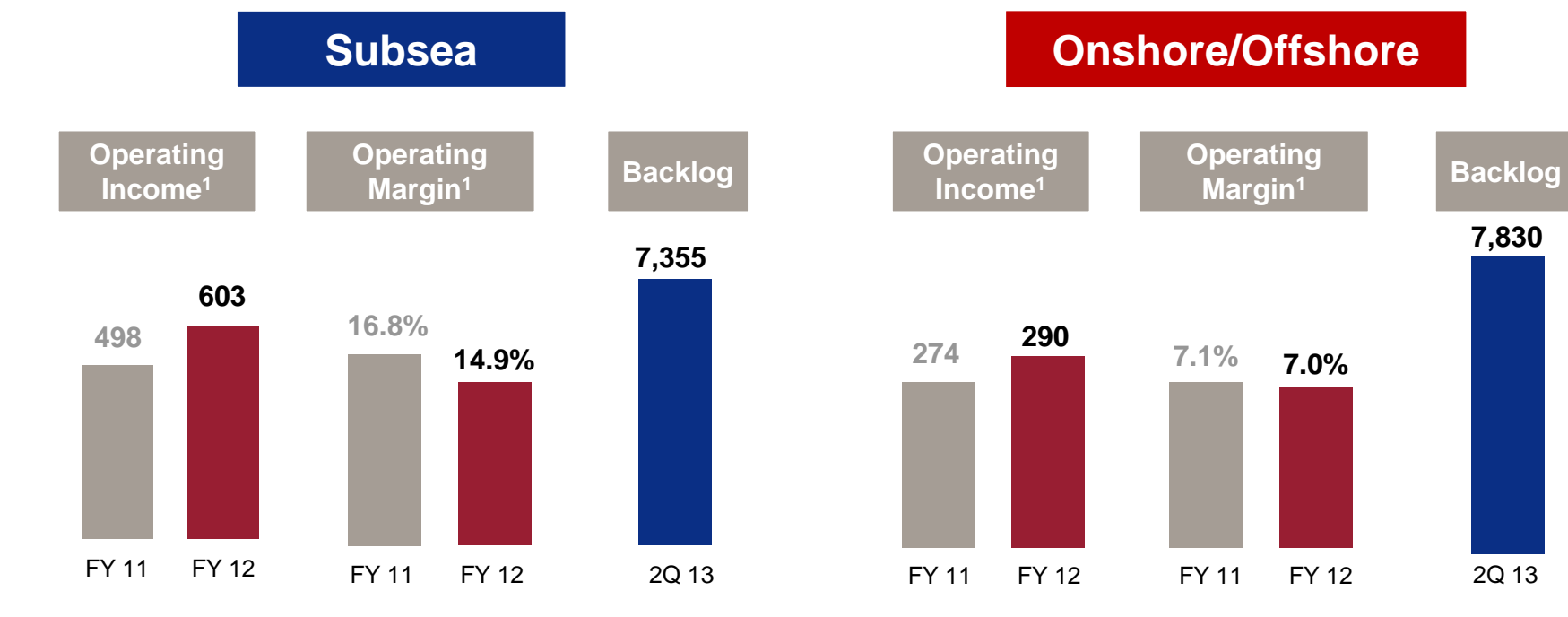
Onshore/Offshore



- **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

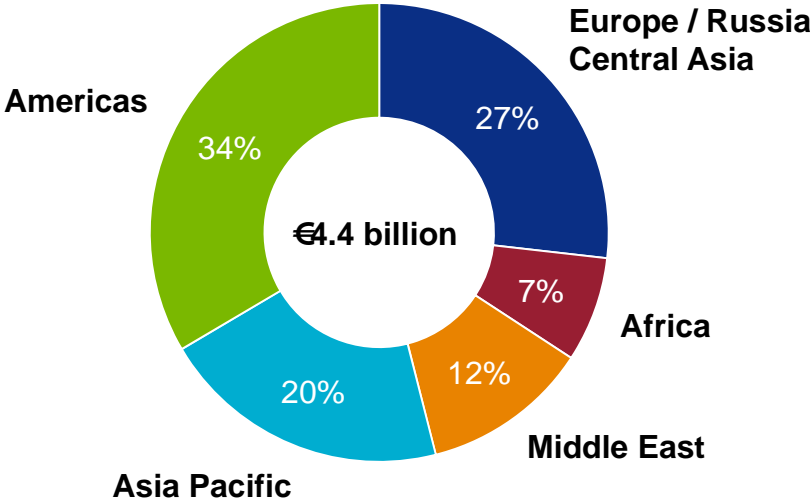


- Capital intensive: fleet and manufacturing units
- Vertical integration from engineering to manufacturing & construction

