



# Growing Use of Natural Gas Driving Opportunities for Technip

**Philip Hagyard, Senior Vice President LNG/GTL Business Unit**

**Morgan Stanley Gas Conference, London, March 14, 2012**

**Technip**  
*take it further.*



# 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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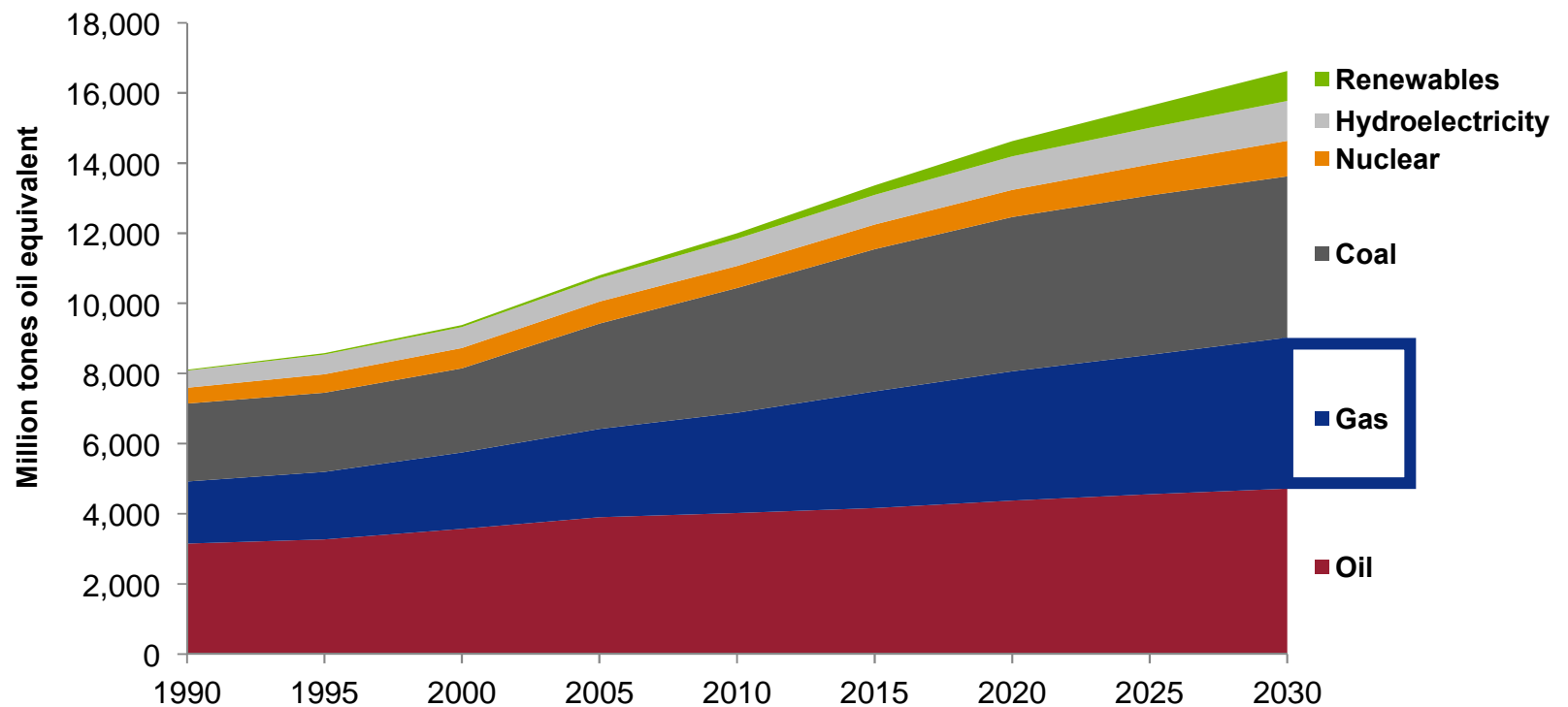
# Technip Today

- With engineering, technologies and project management, on land and at sea, we safely and successfully deliver the best solutions for our clients in the energy business
- Worldwide presence with around 30,000 people in 48 countries
- Industrial assets on all continents, a fleet of 34 vessels (of which 4 under construction)
- 2011 revenue: €6.8 billion



# Use of Natural Gas Could Rise by 50%

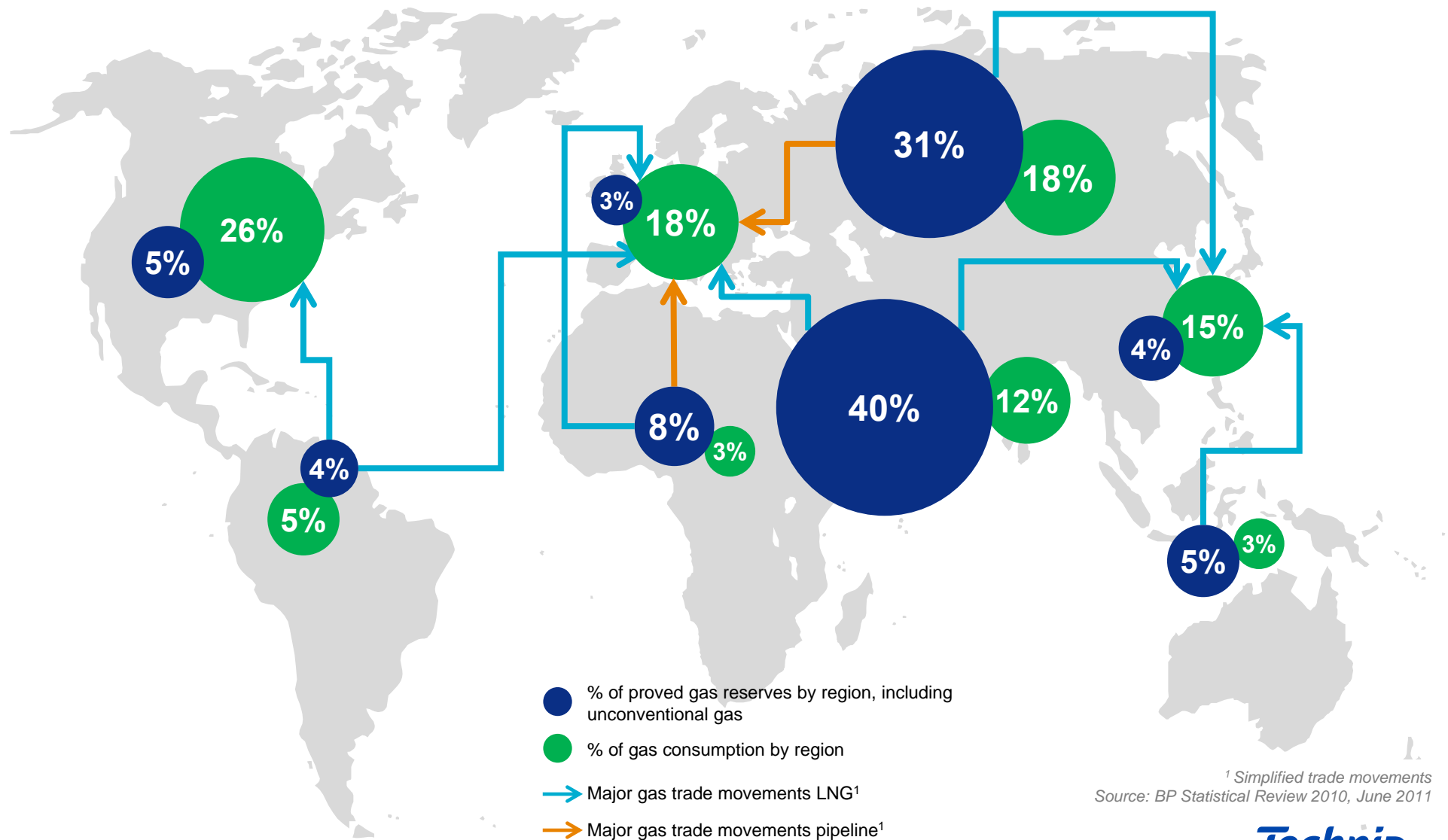
World Energy Consumption (1990 - 2030)



