

# FIRST QUARTER 2005 RESULTS

MAY 19, 2005



#### **Q1 2005 HIGHLIGHTS**

- Earnings per share up 33% y-o-y
- Full year guidance unchanged and translated into IFRS
- Strong growth in order intake

Market dynamics and order intake should lead to sustained growth for Technip in 2006 & 2007



# I. FIRST QUARTER 2005 MAIN FIGURES

# II. 2005 TARGETS UNDER IFRS



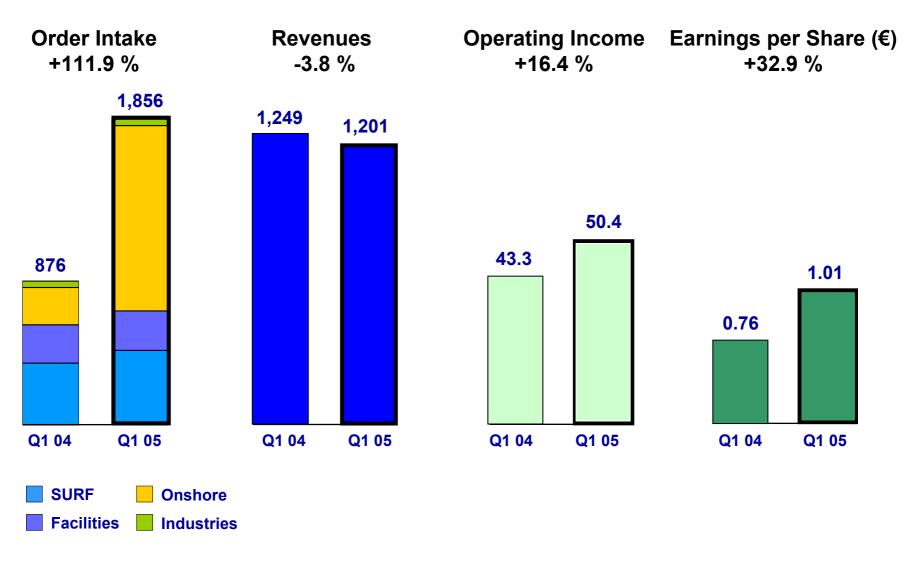
# I. FIRST QUARTER 2005 MAIN FIGURES

- 1. MAIN FIGURES
- 2. BUSINESS ACTIVITY PERFORMANCE
- 3. INCOME STATEMENT
- 4. CASH FLOW STATEMENT
- 5. NET FINANCIAL DEBT
- ORDER INTAKE
- 7. BACKLOG



# Q1 2005 MAIN FIGURES (IFRS)

#### € in Millions





#### **BUSINESS ACTIVITY PERFORMANCE**

IFRS € in Millions	SURF	Facilities	Onshore- Downstream	Industries
Backlog	1,878.1 +1%	976.2 +3%	4,138.8 +10%	190.9 -12%
Revenues	400.8 +13%	179.8 -31%	553.3 - <del>3</del> %	67.4 +11%
Op. Income	31.0 +7%	3.6 nm	19.8 0%	0.7 +75%
Op. Margin	7.7%	2.0%	3.6%	1.0%

Overall, operating margin ratio hits 4.2% (versus 3.5% one year ago)



% = *y-o-y* change nm = not meaningful

# **QUARTERLY GROUP INCOME STATEMENT\***

IFRS € in Millions	Q1 2005	Q1 2004	Change
Revenues	1,201.3	1,248.9	-3.8%
Gross Margin	134.8	126.4	+6.6%
R&D and royalties	(6.9)	(6.9)	0,0%
SG&A and other costs	(77.5)	(76.2)	+1.7%
Operating Income	50.4	43.3	+16.4%
Operating Margin	4.2%	3.5%	
Financial Charges	(17.3)	(9.9)	+74.7%
Income of Equity Affiliates	(0.2)	-	nm
Profit Before Tax	32.9	33.4	-1.5%
Tax	(11.8)	(11.6)	+1.7%
Minority Interests	0.6	(1.9)	nm
Net Income	21.7	19.9	+9.0%
EPS fully diluted (in €)	1.01	0.76	+32.9%
E/ADS fully diluted (in \$)	0.33	0.25	+32.9%