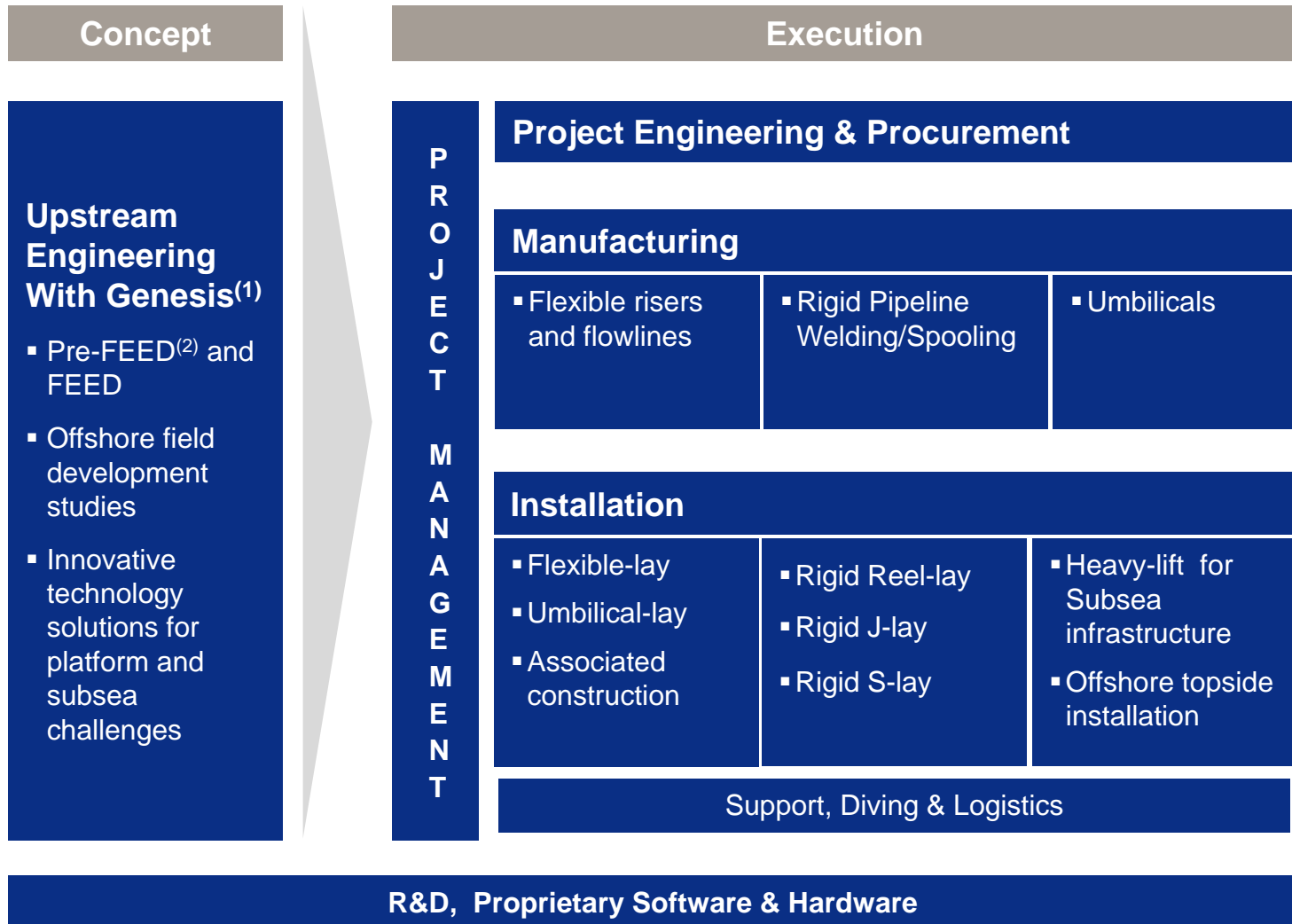
- Negative capital employed: low fixed assets
- High degree of outsourcing & sub-contracting

<sup>(1)</sup> from recurring activities

# First Half 2013 Revenue Split by Geography



# 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**

# 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

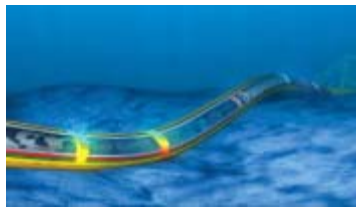
## Electrically Trace Heated Pipe-in-pipe



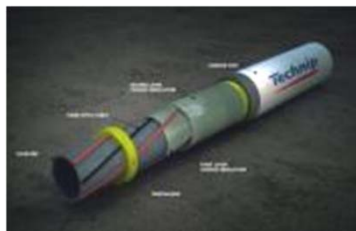
- Active insulation improving tie-backs flow assurance
- Energy effective design and cost effective installation

# Well-head to Platform: Optimizing Subsea Field Architecture

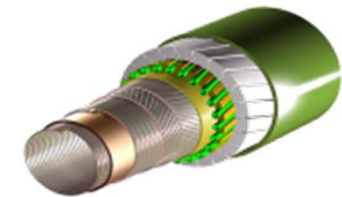
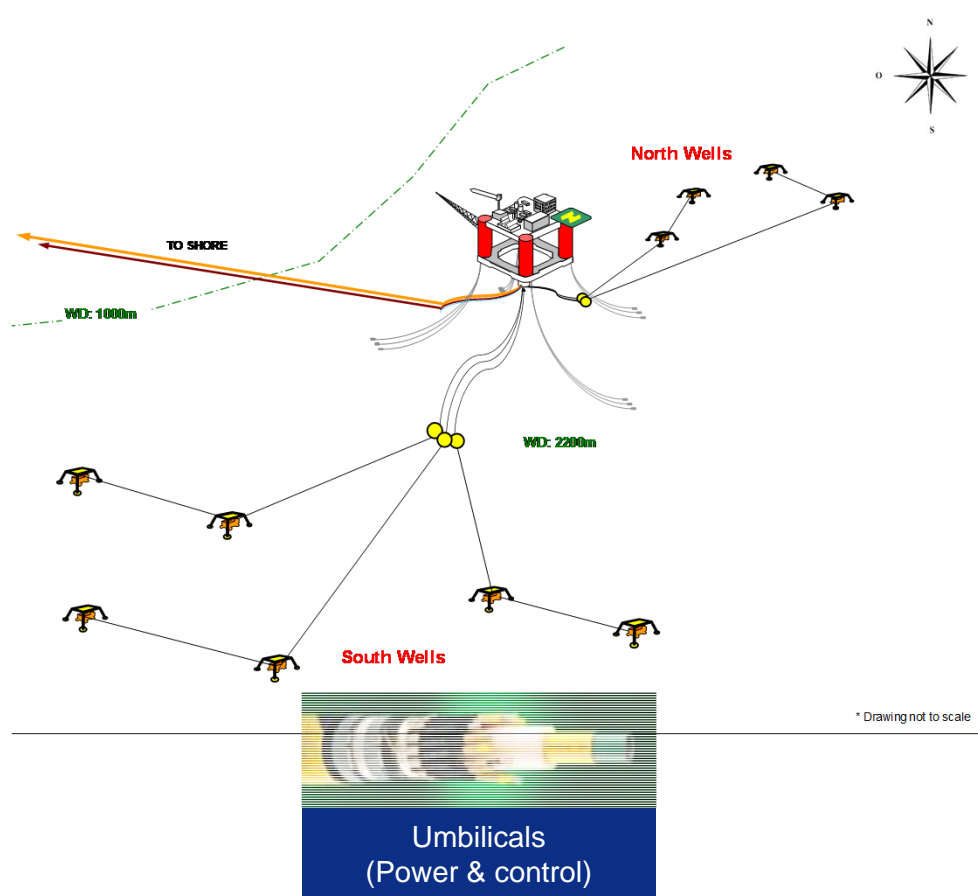
Integrating our subsea proprietary technologies and offshore platform knowhow with third party processing equipment to provide innovative development solutions