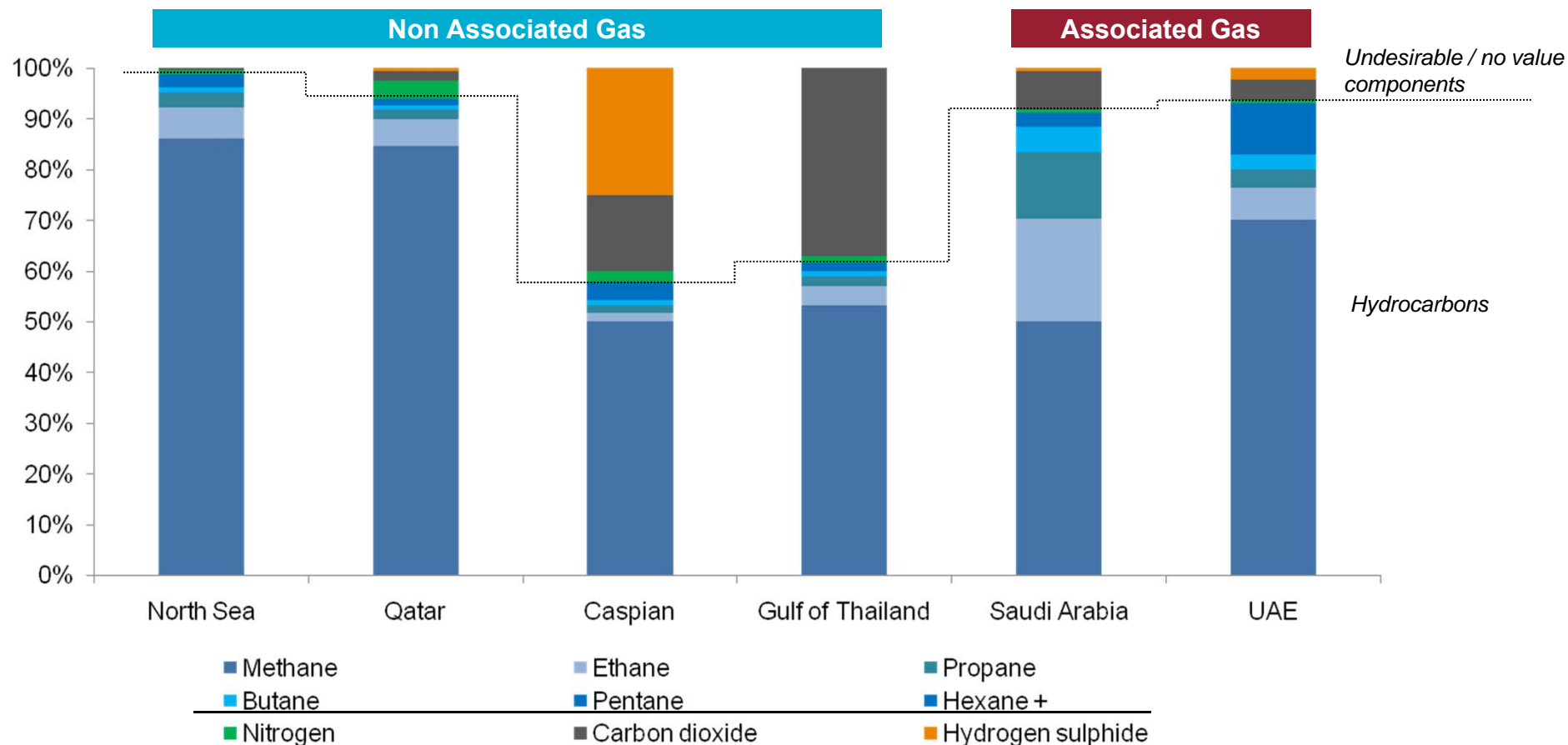
Source: BP Energy Outlook 2030, January 2012



# Mismatch Between Gas Reserves and Demand

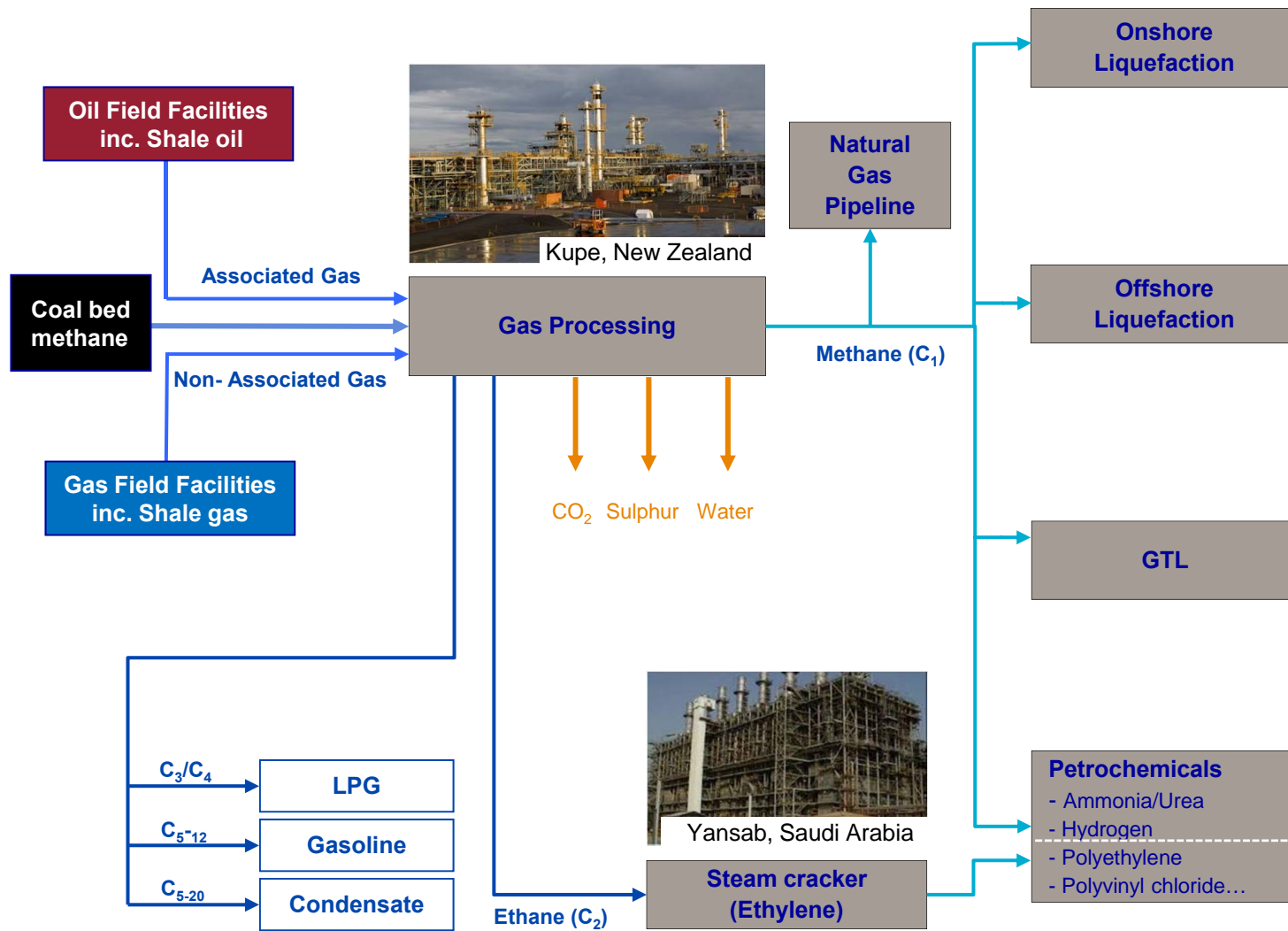


# Skill to Handle Wide Variety of Well Head Gas Compositions



Source: Gas compositions on a sample of projects done by Technip

# Opportunities all Along the Gas Value Chain



# LNG, FLNG & GTL Investment Drivers

LNG	FLNG	GTL
 <ul style="list-style-type: none"> <li>▪ High demand for LNG worldwide</li> <li>▪ Marketing flexibility vs pipelines</li> <li>▪ Technology readily available under license with well developed service industry</li> <li>▪ Good returns through long term sales agreements</li> <li>▪ Access to resources for IOC's</li> </ul>	 <ul style="list-style-type: none"> <li>▪ Ideal for reserves located far offshore in deep water</li> <li>▪ Economically attractive in areas with high onshore construction costs</li> <li>▪ Potential for reduction of overall field development time</li> <li>▪ Development of small fields with relocation</li> <li>▪ Monetize offshore associated gas versus re-injection or flaring</li> </ul>	 <ul style="list-style-type: none"> <li>▪ Economically attractive with an increasing spread between oil and gas prices</li> <li>▪ Regions close to consumer markets and/or without direct sea access</li> <li>▪ Lower product distribution costs</li> <li>▪ Alternative solution to monetize gas for investors with technology</li> </ul>

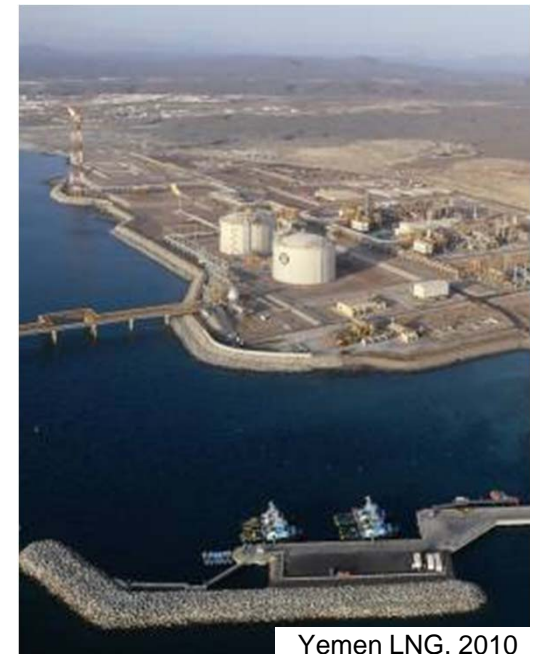


# Leading Onshore LNG Player for Over 45 Years

- In-depth technical know-how and EPC contractor
- Developed and use our own liquefaction process
- Built the first ever LNG plant 45 years ago in Algeria
- Introduced many concepts to the industry that are widely used today
- Delivered 30% of world LNG production capacity in the last 12 years



Camel, Algeria 1964



Yemen LNG, 2010

# Expertise to Improve LNG Plant Efficiency

- **Integration of gas pre-treatment**

- Reduction of pre-treatment energy consumption through heat recovery from liquefaction units
- Own gas fractionation technologies integrated with licensed liquefaction processes

- **Liquefaction scheme efficiency**

- References with most liquefaction processes
- Expertise in mixed refrigerant cycles (Air Products)

- **Optimization of main equipment**

- Gas turbines and compressors
- Heat exchangers



Pre-treatment column



Shell & tube heat exchanger

# Small Scale LNG

## ■ Rationale

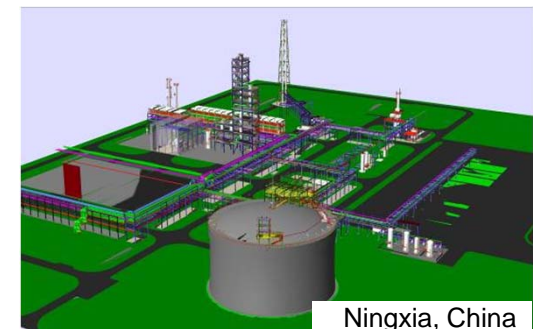
- Gas distributed by truck to remote areas without developing a pipeline network
- Peak shaving, avoids over sizing a pipeline network
- LNG as transportation fuel for trucks

