# Letter to shareholders

August 2012

## **Second Quarter** 2012 Results

- Revenue:
  - €2,052.2 million
  - +23.3%
- Operating Income from **Recurring Activities:**

#### €203.8 million

- +16.1%
- Net Income:

#### €134.2 million

- +1.3%
- Order Intake:

# €2,516 million

#### Dear valued shareholder,

Technip's second quarter revenue and profit were fully in line with our objectives. In Subsea, activity was strong across all our regions and revenue jumped almost 50% yearon-year. In Onshore/Offshore, major projects continued to move through their construction phases and revenue grew by almost 7%.

Second quarter order intake was again at a high level, reflecting our strong positions in key regions and technologies, and so our backlog grew to €12.7 billion. Order intake in Subsea was diversified geographically and by size. The North Sea and Asia Pacific were notably strong. In Onshore/Offshore, we took a substantial EPC project with high technology content in the Middle East and, in Malaysia, we won our second FLNG project.

The proposed acquisition of the Stone & Webster Process Technologies business that we announced in May is intended to reinforce the range of skills, technologies and services Technip offers. This move would strengthen our ability to provide services from the very start of onshore project life cycle and roughly double the flow of our revenues built around technologies.

Looking ahead, we continue to see strong bidding activity in nearly all our markets, with no impact as yet from either the lower market price of oil or economic issues affecting Europe.

Our customers remain focused on solving technology and resource challenges to meet their production objectives. Hence, we are investing to enhance our position, continuously recruiting talents and ramping up our capex program.

In summary, whilst remaining rightly cautious about the economic uncertainties around us, we reiterate our 2012 financial objectives, and are confident in benefiting from the robust growth prospects of our industry.

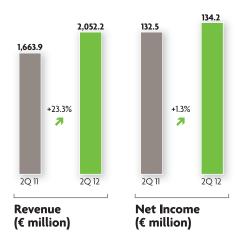
I would like to thank you for your trust.

Thierry Pilenko Chairman & Chief Executive Officer

"Technip's second quarter revenue and profit were fully in line with our objectives."



# Second Quarter 2012 Results

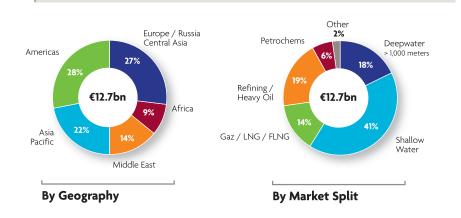


## Technip sees revenue and net income climb

- **Group revenue** for the second quarter 2012 was at €2,052.2 million, an increase of 23.3% in comparison to the second quarter 2011.
- **Net income** was €134.2 million in second quarter 2012.
- The operating income from recurring activities of Technip was €203.8 million for the second quarter 2012.
- As of June 30, 2012, Technip net cash position was €252 million compared with €629 million as of March 31, 2012, after €172,6 million of dividends paid and €152,4 of capital expenditures.

## Record Backlog as of June 30, 2012

At the end of second quarter 2012, Technip's backlog rose to €12,724 million, compared with €12,344 million at the end of first quarter 2012. This backlog remains well diversified in terms of project type, size, technology and by geographic area.



# Full year 2012 outlook confirmed(1)

- Group revenue between €7.65 and €8.00 billion.
- Subsea revenue between €3.35 and €3.50 billion, with operating margin around 15%, both including Global Industries.
- Onshore/Offshore revenue between €4.3 and €4.5 billion, with operating margin between 6% and 7%.

(1) Based on the year-to-date average exchange rates.

## Meeting with our shareholders

#### **Conference at Technip's Head Quarters**

At a presentation delivered on July 10th by Stéphane His, Vice President Biofuel and Renewable Activity Product Line, more than 50 shareholders enjoyed the opportunity to learn more about Technip's Offshore Wind activities.

Shareholders also exchanged views and shared their expectations with Technip's Communications department.







# Creating a world-class downstream technology leader

# Technip to acquire Stone & Webster Process Technologies and the associated oil and gas engineering capabilities from the Shaw Group.

This acquisition for a cash consideration of approximately €225 million, will be paid out of Technip's existing cash resources.

The business possesses important and widely recognized best-inclass proprietary technologies and alliances in several key onshore domains around refining and petrochemicals. These complement Technip's existing technology and alliances in ethylene, hydrogen, fertilizers, polyolefins, and LNG.