In-line Monitoring Technologies



Electrically Trace Heated Pipe-in-pipe



Integrated Production Bundle



Subsea Equipment (Separator & pump)

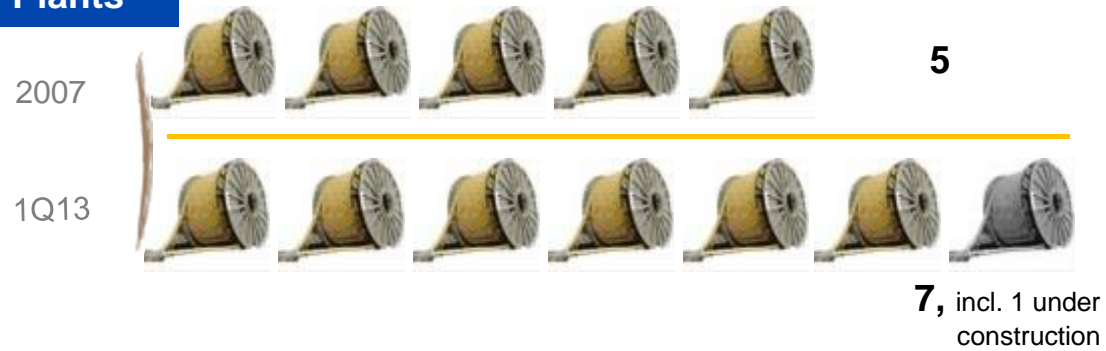
■ Technip proprietary technologies

■ Third party equipment



# Investment in Key Subsea Assets

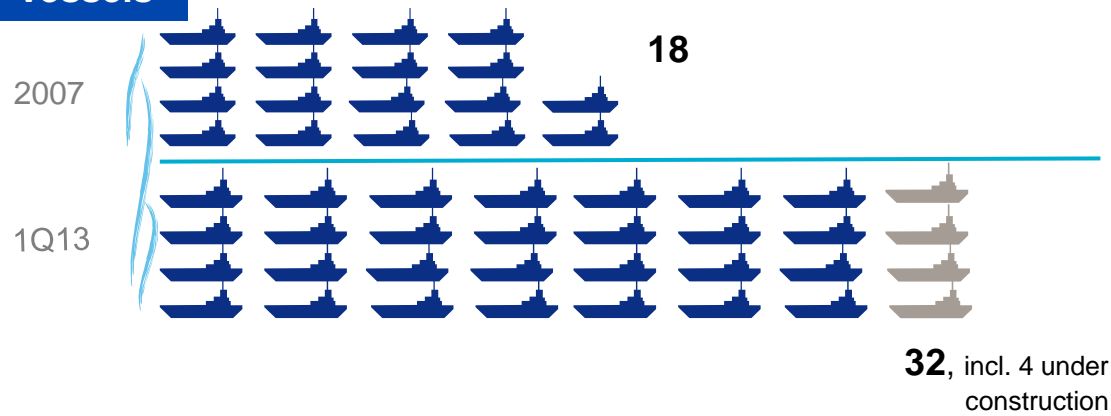
## Plants



## New long-term charters



## Vessels



As of June 30, 2013



# New Asset Delivery in 2013

Deep Orient



- Flexible pipelay & construction vessel dedicated to the Asia Pacific market
- Performed successfully on the Åsgard and Goliat projects in Norway
- Heads to Asia this Autumn