## ■ Spreading LNG capability across Technip

- Small projects managed by Technip's local teams
- Increases LNG capability of our local resources

## ■ Track record

- Dynevor Arms, 70,000 tpa<sup>1</sup>, UK, 1982
- ALT, Topock, 50,000 tpa, USA, 1997
- Ningxia Hanas, 2 x 400,000 tpa, China, 2009



<sup>1</sup> Tones Per Annum

**Technip**

# FLNG: Onshore to Offshore Volume Optimization

Onshore LNG: Yemen



FLNG

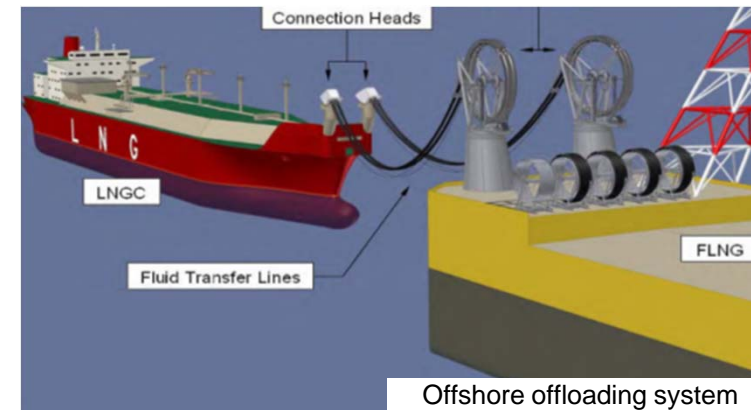




# FLNG: Solving Marine Environment Challenges

## Mechanical

- Offloading LNG between two vessels on the high seas
- Importing large quantities of high pressure feed gas on a floating facility
- Equipment and piping loads generated by motion
- LNG tank sloshing over 25 years without dry docking
- Maintenance
- Marine environment (salt, humidity...)



## Process

- Gas processing facilities to be adapted to marine environment
- Compact design (weight and volume)
- Designing for motion compared to static onshore plant



# FLNG: Leader with First Mover Advantage



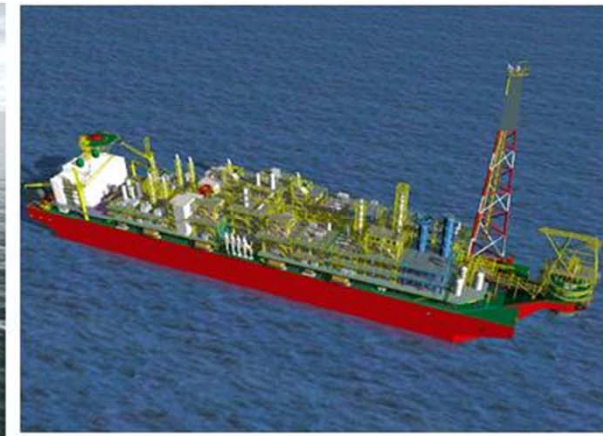
## ■ Shell

- 15 year frame agreement
- LNG capacity: 3.6 mtpa<sup>1</sup>
- Prelude FLNG in Australia under construction



## ■ Petrobras

- LNG capacity: 2.7 mtpa
- Pre-salt basin, Brazil



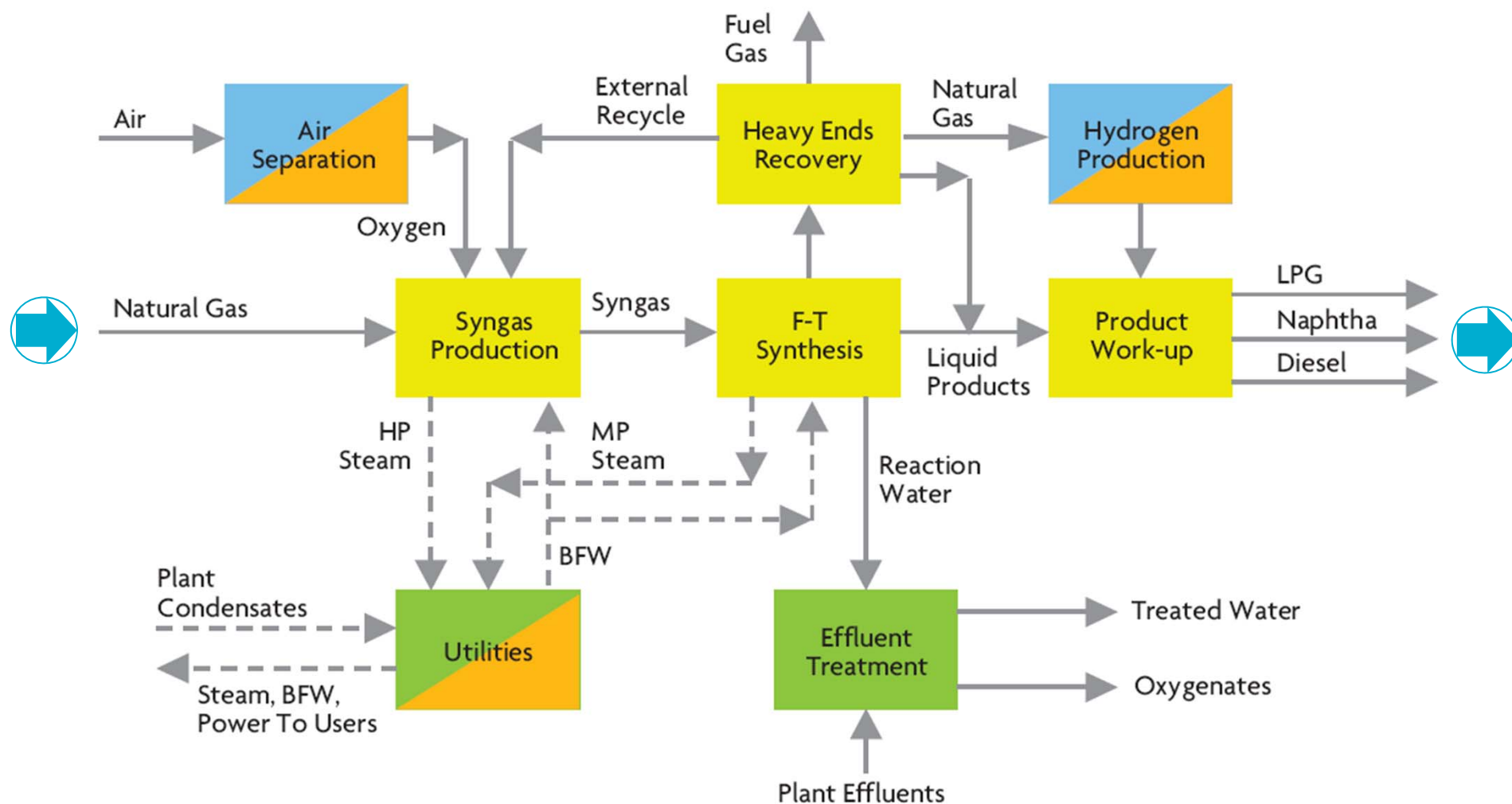
## ■ Petronas

- LNG capacity: 1.0 mtpa
- Offshore Malaysia

<sup>1</sup> Million tones per annum

**Technip**

# GTL: Alternative Solution to Monetize Gas, Mastered by Technip



■ "Ancillary" Process Units
 ■ Utilities/Off-sites
 ■ Process Units

# Solid Track Record with a GTL Major: Sasol Ltd.

## ■ ORYX GTL Complex, Qatar, EPC

- ORYX GTL Ltd.: JV between Qatar Petroleum & Sasol
- Largest GTL train when awarded: 34,000 boe/d<sup>1</sup> of GTL diesel, naphtha and LPG<sup>2</sup>
- Completed in 2006

## ■ UZGTL, Uzbekistan, FEED

- Uzbekistan GTL: JV of Uzbekneftegas , Sasol & Petronas
- Capacity: 34,000 boe/d of GTL diesel, kerosene, naphtha and LPG
- 1<sup>st</sup> GTL in Uzbekistan, FEED on-going