\* Not Audited

# **Q1 2005 CASH FLOW STATEMENT**

IFRS € in Millions

# **SOURCES**

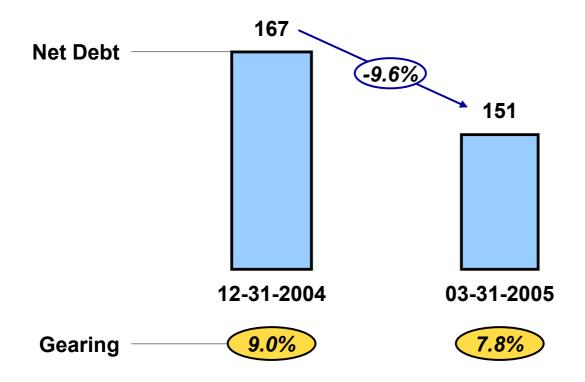
**USES** 

Operating Cash Flow	62	Working Capital	75
FETA and Other	18	Capex	17
Capital Increase	2		
Cash	25	Debt	15
TOTAL	107	TOTAL	107



#### **NET FINANCIAL DEBT**

# IFRS € in Millions

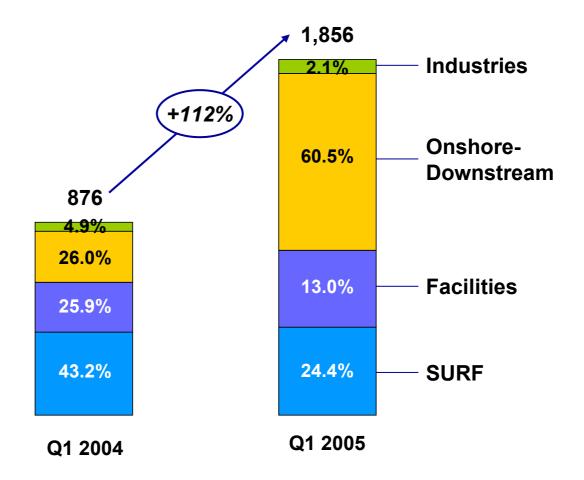


Net debt and gearing levels enhance commercial competitive position



# **Q1 ORDER INTAKE**

IFRS € in Millions

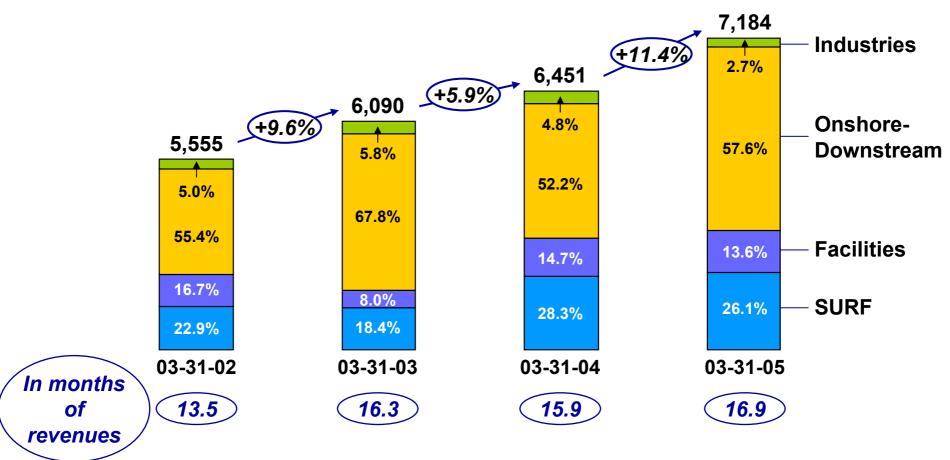


A significant increase in order intake especially in heavy oils and SURF



#### **BACKLOG**

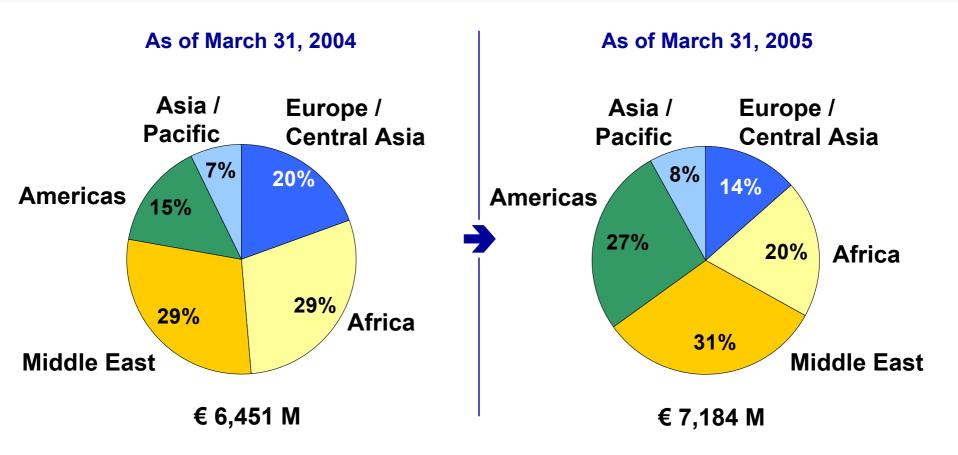




"Forward" level of activity expected to continue to grow over the coming months



#### **BACKLOG: REGIONAL SPLIT**



Major contracts in heavy oils (Canada), SURF (Brazil) and refining (US Virgin Islands) lead to strong growth in Americas share



# II. 2005 TARGETS UNDER IFRS



#### 2005 FRENCH GAAP TARGETS EXPRESSED UNDER IFRS

#### € in Millions

Revenues:

EUR 4.8 to 4.9 billion

Operating Margin:

> 4.8%

2004 IFRS OPERATING MARGIN REFERENCE		
Operating Income (IFRS)	225.9	
Non Op. Items reclassified as Op. Income	21.3	
Adjusted IFRS Op. Income	247.2	
Adjusted IFRS Op. Margin	4.8%	

The 2004 exceptional items (French GAAP) amounted to EUR (16.1) million. Under IFRS, these are accounted for as follows:

- EUR 5.2 million reclassified within discontinued operations
- UR (21.3) million reclassified within income from operations

#### Net Income:

≥ EUR 112.4 million

2004 NET INCOME REFERENCE				
IFRS Fr. GAAP				
Net Income	111.8	4.7		
GW Amort.	N/A	117.3		
Non Op. Items	16.1	16.1		
IAS 32 & 39*	(15.5)	N/A		
TOTAL	112.4	138.1		

<sup>\*</sup> Expenses associated with convertible bond "split accounting" according to IAS 32 and 39 applied as of January 1, 2005



# For more information, please contact:

#### **INVESTOR RELATIONS**

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### TRADING TECHNIP





ISIN FR0000131708



# CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

his presentation contains both historical and forward-looking statements. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements, or statements of future expectations; within the meaning of Section 27A of the Securities Act of 1933 or Section 21E of the Securities Exchange Act of 1934, each as amended. 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 integrated 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, price fluctuations; the timing of development of energy resources; armed conflict or political instability in the Arabic-Persian Gulf, Africa or other regions; the strength of competition; control of costs and expenses; the reduced availability of government-sponsored export financing; the timing and success of anticipated integration synergies; and the evolution, interpretation and uniform application and enforcement of International Financial Reporting Standards (IFRS), according to which we prepare our financial statements as from January 1, 2005.

Some of these risk factors are set forth and discussed in more detail in our Annual Report on Form 20-F as filed with the SEC on June 29, 2004, and as updated from time to time in our SEC filings. 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. Except as otherwise indicated, the financial information contained in this document has been prepared in accordance with IFRS, and certain elements would differ materially upon reconciliation to US GAAP.



### III. ANNEXES

- 1. Q1 2005 IFRS BALANCE SHEET
- 2. 2004 IFRS INCOME STATEMENT
- 3. 2004 IFRS BALANCE SHEET
- 4. STOCK SPLIT
- RADAR SCREEN
- 6. ESTIMATED BACKLOG SCHEDULING
- 7. RECENT CONTRACT AWARDS



# **Q1 2005 IFRS BALANCE SHEET \* (1/2)**

€ in Millions	Mar. 31, 2005	Dec. 31, 2004
Fixed Assets	3,234.1	3,232.5
Deferred Tax Assets	101.3	66.6
TOTAL NON-CURRENT ASSETS	3,335.4	3,299.1
Contracts in Progress	381.6	400.6
Inventories, customers and other receivables	1,229.6	1,283.9
Cash and Cash Equivalents	1,409.1	1,434.0
TOTAL CURRENT ASSETS	3,020.3	3,118.5
TOTAL ASSETS	6,355.7	6,417.6