Deep Energy



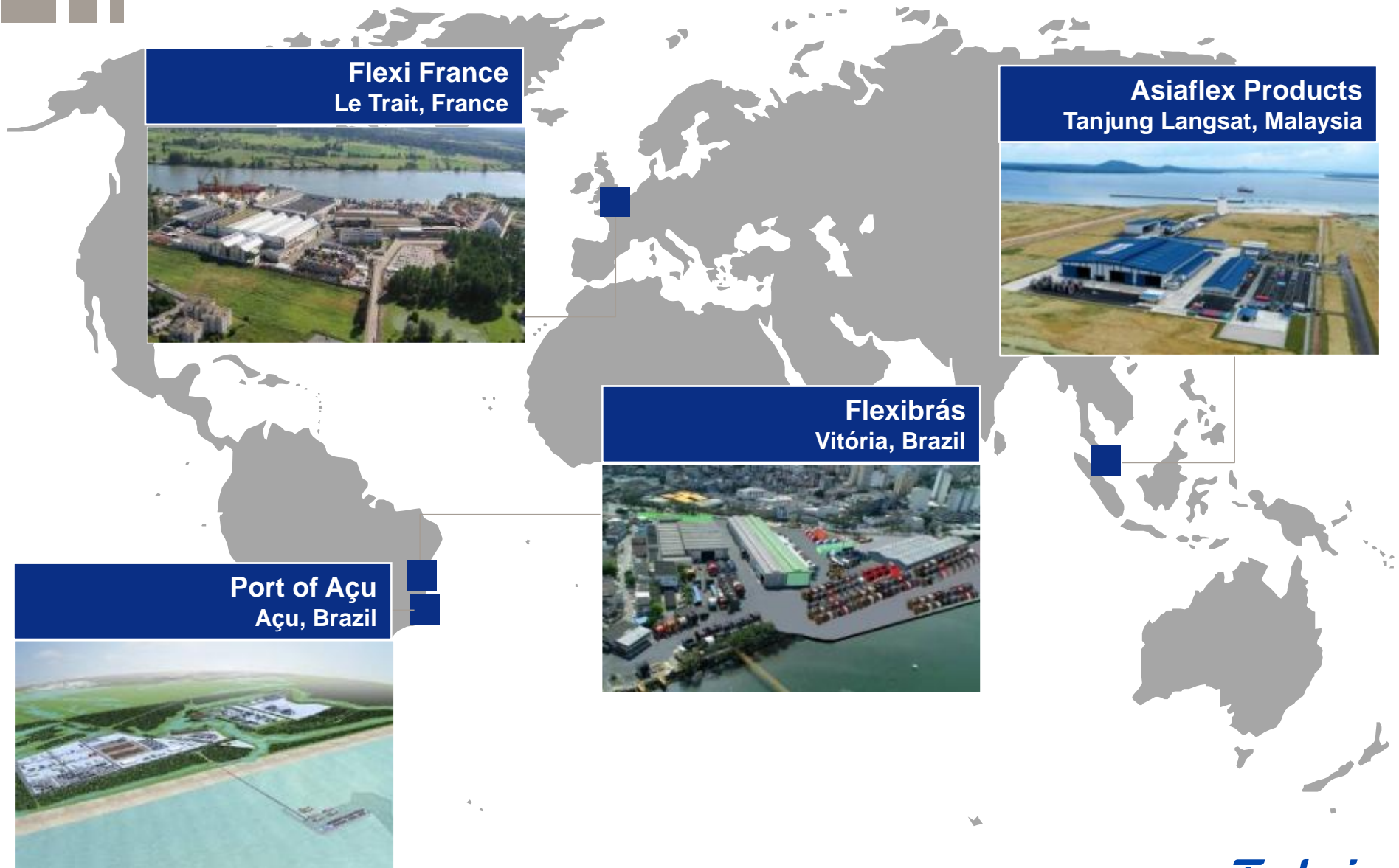
- Flexible & rigid pipelay vessel with high transit speed to be deployed on projects worldwide
- Handed over to Technip after successful sea trials
- Pipelay trials scheduled end of 2013
- First projects in Gulf of Mexico in the Autumn

Açuflex in Brazil



- High-end flexible manufacturing plant dedicated to pre-salt development
- Initial start-up at end of 2013
- Plant construction & machinery delivery on-going and on time
- >150 employees gaining experience at Vitória

# Flexible Pipe Manufacturing Plants



# Umbilicals Manufacturing Plants



**Duco Inc**  
Houston, USA



**Duco Ltd**  
Newcastle, UK



**Angoflex**  
Lobito, Angola



**Asiaflex Products**  
Tanjung Langsat, Malaysia



# Offshore Manufacturing & Logistic Bases



Mobile, Alabama, USA



Orkanger, Norway



Evanton, UK



Carlyss, Louisiana, USA


























Dande, Angola



Port of Angra, Brazil

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

Flexible-Lay & Construction 11 units	Rigid Reel-Lay & J-Lay 4 units	Rigid S-Lay and Heavy Lift 4 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	 Deep Blue  Apache II  Deep Energy <sup>2</sup>  Chickasaw	 G1200  G1201  Iroquois  Hercules
<b>Diving &amp; multi support vessels</b> <b>13 units</b>  Skandi Achiever  Olympic Challenger  Skandi Arctic  Global Orion  Pioneer		