Oryx GTL, Qatar

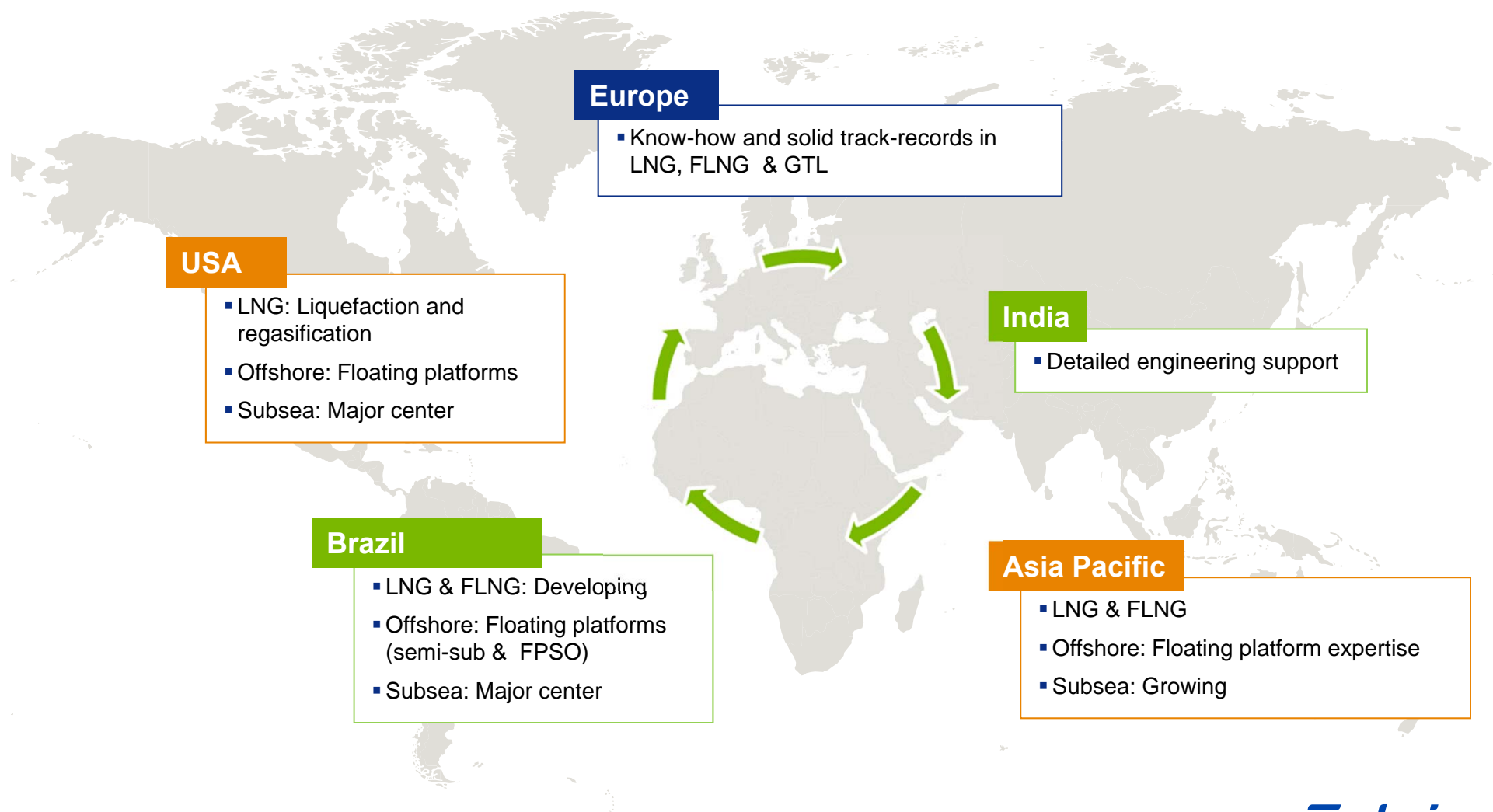
<sup>1</sup> Barrel or equivalent per day

<sup>2</sup> Liquid petroleum gas

**Technip**



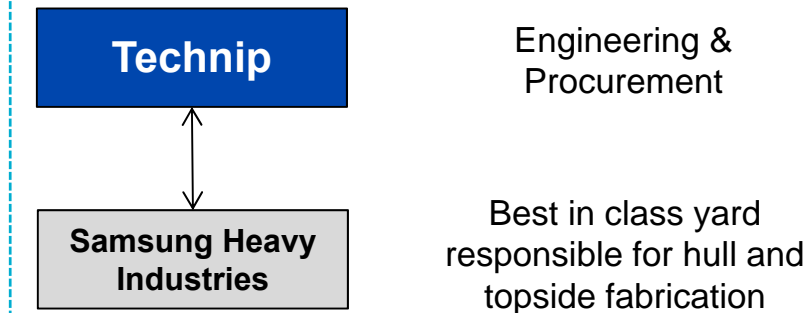
# LNG, FLNG & GTL Local Execution Capabilities Supported by Centers of Expertise



# Strategic Partnerships to Win and Execute our Projects

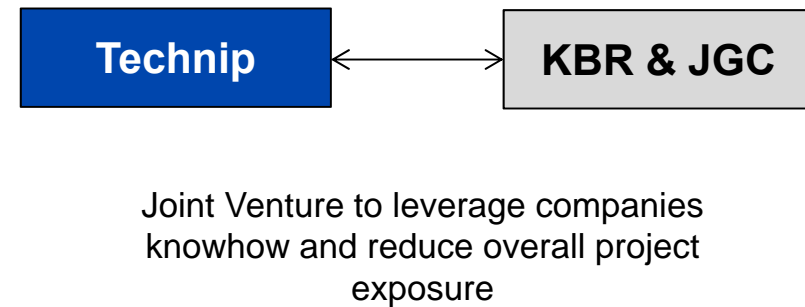
## Construction Partner

### Example: Prelude FLNG, Australia

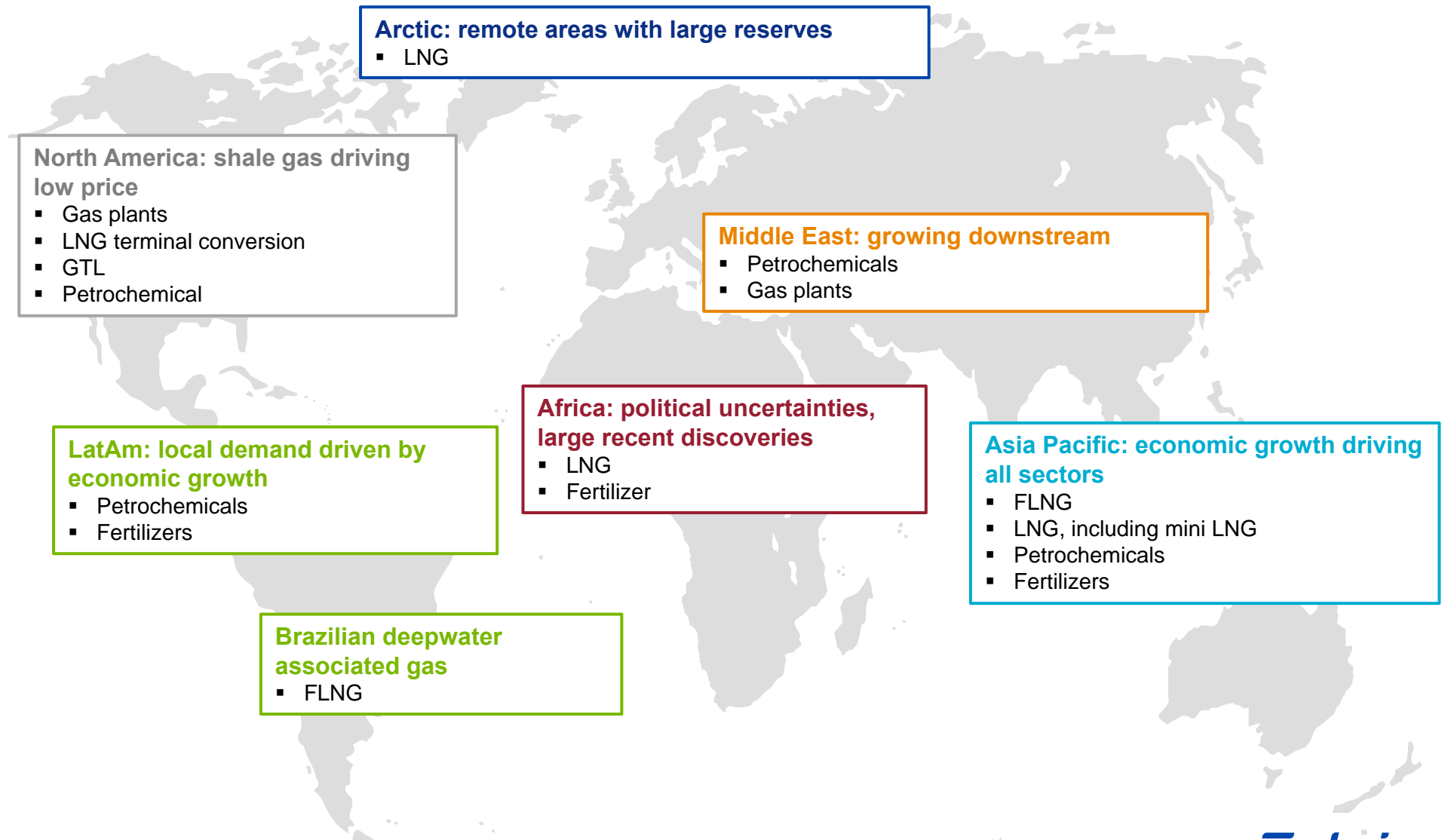


## E&C Partner

### Example: Yemen LNG



# Gas Related Market Environment





## Technip's Share Information



**ISIN: FR0000131708**

**Bloomberg: TEC FP**

**Reuters: TECF.PA**

**SEDOL: 4874160**

**OTC ADR ISIN: US8785462099**

**ADR: TKPPK**

### **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

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



**Thank You**

# Annex





## 2011 Key Achievements

- Record net income of €507 million
- Operating margin above 10% for the 3<sup>rd</sup> year
- €8 billion of diversified new orders
- €10.4 billion backlog, up by more than €1.1 billion year on year
- Step change in our portfolio of products and services

**[ Dividend increase by 9% to €1.58 per share**

*(1) from recurring activities*



## 2012 Full Year Outlook<sup>1</sup>

- **Group revenue between €7.65 and €8.00 billion**
- **Subsea revenue between €3.35 and €3.50 billion, with operating margin<sup>2</sup> around 15%, both including Global Industries**
- **Onshore/Offshore revenue between €4.3 and €4.5 billion, with operating margin<sup>2</sup> between 6% and 7%**

*(1) at current exchange rates*

*(2) from recurring activities*



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

Subsea



Onshore/Offshore



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

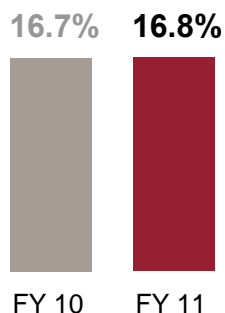
€ million (audited)

## Subsea

Operating Income<sup>1</sup>



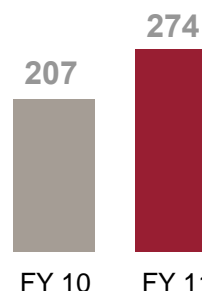
Operating Margin<sup>1</sup>



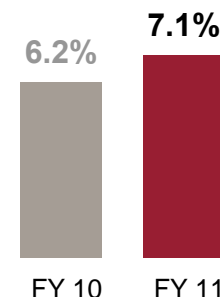
- Capital intensive: fleet and manufacturing units
- Vertical integration from engineering to manufacturing & construction