# **Q1 2005 IFRS BALANCE SHEET \* (2/2)**

€ in Millions	Mar. 31, 2005	Dec. 31, 2004
Shareholders' Equity	1,930.2	1,851.6
Minority Interests	10.3	9.8
TOTAL SHAREHOLDERS' EQUITY	1,940.5	1,861.4
Convertible Bond	620.9	670.9
Other Long-Term Debt	741.2	737.8
Long-Term Provisions	115.1	115.4
Deferred Tax Liabilities	148.0	115.5
TOTAL NON-CURRENT LIABILITIES	1,625.2	1,639.6
Short-Term Debt	197.6	192.0
Short-Term liabilities	148.2	121.4
Progress Payments On Contracts	973.5	915.6
Account Payable & Other Advanced Receivables	1,470.7	1,687.6
TOTAL CURRENT LIABILITIES	2,790.0	2,916.6
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	6,355.7	6,417.6



\*Not Audited

# 2004 IFRS INCOME STATEMENT AND BALANCE SHEET



# **FULL YEAR 2004 IFRS INCOME STATEMENT \***

€ in Millions except EPS fully diluted	FRENCH GAAP	<b>ADJUSTMENTS</b>	IFRS
Revenues	5,141.0	(0.1)	5,140.9
Gross Margin	668.6	(105.5)	563.1
Depreciation of Fixed Assets	(116.2)	116.2	-
R&D and Royalties	(30.2)	-	(30.2)
Selling Costs	(96.8)	(2.3)	(99.1)
General & Administrative Costs	(166.9)	(16.6)	(183.5)
Other Operating Income (Expense)	(21.2)	(2.5)	(23.7)
Goodwill Amortization	(117.3)	116.6	(0.7)
Income from Operation	120.0	105.9	225.9
Financial Income (Charges)	(54.3)	(12.1)	(66.4)
Income of Equity Affiliates	1.2	-	1.2
Profit Before Tax	66.9	93.8	160.7
Tax	(65.0)	10.8	(54.2)
Discontinued Operations	5.2	2.5	7.7
Minority Interests	(2.4)	-	(2.4)
Net Income	4.7	107.1	111.8
Net Income Pre-GW / Except.	138.1		
EPS fully diluted (in €)**	5.26		4.35
E/ADS fully diluted (in \$)**	1.78		1.47



\*Audited

<sup>\*\*</sup>Fully diluted number of shares: 28,886,234

# **IFRS BALANCE SHEET AT 12/31/04 \* (1/2)**

€ in Millions	FRENCH GAAP	ADJUSTMENTS	IFRS
Fixed Assets	3,098.1	134.4	3,232.5
Deferred Tax Assets	80.2	(13.6)	66.6
TOTAL NON-CURRENT ASSETS	3,178.3	120.8	3,299.1
Contracts in Progress	6,593.4	(6,192.8)	400.6
Inventories, customers and other receivables	1,567.5	(283.6)	1,283.9
Cash and Cash Equivalents	1,434.0	-	1,434.0
TOTAL CURRENT ASSETS	9,594.9	(6,476.4)	3,118.5
TOTAL ASSETS	12,773.2	(6,355.6)	6,417.6



# **IFRS BALANCE SHEET AT 12/31/04 \* (2/2)**

€ in Millions	FRENCH GAAP	ADJUSTMENTS	IFRS
Shareholders' Equity (Parent Co.)	1,789.0	62.6	1,851.6
Minority Interests	10.4	(0.6)	9.8
TOTAL SHAREHOLDERS' EQUITY	1,799.4	62.0	1,861.4
Convertible Bond	706.9	(36.0)	670.9
Other Long-Term Debt	735.5	2.3	737.8
Long-Term Provisions	78.9	36.5	115.4
Deferred Tax Liabilities	144.8	(29.3)	115.5
TOTAL NON-CURRENT LIABILITIES	1,666.1	(26.5)	1,639.6
Short-Term Debt	194.4	(2.4)	192.0
Short-Term Liabilities	243.8	(122.4)	121.4
Progress Payments On Contracts	7,353.6	(6,438.0)	915.6
Account Payable & Other Advanced Receivables	1,515.9	171.7	1,687.6
TOTAL CURRENT LIABILITIES	9,307.7	(6,391.1)	2,916.6
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	12,773.2	(6,355.6)	6,417.6