<sup>1</sup> As of June 30, 2013

<sup>2</sup> Vessels under construction

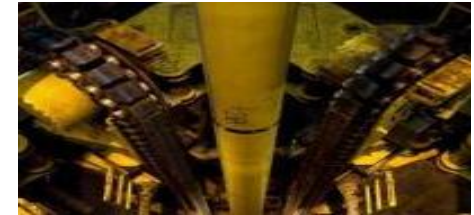


# Ultra-Deepwater Challenges

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

# Helping Clients to Develop Ultra-deepwater Fields

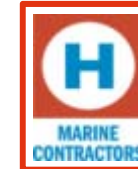
**Technip**

- 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

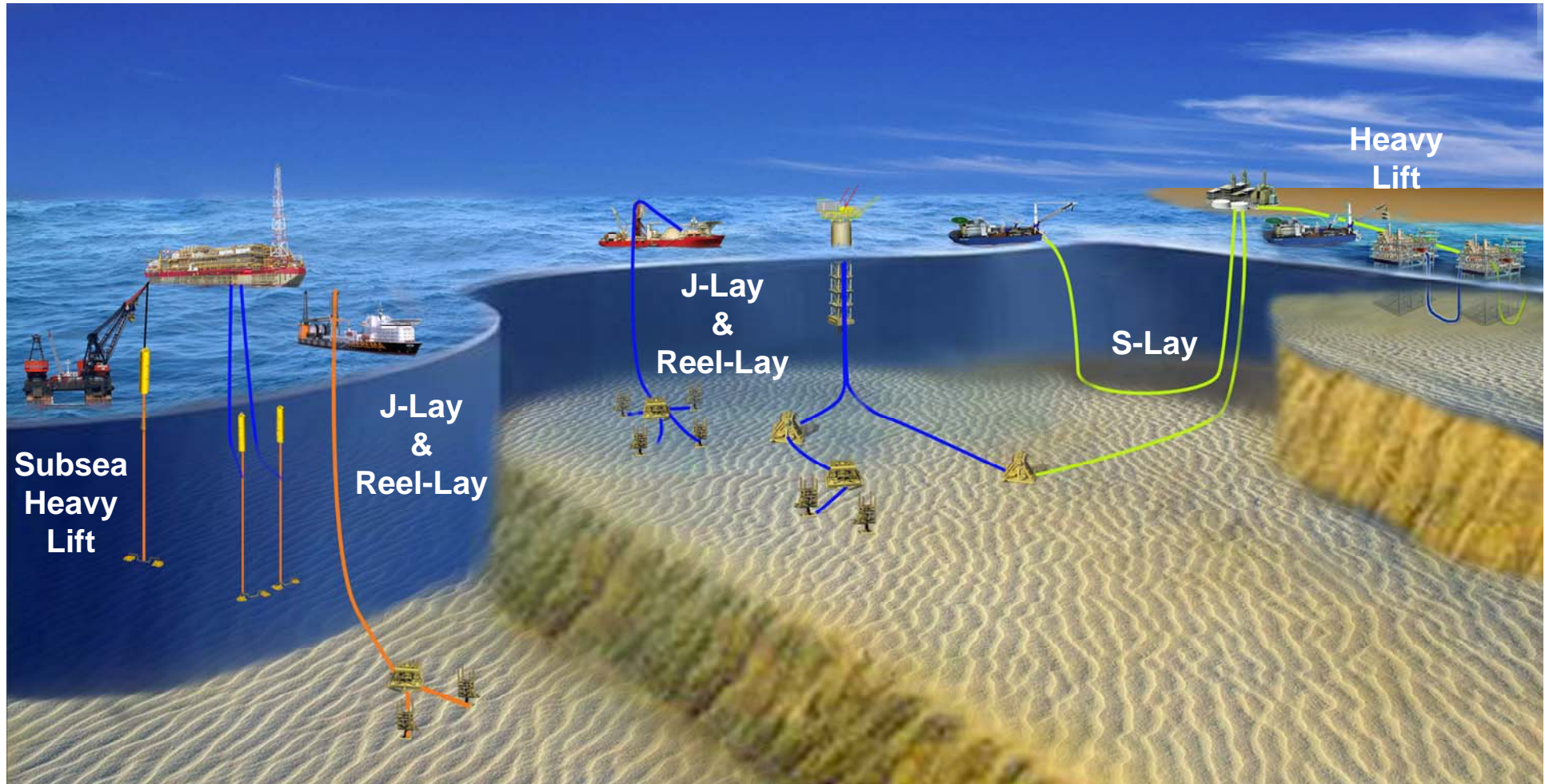
# Commercial Alliance with Heerema

- 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





# Very Broad Execution Capabilities in Subsea



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

**Deepwater infield lines**

**Deep-to-shore**

# 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

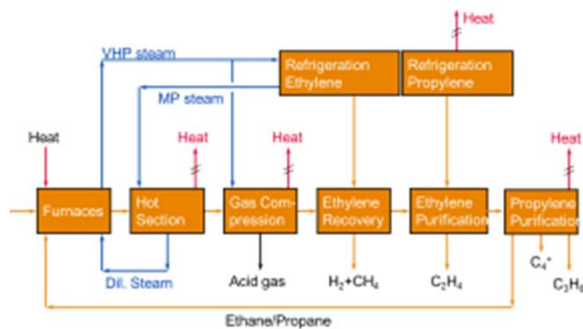


FPSO

# Technology Strength Diversifies Our Revenue

## Process Technologies

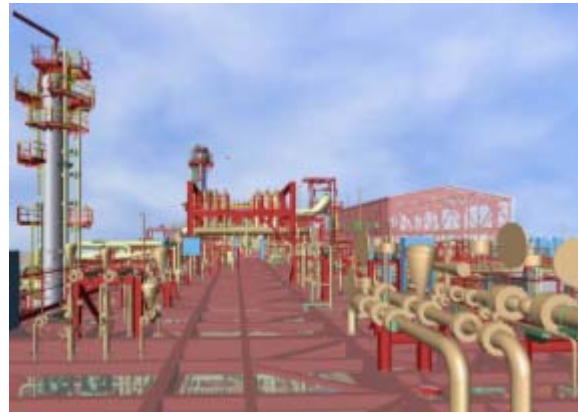
### Licenses



- Licensed proprietary technologies chosen at early stage of projects

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