## Onshore/Offshore

Operating Income<sup>1</sup>



Operating Margin<sup>1</sup>



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

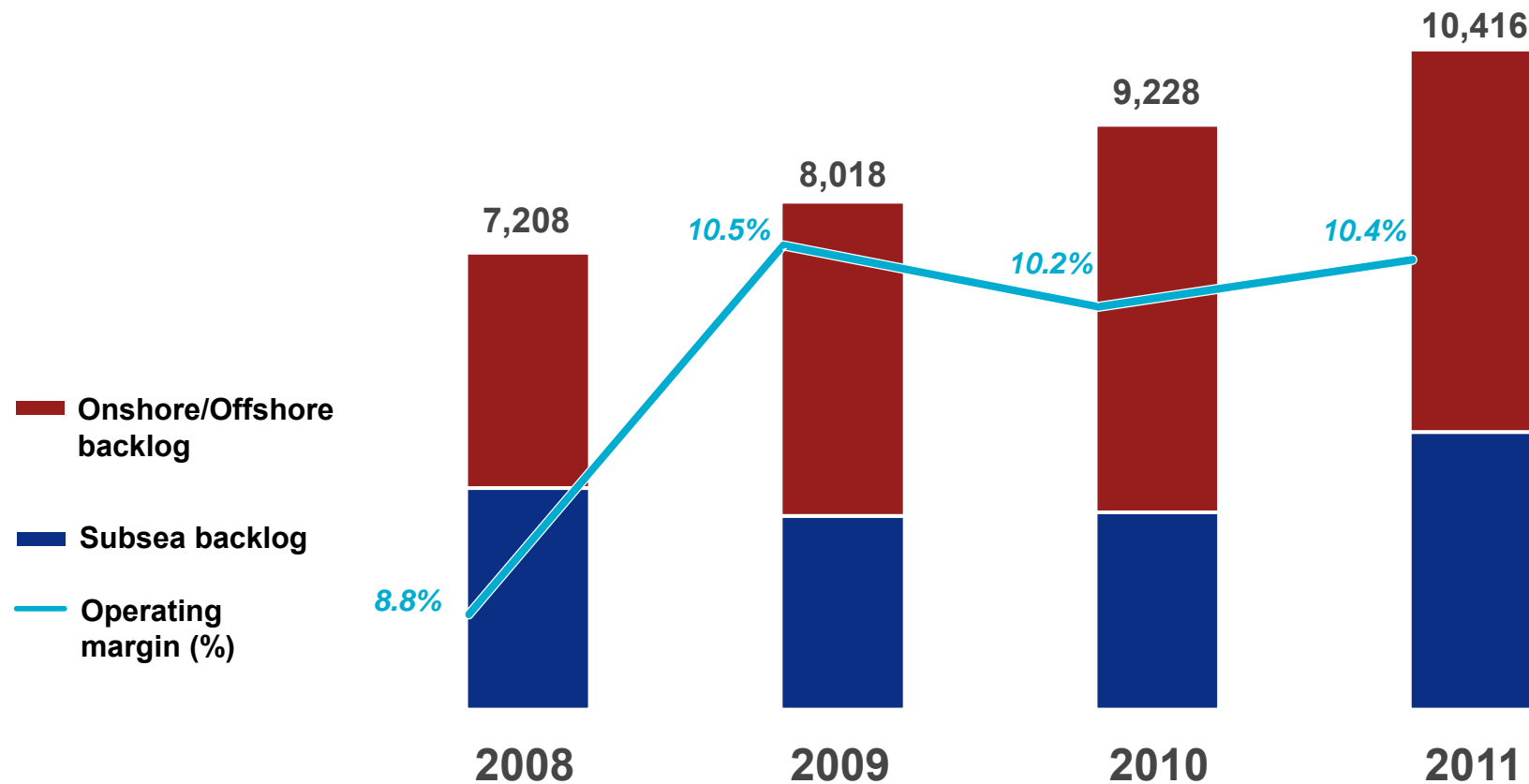
Negative working capital

(1) from recurring activities

# A Growing, Profitable Backlog

€ million (audited)

## Backlog and Operating Margin<sup>1</sup>

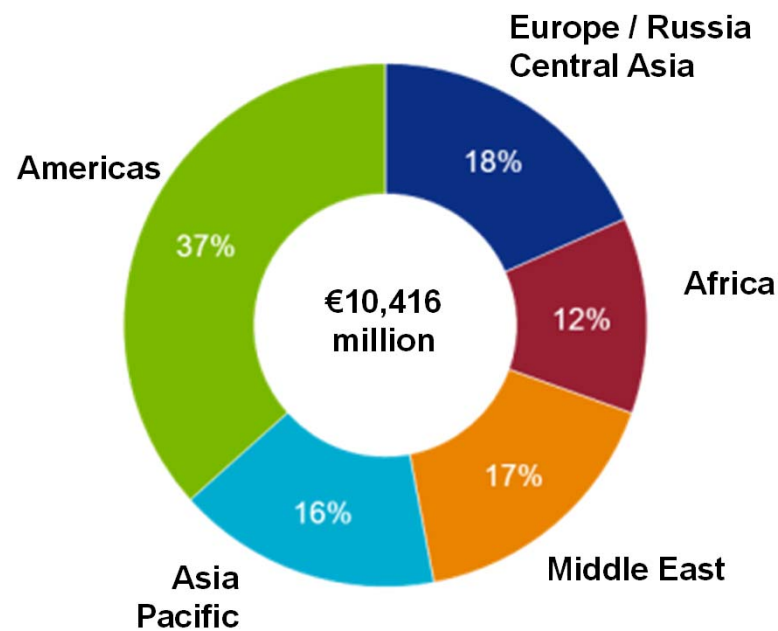


(1) from recurring activities

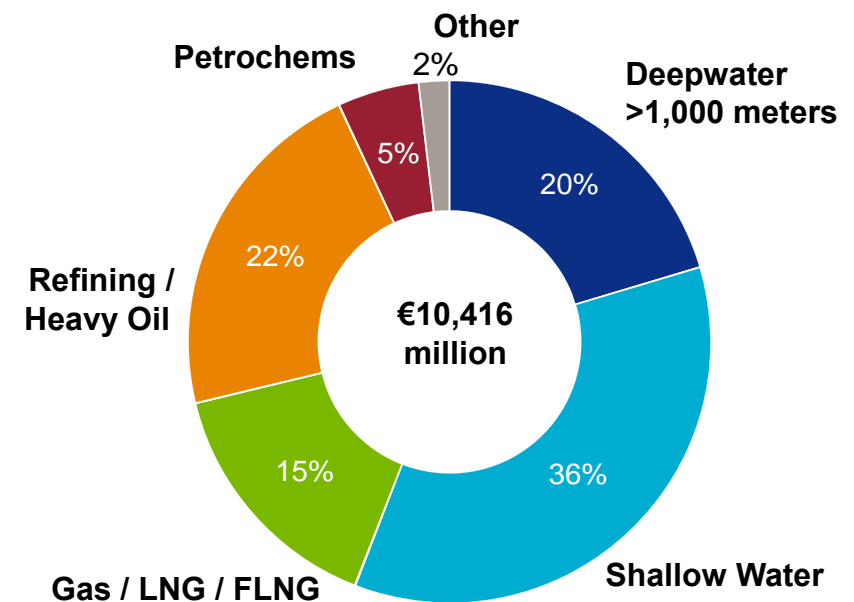
# Well Diversified Backlog

As of December 31, 2011

## Backlog by geography



## Backlog by market split



# Backlog Visibility<sup>1</sup>

€ million (not audited)

	Subsea	Offshore	Onshore	Group
<b>2012</b>	2,575.1	1,392.0	2,123.6	6,090.7
<b>2013</b>	1,067.6	862.9	1,182.8	3,113.3
<b>2014+</b>	737.5	279.5	195.1	1,212.1
<b>Total</b>	<b>4,380.2</b>	<b>2,534.4</b>	<b>3,501.5</b>	<b>10,416.1</b>

(1) Backlog estimated scheduling as of December 31, 2011



# Fourth Quarter & FY 2011 Financial Highlights

€ million (audited)

	4Q 11	Δ 4Q 10	FY 2011	Δ FY 2010
<b>Revenue</b>	<b>2,014.3</b>	<b>14.0%</b>	<b>6,813.0</b>	<b>12.0%</b>
EBITDA <sup>1</sup>	274.0	31.9%	883.5	13.7%
<i>EBITDA Margin</i>	13.6%	185bp	13.0%	19bp
<b>Operating Income<sup>2</sup></b>	<b>208.2</b>	<b>26.3%</b>	<b>709.5</b>	<b>14.4%</b>
<i>Operating Margin<sup>2</sup></i>	10.3%	100bp	10.4%	21bp
Non-Current Operating Result	(11.0)	37.5%	(15.7)	2.8x
Financial Result	11.0	110.0x	17.4	nm
<b>Income before Tax</b>	<b>208.2</b>	<b>32.6%</b>	<b>711.2</b>	<b>19.6%</b>
Effective Tax Rate	29.5%	18bp	29.3%	(83bp)
<b>Net Income</b>	<b>149.5</b>	<b>33.2%</b>	<b>507.3</b>	<b>21.5%</b>
<b>Dividend per Share</b>			<b>1.58</b>	<b>9.0%</b>

(1) calculated as operating income from recurring activities before depreciation and amortization