Thierry Pilenko, Technip's Chairman and CEO, commented: "Technip becomes a major technology provider to downstream markets, adding value to its Onshore/Offshore segment."

Indeed, this transaction will enable Technip to further diversify its

# **m**ilestones

Onshore/Offshore segment, adding revenues based on technology supply, strengthening its relationships with clients and partners worldwide, backed by the Stone & Webster reputation and finally to expand in promising growth areas such as the USA.

Technip will integrated a highly skilled group of 1,200 engineers, researchers and project teams, based in five main locations, with a particularly strong presence in the US (Houston, Texas, along with Stoughton and Weymouth, Massachusetts), in the UK (Milton Keynes) and in India (Mumbai).



## World's largest Spar hull field development

# Technip in a consortium with Hyundai Heavy Industries (HHI), received a Letter of Intent from Statoil for their Aasta Hansteen field development, offshore Norway, in approximately 1,300 meters water depth.

The project will be led by Technip and covers the engineering, procurement, construction and transportation of a Spar hull, the mooring systems as well as the design of the steel catenary risers.

The Aasta Hansteen Spar should start-up in late 2016 and will be the first Spar in Norwegian waters, the first Spar concept chosen by Statoil and the largest ever built; with a total hull length of 195 meters

This project confirms Technip's leadership in the design of Spar platforms. Indeed, the Aasta Hansteen Spar hull is the 16th to be executed by Technip out of 19 worldwide.

Technip's operating center in Houston, Texas, will be responsible for project management and engineering while HHI will be responsible for fabrication. Technip's office in Oslo, Norway, will be responsible for the marine operations to be performed prior to deck mating on the West coast of Norway in the summer of 2015.





#### Major subsea contract for Shell FLNG project

#### Technip has been awarded a large subsea installation contract by Shell Development Pty Ltd for the construction of Prelude Floating Liquefied Natural Gas (FLNG), the largest floating facility ever built. It will be moored at the north west coast of Australia.

This contract mainly includes the project management, fabrication, transport and installation by reeling of flowlines. Also the transport and installation of the subsea equipment.

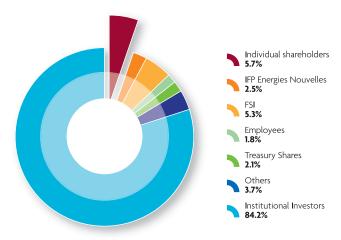
Technip's operating centers in Perth, Australia, and Kuala Lumpur, Malaysia, will execute the contract, with engineering to commence immediately. Technip's spoolbase in Orkanger, Norway, will be welding the flowline pipe provided by Shell Development, Australia Pty Ltd.

This award represents a key milestone for Technip, achieving the first reel-pipelay project in the Asia Pacific region for the new-built vessel: Deep Energy.



# **Shareholders' Log**

## Capital Structure as of May 30, 2012



#### Stock market data as of June 30, 2012

#### At the close of trade:

■ Share Price:	€81.95
Number of outstanding shares:	111,458,520
Market Capitalization:	€9,134 million

#### Since January 1, 2012:

■ Change:	+12.2%
Higher Share Price (€):	89.70
Lowest Share Price (€):	68.76
Average daily Volume:	599,829

#### Technip Stock performance



#### 2012 Calendar



- Thursday, October 25, 2012: Third quarter results.
- Friday, October 26, 2012: Visit of Flexi France plant
- Friday, November 23 to Saturday, November 24, 2012: Actionaria Exhibition at the Palais des Congrès, Paris.
- Monday, December 17, 2012: Shareholders meeting in Strasbourg at the Palais des Congrès et de la Musique.

### Sustainable development



#### Brazil: Technip raised children's awareness of sustainability at UN conference

Adriana Mendes, a member of Technip's Social Management team in Brazil, attended a Rio+20 meeting during the United Nations Conference on Sustainable Development.

Over 90 children from all over Brazil were present at the meeting. They were given the opportunity to share and discuss their thoughts on sustainability with people from the world of business.

Adriana was there to answer a host of questions from the children, and to explain how our business can grow and develop, while as respecting environmental concerns.

**Technip Share** 

Listed on NYSE Euronext Paris

ISIN Code: FR0000131708

Ticker: TEC, Eligible for deferred

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