### 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

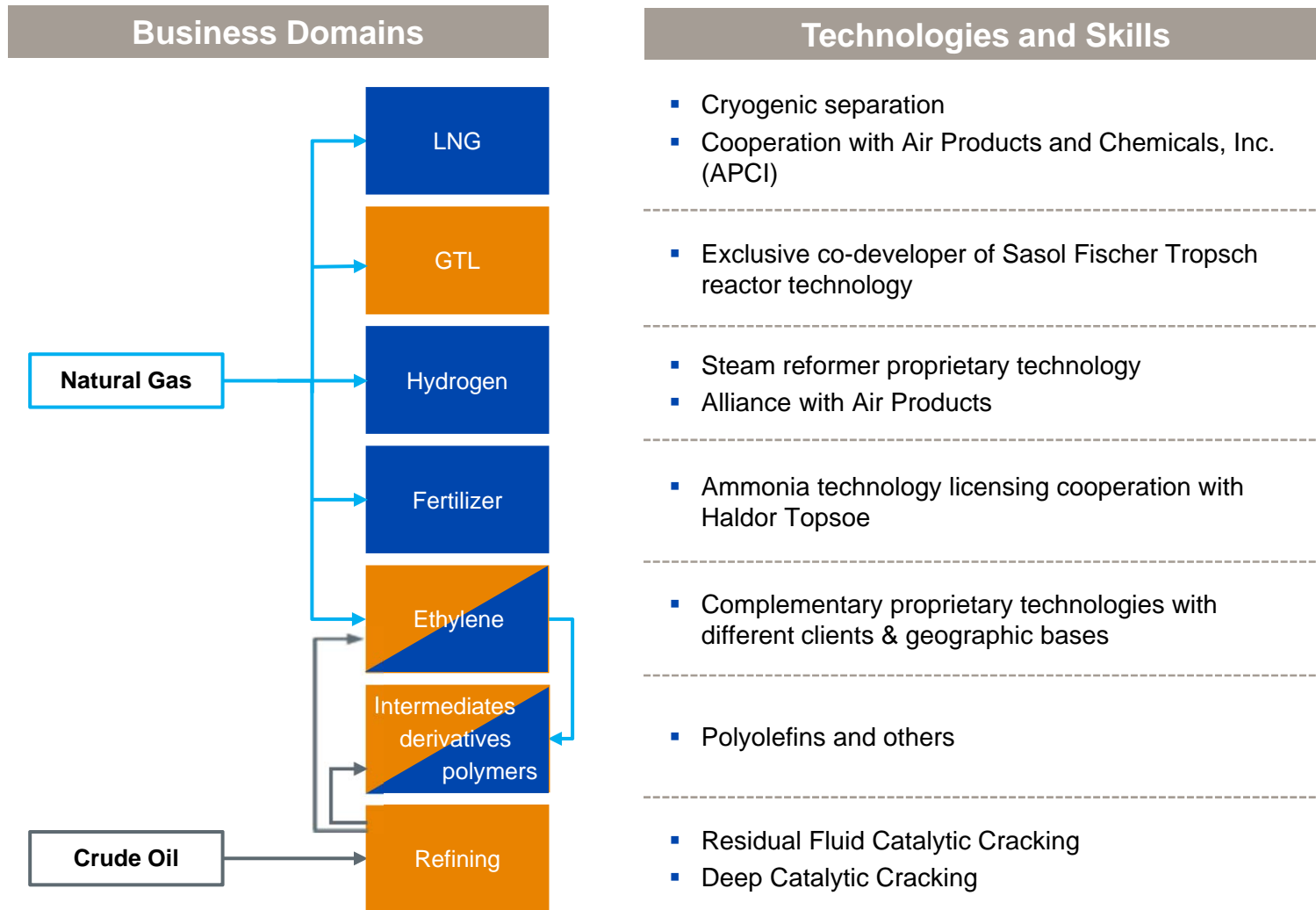


- Design, supply and installation of critical proprietary equipment

**~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



# 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

# 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



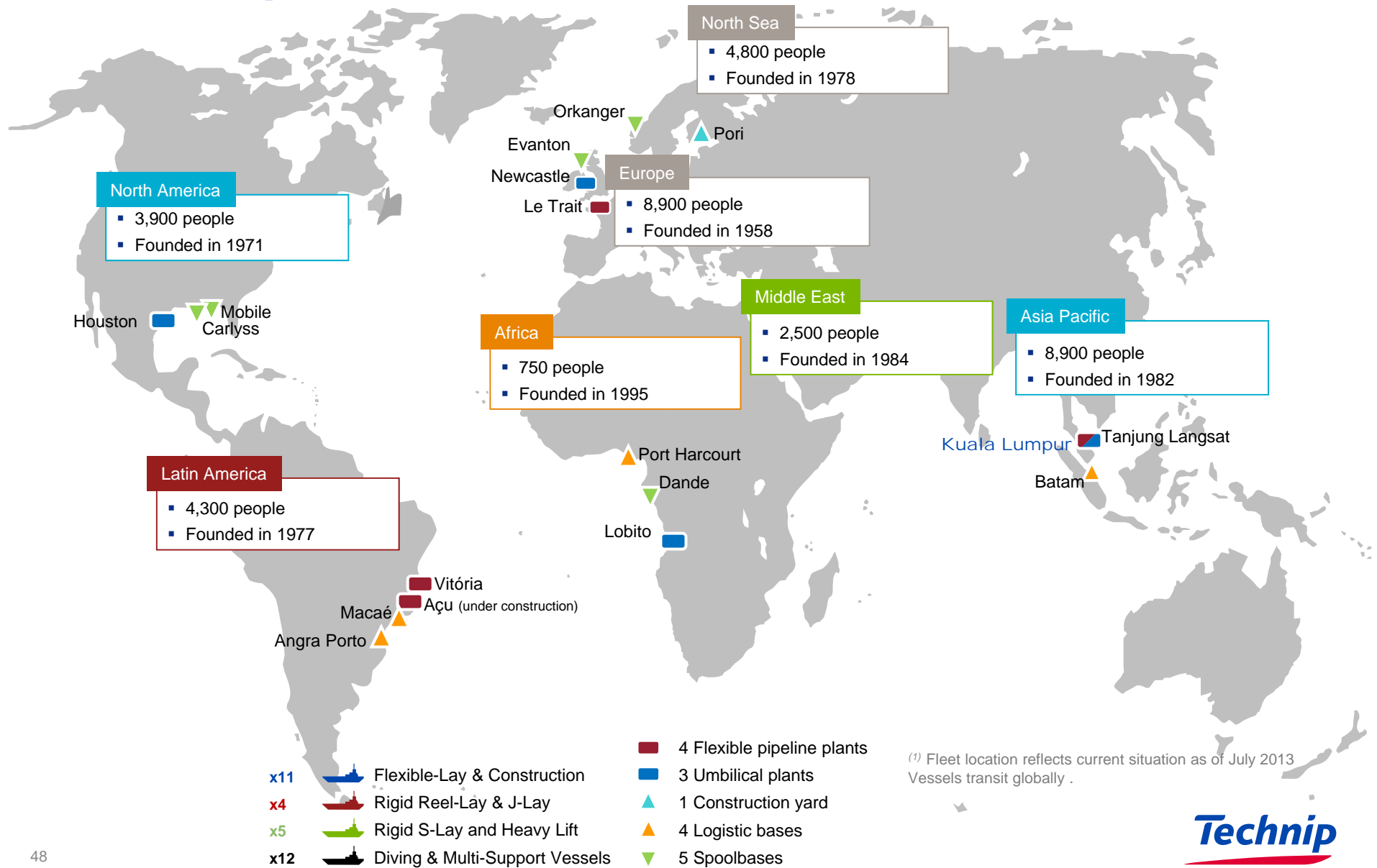
- **Petrobras FLNG**

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



(1) Floating Liquefied Natural Gas

# Global Business with Unique Multi-Local Footprint<sup>(1)</sup>





# 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

- ~8,900 people
- Founded in 1982



● Regional Headquarter / Operating centers

■ Flexible & umbilical manufacturing plant

▲ Logistic base

As of June 30, 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

- ~2,500 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 June 30, 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