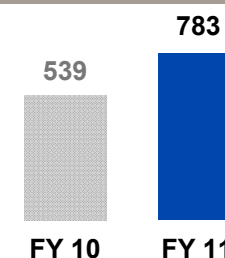
(2) from recurring activities

# Cash Flow

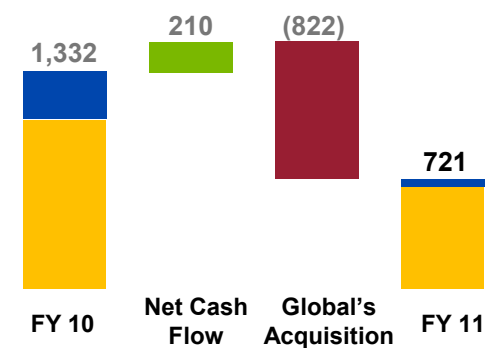
€ million (audited)

	FY 2011
<b>Net Cash as of December 31, 2010</b>	<b>1,332.3</b>
Cash Generated from / (Used in) Operations	<b>782.5</b>
Change in Working Capital Requirements	(130.9)
Capex	(357.2)
Dividends Paid	(156.1)
Net Cash Impact of Global Industries' Acquisition	(821.8)
Share Divestments / Acquisitions and Other	72.0
<b>Net Cash as of December 31, 2011</b>	<b>720.8</b>

## Cash from Operations



## Net Cash Position



■ Net Construction Contracts  
 ■ Net Cash Excluding Construction Contracts

# Balance Sheet

€ million (audited)

	Dec. 31, 2010	Dec. 31, 2011	
Fixed Assets	4,146.0	5,317.2	▪ €632m related to Global Industries
Construction Contracts – Amounts in Assets	378.6	588.0	
Other Assets	2,591.7	2,718.1	
Cash & Cash Equivalents	3,105.7	2,808.7	▪ Includes OCEANE & Global Industries acquisition
<b>Total Assets</b>	<b>10,222.0</b>	<b>11,432.0</b>	
Shareholders' Equity	3,202.1	3,673.3	
Construction Contracts – Amounts in Liabilities	694.9	644.5	
Financial Debt	1,773.4	2,087.9	▪ ~€421m OCEANE
Other Liabilities	4,551.6	5,026.3	~€232m Global Industries' debt
<b>Total Shareholders' Equity &amp; Liabilities</b>	<b>10,222.0</b>	<b>11,432.0</b>	

# Business Environment

## North America

- Canadian oil sands
- American shale gas drives downstream activities

## North Sea

- Positive trend continues in mature fields
- Offshore platform opportunities
- Step change in size and complexity of projects

## Gulf of Mexico

- Drilling permits increase in 2012 driving several offshore development in US waters
- Increasing activities offshore Mexico

## Europe

- Increasing focus on renewable energies
- Some opportunities in CIS across segments

## Middle East

- Strong focus on offshore brownfield development
- Sustained downstream activity

## Latin America

- Downstream prospects across the continent
- Several potential offshore development

## Africa

- Continued tendering across the Gulf of Guinea
- New gas discoveries driving opportunities in Mediterranean & Eastern Africa
- First pre-salt discovery in Angola
- Political uncertainty in North Africa

## Asia Pacific

- Strong momentum in gas-related mega projects
- Investments in refining, petrochemicals and fertilizer across countries
- Promising market for flexible pipe & umbilical solutions

## Brazil

- First major pre-salt tenders
- High level of tendering for projects, assets and flexible pipe
- Conventional works very active
- Continuous focus on logistics & local content
- Expanding onshore/offshore opportunities with various clients

# Combining Teams and Assets

- **Increasing our addressable market**
  - Tackling S-lay, heavy lift and large integrated projects worldwide
  - Leveraging Global's client relationship, notably in Mexico
- **Deploying Global fleet**
  - Integrated management center inaugurated in December 2011
  - Re-allocating vessels to capture new markets
- **Enhancing Global's execution capabilities with Technip's project management expertise**
- **Implementing cost synergies**
  - Offices combined in Rio, Abu Dhabi, Houston, Mumbai, ongoing
  - Technip's supply chain management principles expanded to Global





# Financial Impact of Global Industries Acquisition

## ■ 2011

- Backlog integrated in 2011 year end: €132 million
- No P&L impact except transaction costs
- €889 million of non-current assets, including goodwill and €232 million of current assets

## ■ 2012

- Revenues over €300 million
- Operating loss<sup>1</sup> of around €30 - €40 million
- Depreciation & amortization around €35 million
- Capex around €30 million

(1) from recurring activities



# Winning Projects Worldwide

## Recurring activities, US & Mexico

- Light reel-lay
- IRM<sup>1</sup>, diving support & surveys



Chickasaw



Pioneer

## Jubilee Phase 1A, Ghana

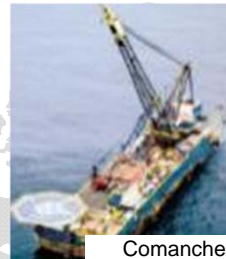
- Rigid & flexible EPIC in 1,300m water depth
- Enabler: combination of Technip & Global assets on a single project



G1200



Deep Pioneer



Comanche

## KGOC Export Pipeline, Middle East

- Onshore and subsea 12" pipeline
- 1<sup>st</sup> Subsea contact for Technip in the region
- Enabler: combination of Technip Onshore Segment & Global S-Lay asset



G1201

## Woodside GWF, Australia

- 16" pipeline installation
- Enabler: G1200/01 effective asset

<sup>1</sup> Inspection, Repair & Maintenance

# Long Term Client Partnerships

- **World leading companies are choosing Technip**

- Petrobras: Flexible pipe supply 5-year frame agreement
- Shell: FLNG 15-year frame agreement
- BP: Spar 10-year frame agreement
- Statoil, Norway: Diving support frame agreement (2007-2015)  
Statoil, Brazil: Offshore platforms
- BASF: Petrochemicals
- Haldor Topsoe: Fertilizers
- APCI: Hydrogen
- ...

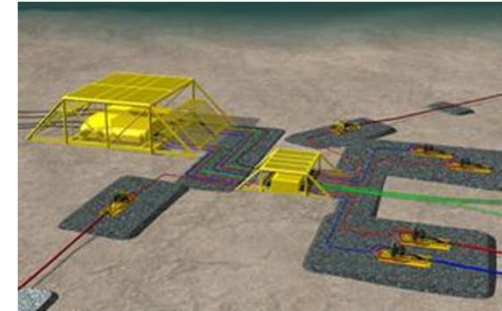
- **Strong involvement at FEED stage**

- Shell: Genesis subsea engineering frame agreement covering Gulf of Mexico & Brazil

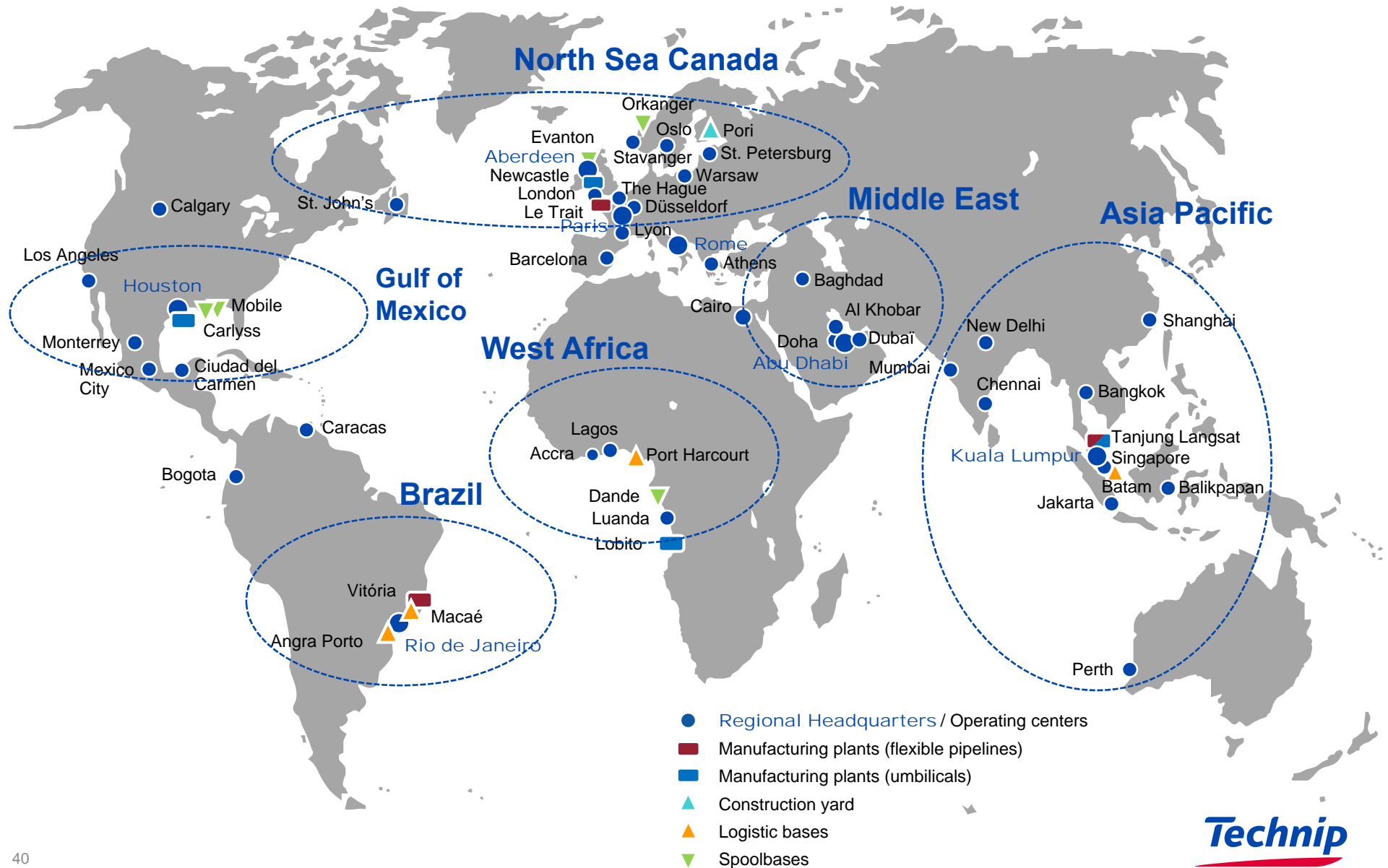


# Commercial Success Continues in 2012

- **Supporting technological advances: Åsgard Subsea compression marine operations**
  - €150 million EPC award in February 2012
  - Subsea construction work for compression system
  - Field support contract option
- **Growing Onshore through early stage involvement: Burgas refinery**
  - €600 million EPC award in January 2012
  - New-built refinery in Bulgaria
  - Strong involvement at early stage of the project: FEED performed by Technip in 2009
- **Capture growth in Subsea: Petrobras frame agreement**
  - Supply of around 1,400 kilometers of flexible pipes
  - Up to \$2.1 billion revenue
  - Over 150 types and diameters of risers, flowlines and associated equipment and accessories
  - Manufacture in Vitoria & future Açú plant, Brazil