- ~3,900 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

As of June 30, 2013

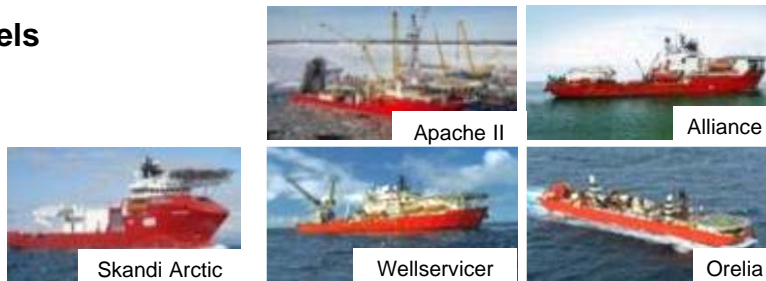


# North Sea Canada: Market Leadership in a Growing Market

## 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



## Technip in North Sea

- ~4,800 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

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

As of June 30, 2013

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

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

Second Quarter Results 2013

**Technip**

## 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

# Brazil: Building upon Solid & Profitable Business

## Differentiating Assets & Activities

- **Wide range of assets:**
  - High-end manufacturing plants: Flexibras and Açu (world's most technologically advanced plant)
  - Six Flexible Pipelay vessels (PLSVs) on long-term charters including:
    - two Brazilian built
    - two 550 ton under construction
- **Commitment to R&D:** taking pre-salt development further
- **Vertical integration:** providing supply chain & logistic solutions



Açu, Brazil

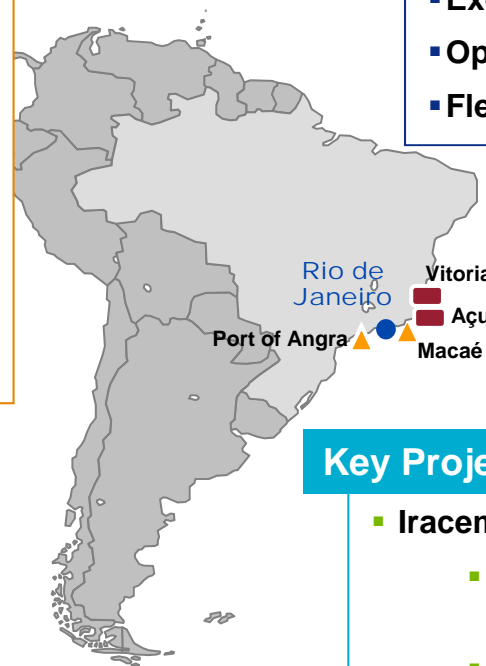


Skandi Niteroi

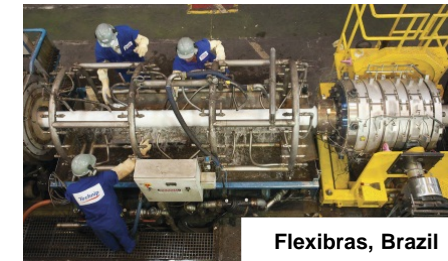
## Technip in Brazil

+35 years

- ~4,300 People
- Founded in 1977
- Exceed national content requirements
- Operational discipline
- Flexible supply expertise



- Regional Headquarter / Operating centers
- Manufacturing plants (flexible pipelines)
- ▲ Port and Logistic bases