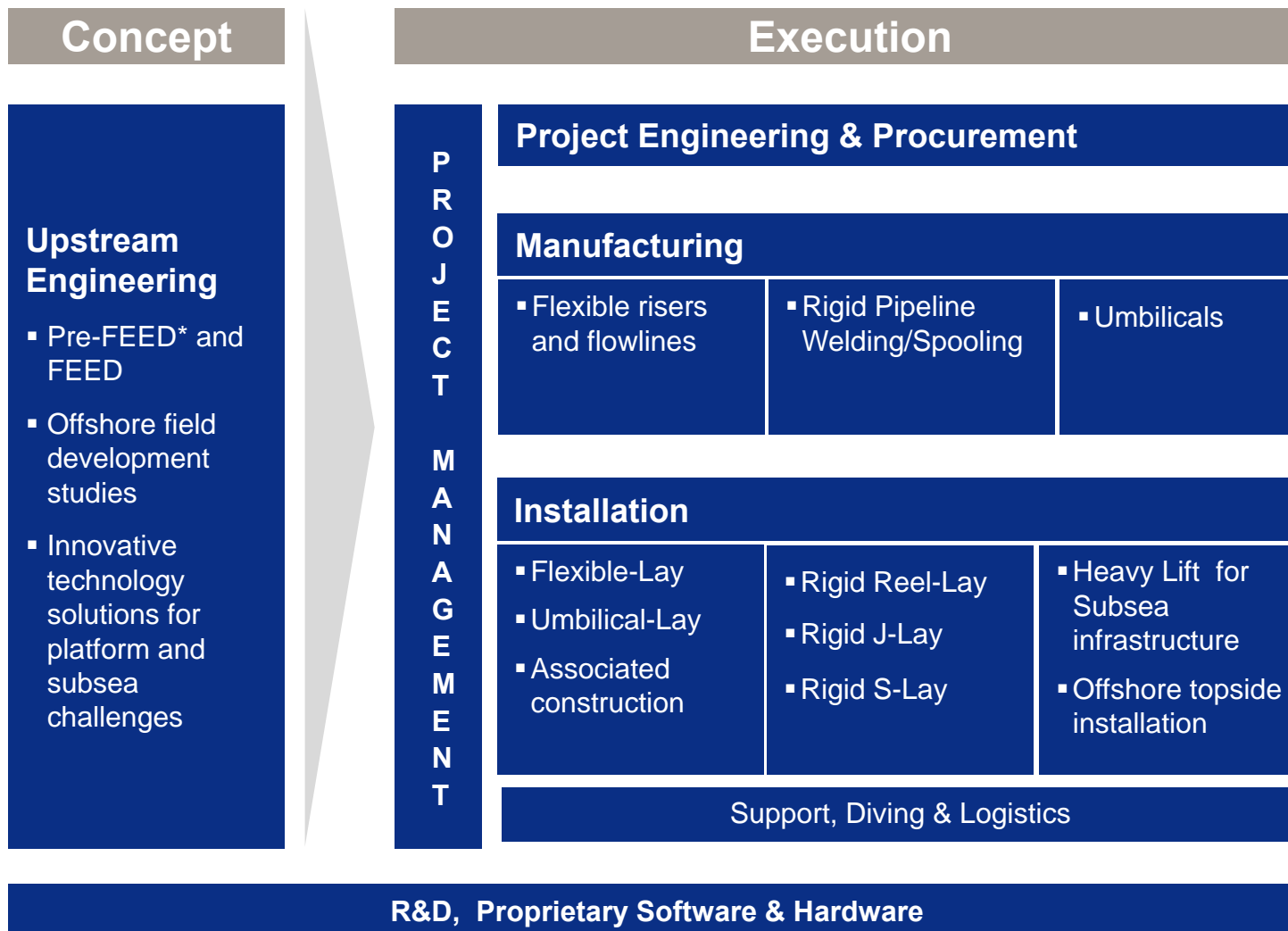


# A Unique Worldwide Footprint





# Technip Customer Support from Concept to Execution in Offshore & Subsea



\*FEED: Front End Engineering Design

# High Performing Fleet

## 34 Vessels of Which 4 Under Construction

### Flexible-Lay & Construction

9 units



Skandi Vitoria



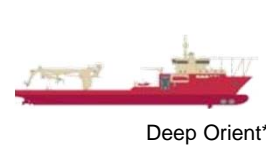
Skandi Niteroi



Deep Pioneer



Deep Constructor



Deep Orient\*



Sunrise 2000



2 x 550t PLSV\*



Normand Progress

### Rigid Reel-Lay & J-Lay

4 units



Deep Blue



Apache II



Deep Energy\*



Chickasaw

### Rigid S-Lay and Heavy Lift

5 units



G1200



G1201



Hercules



Comanche



Iroquois

### Diving & multi support vessels

16 units



Skandi Achiever



Olympic Challenger



Skandi Arctic



Global Orion



Pioneer

\* Vessels under construction

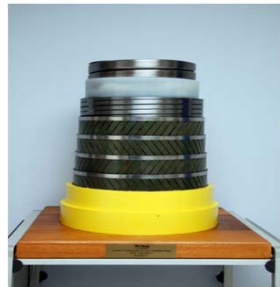
# Developing Proprietary Technologies

## Subsea

Unrivalled high technological assets

### Ultra Deepwater

Carbon Fibre Armoured Flexible Pipe



- Improved strength/weight ratio and resistance to corrosive fluids

### Corrosive Fluids

Anti H<sub>2</sub>S Flexible Pipe



- Material cost optimization, water depth extension for sour service pipes, mitigation against well souring

Reeled Mechanically Lined Rigid Pipe



- Cost effectiveness relative to metallurgically bonded or solid CRA alternatives

## Onshore/Offshore

Numerous proprietary technologies and partnerships with licensors

### Ethylene Increased Performances

Swirl Flow Tubes



- Ethylene Cracking furnaces increased performances

### Spar

Truss Spar



- Production solutions for harsh environments

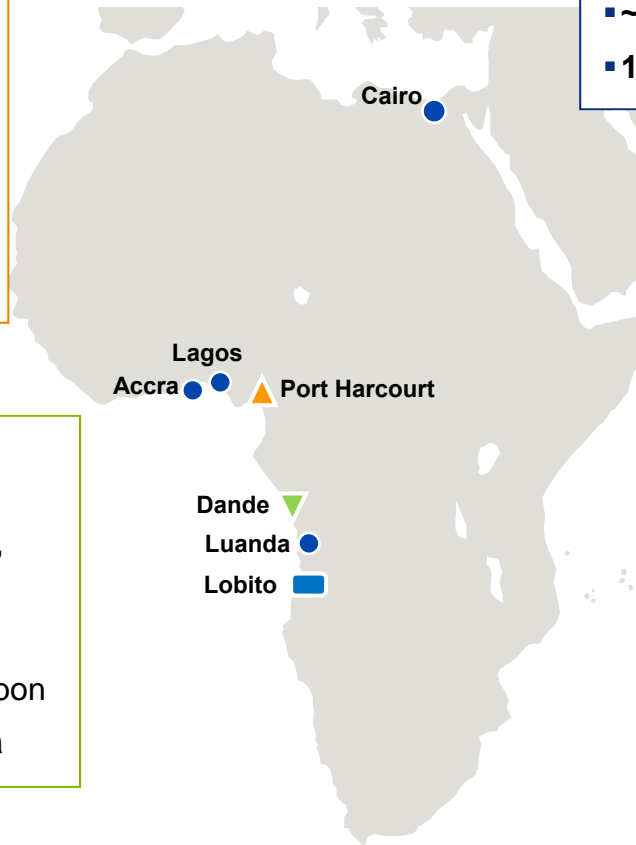
# Africa: Local Partner With Commitment to Long-term Presence

## 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 Headquarters** / Operating centers
- **Manufacturing plant (umbilicals)**
- ▲ **Logistic base**
- ▼ **Spoolbase**

## Technip in Africa

- ~700 people
- 1<sup>st</sup> office founded in 1995



Dande spoolbase, Angola



Angoflex, Angola



# Asia Pacific: Unique 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**



Deep Orient<sup>2</sup>

## Key Projects

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

## Technip in Asia Pacific

- ~4,400 people
- Founded in 1982



<sup>1</sup> 8% participation

<sup>2</sup> vessel under construction

**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
- Vessel



Comanche

## Technip in Middle East

- ~1,800 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

● [Regional Headquarters](#)



Upper Zakum 750+, UAE

# North Sea Canada: Leading Technologies for Harsh Environment

## Assets & Activities

- **Engineering & project management centers**
- **Spoolbases**
  - Orkanger, Norway
  - Evanton, UK
- **Steel tube/thermoplastic umbilical plant**
  - Duco Newcastle, UK
- **Yard:** Pori, Finland, specialized in Spar platforms fabrication
- **Offshore wind:** headquarters in Aberdeen, UK
- **Vessels**