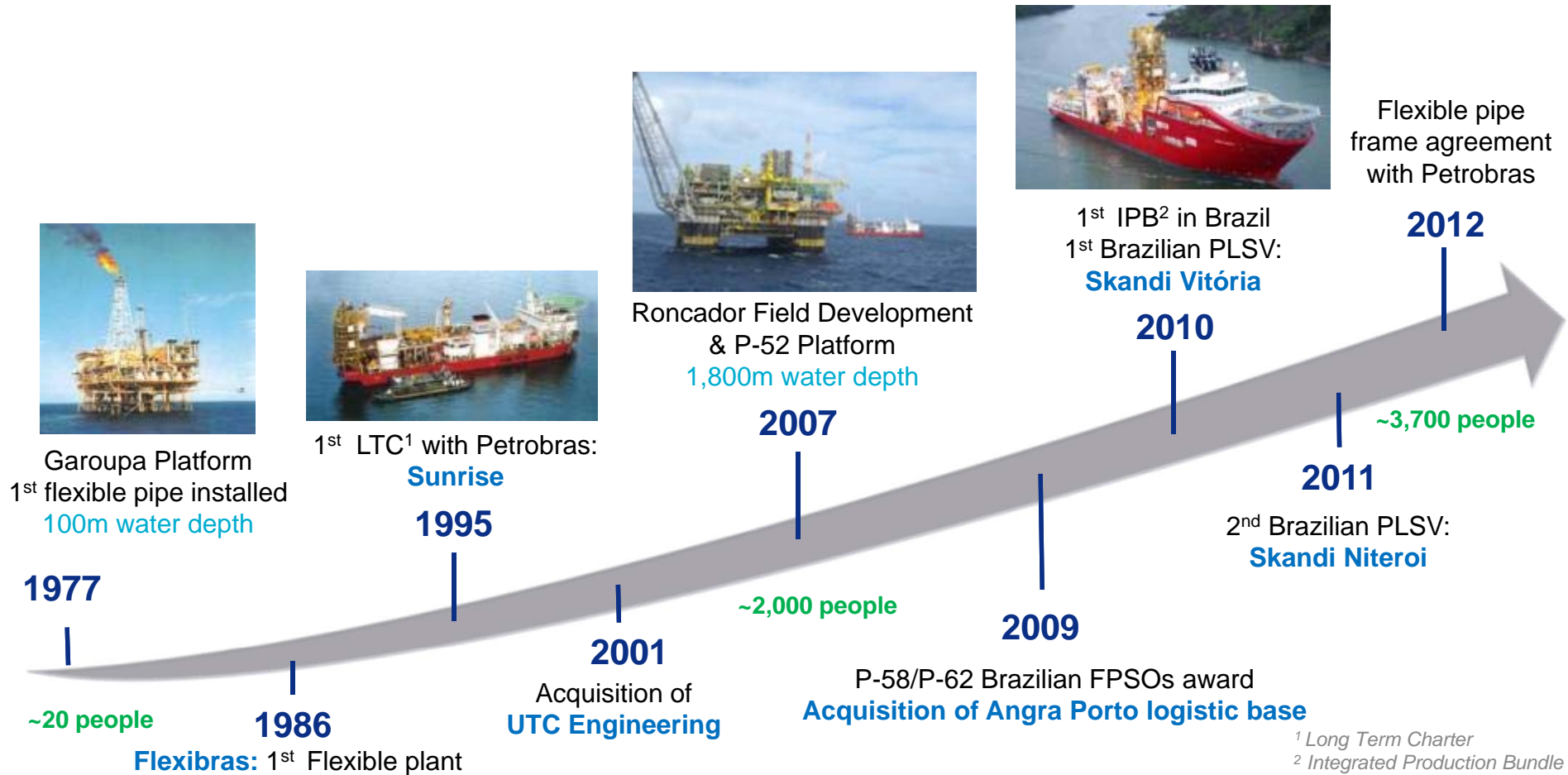
Flexibras, Brazil

## Key Projects & Awards

- **Iracema Sul, Sapinhoá & Lula Nordeste**
  - Flexible pipe supply for ultra-deep pre-salt development
  - Strengthening capacity to serve fast growing Brazilian subsea market
- **P-76 FPSO**
- **Papa Terra Integrated Production Bundle**

**Technip**

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

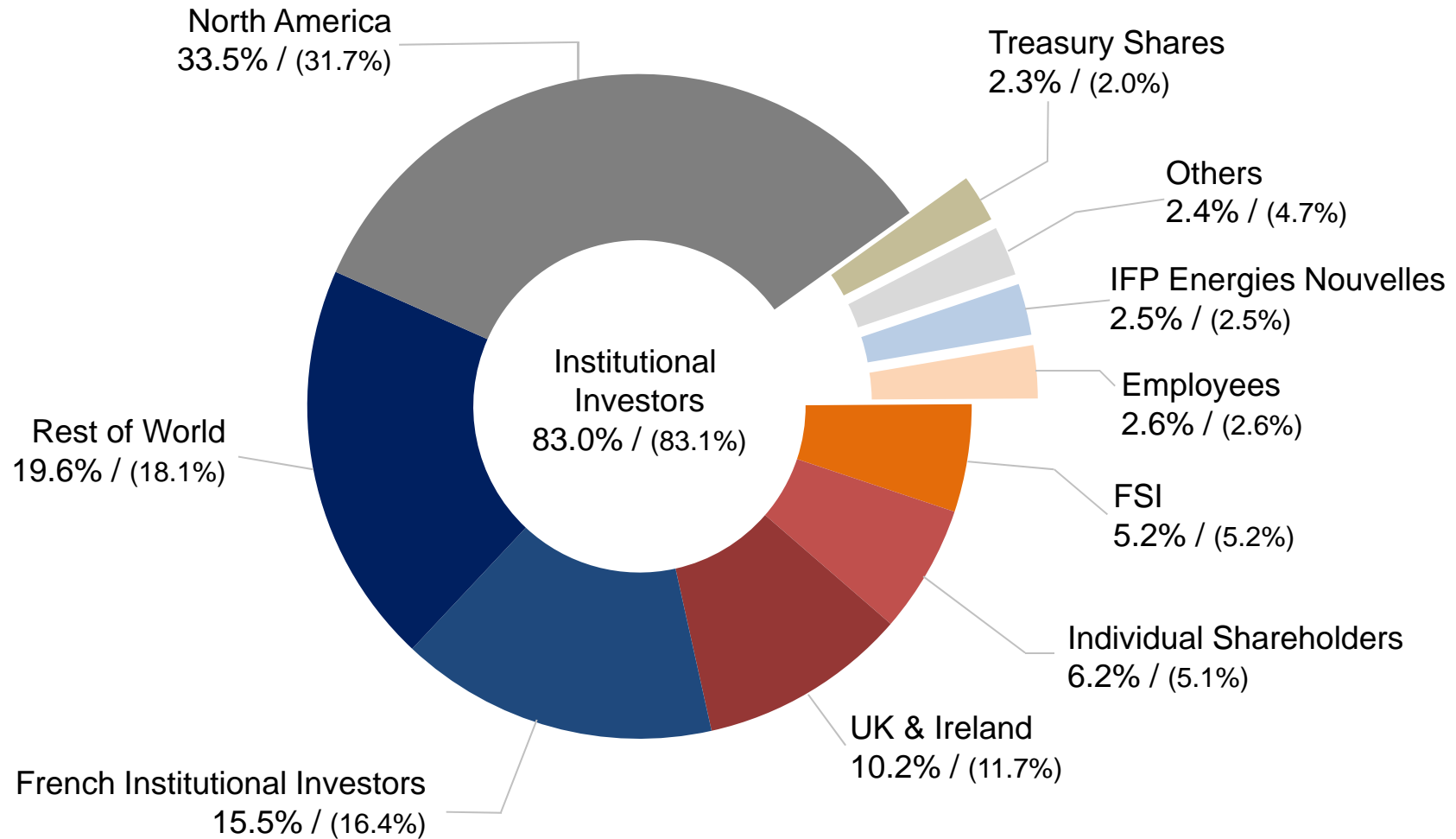


<sup>1</sup> Long Term Charter  
<sup>2</sup> Integrated Production Bundle

As of June 30, 2013



# Shareholding Structure, May 2013 (Nov. 2012)



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, May 2013



## Technip's Share Information



**ISIN: FR000131708**

**Bloomberg: TEC FP**

**Reuters: TECF.PA**

**SEDOL: 4874160**

**OTC ADR ISIN: US8785462099**

**OTCQX: 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