Skandi Arctic



Apache II



Alliance



Wellservicer



Orelia

## Key Projects

- Islay, ETH-PIP<sup>1</sup>, UK
- East Rochelle, PIP<sup>2</sup>, UK
- Gjøa, Smoothbore, Norway

## Technip in North Sea

- ~3,700 people
- 1<sup>st</sup> office founded in 1978



Pori, Finland

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

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

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



# North America: Solid Reputation Within the Gulf of Mexico

## 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

- ~3,200 people



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

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



Perdido 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
- CNRL, Canada
- Recurring activities, US & Mexico
  - Light reel-lay
  - Inspection, repair & maintenance, diving support & surveys

# Latin America: Strong Relationships with Local Players

## Mexico

- ~380 people
- Supported by Houston office

Monterrey  
Mexico City  
Ciudad del Carmen

## Venezuela

- ~300 people
- Over 50 years experience from Engineering to full EPC contracts



Caracas

## Colombia

- ~600 people
- Over 35 years experience
- Specialized in refining & petrochemicals
- Over 250 projects completed
- Branches in Argentina & Peru



\*

Vitória  
Angra Porto  
Macaé  
Rio de Janeiro

## Brazil

- 3,300 people
- 35 years experience

- Regional Headquarters / Operating centers
- Manufacturing plants (flexible pipelines)
- ▲ Logistic bases

\*Technip JV with Inversiones Y Construcciones Estratégicas and Inversiones Ascona



Sincor refinery, Venezuela



Barrancabermeja refinery, Colombia



La Pampilla refinery, Peru

**Technip**

# Brazil: Unmatched 35 years of Local Presence

## Assets & Activities

- **Engineering & project management centers**
- **Flexible/umbilical manufacturing plant**
  - Flexibras: since 1986
  - Port of Açu: 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>



Normand Progress

## Technip in Brazil

- **~3,300 People**
- **Founded in 1977**



Flexibras, Vitoria

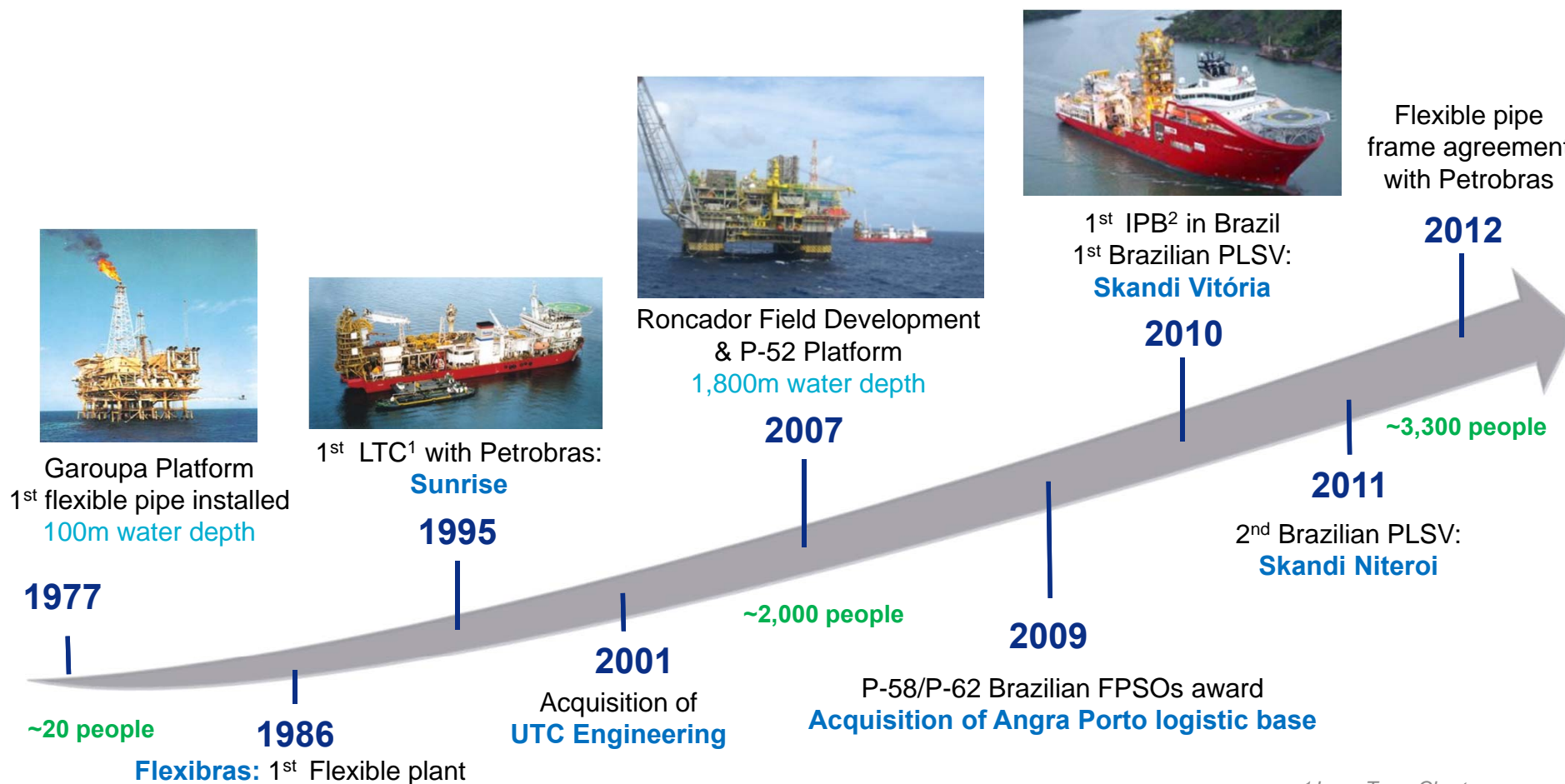
## Key Projects

- Papa Terra IPB, Subsea
- Cubatao refinery, Onshore/Offshore
- P-56 semi-submersible, Onshore/Offshore

<sup>1</sup> under construction

**Technip**

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

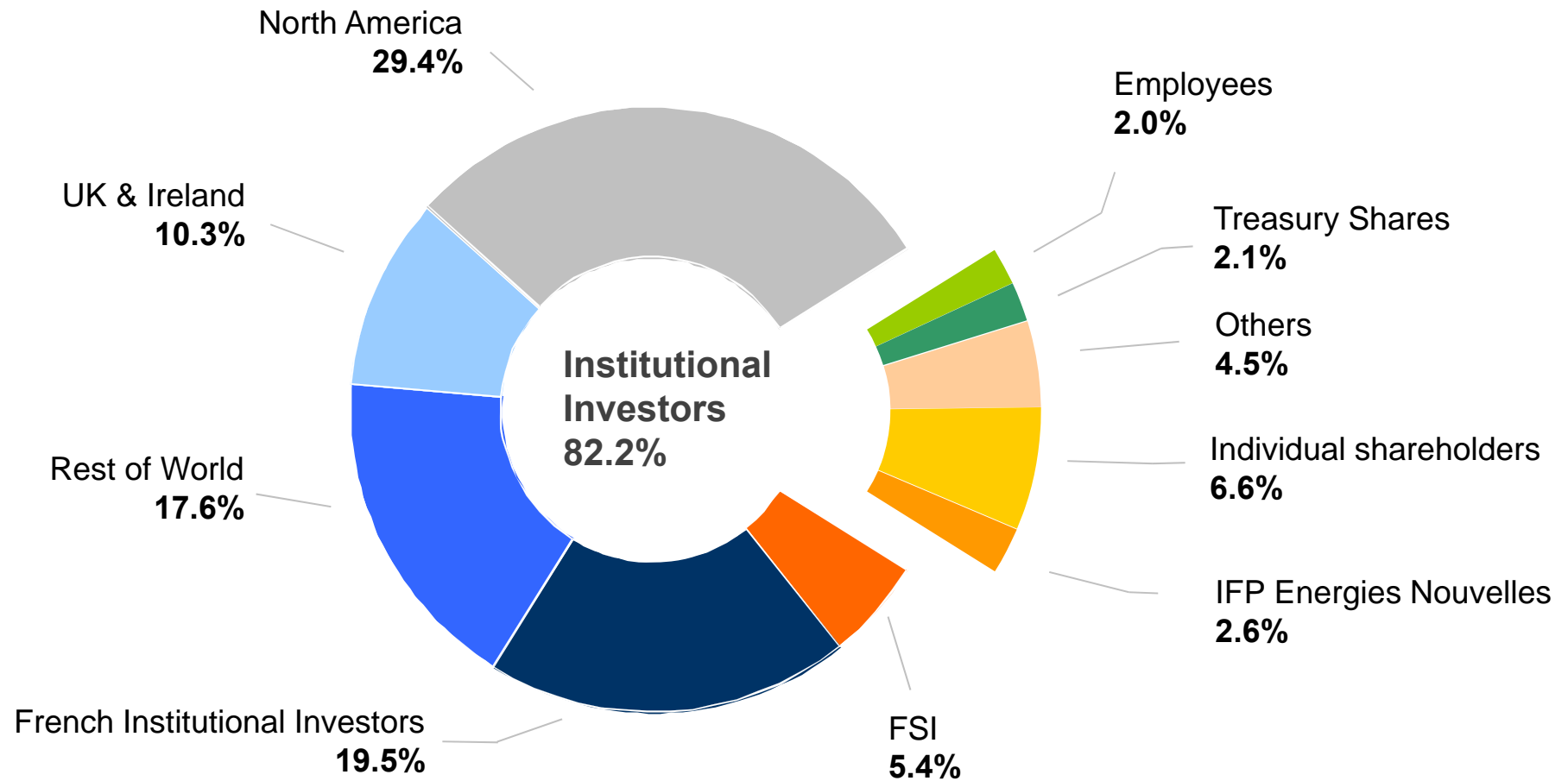


<sup>1</sup> Long Term Charter

<sup>2</sup> Integrated Production Bundle

**Technip**

# Shareholding Structure, November 2011



Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, Nov. 2011