\*Audited

#### 4 FOR 1 STOCK SPLIT

### Why split Technip stock?

- To reach a larger investor base
  - The split share price is better suited for individual investors
- To further improve the stock liquidity
- To align the ordinary share with the ADR

The split took effect May 13, 2005 after close of Euronext in Paris

Average stock value as of April 25, 2005

CAC 40 €50.8

SBF 120 €50.8

Oil Services €32.9

Technip stock split: 4 for 1

1 share @ €131.8 each



4 shares @ €32.95 each



# MAJOR AWARDS EXPECTED BY TECHNIP AND COMPETITION IN NEXT 12 MONTHS

OFFSHORE	
AGBAMI SURF (Nigeria)	XL
MOHO BILONDO (Congo)	Г
BOSI EPS (Nigeria)	Г
TAHITI SPAR (GoM)	٦
EKOFISK (Decom.) (Norway)	L
UMM SHAIF (UAE)	٦
TERANG/SIRASUN 2 (Indonesia)	L
MALLORCA PIPELINE (Spain)	L
JUBARTE P-57 (Brazil)	XL

GAS/LNG	
KHARG (Iran)	XL
GASCO AGD 2 (UAE)	XL
QATARGAS III & IV	XXL
RASGAS III (Qatar)	XXL
HARWEEL (Oman)	L
PDVSA (Venezuela)	XL
YEMEN LNG	XL
SKIKDA LNG (Algeria)	XL
FREEPORT LNG Term. Ext. (USA)	L
PEARL GTL (Qatar)	XXL

REF./PETROCHEM.				
ETHYLENE Ras Laffan (Qatar)	XL			
ETHYLENE YANBU LOI SABIC (S. Arabia)	XL			
ETHYLENE DOW/PIC (Kuwait)	L			
ETHYLENE SHARQ SABIC (S. Arabia)	XL			
PETRONAS Methanol (Malaysia)	L			
ECOPETROL HDT (Colombia)	L			
ATC Aromat. (Thailand)	L			
PIC Aromatic (Kuwait)	XL			
RABIGH ref 1&2 (S. Arabia)	XL			
CAMAU Fert. (Vietnam)	L			
QAFAC (Qatar)	XL			



TECHNIP POTENTIAL SHARE						
L XL		XXL				
€200m to €500m	€500m to €1,000m	> €1,000m				

# **BACKLOG: ESTIMATED SCHEDULING**

€ in Millions	SURF	Facilities	Onshore- Downstream	Industries	Total
2005	1,014	618	1,447	151	3,230
2006	838	326	1,528	30	2,722
2007 and Beyond	26	32	1,164	10	1,232
Total	1,878	976	4,139	191	7,184



#### KIKEH: FIRST SPAR DELIVERED OUTSIDE GOM

Murphy Oil Corp. Client:

Water depth: 1,330 m

**Completion:** 2006





Deep Blue and Nansen SPAR

First deep offshore development in Malaysia. First SPAR to be installed outside Gulf of Mexico



#### **HORIZON: EXTRA HEAVY OIL UPGRADING**

Client: Canadian Natural

Resources Ltd.

Coker: 123 000 B/D

Hydrogen: 144 M CFD

Value: € 700 M





Sincor Upgrader

Canadian non-conventional oil resources represent 36% of the estimated worldwide 7 trillion barrels



#### P-52 SURF

Client: Petrobras

Water depth: 2,000 m

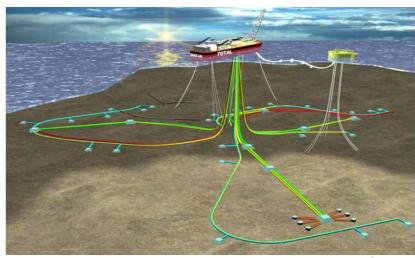
Supply: 221 km of flexible

pipes

Value: \$ 350 M

Execution: JV Technip/Siem





Dalia SURF

A new significant development in deep water offshore Brazil



#### KHURSANIYAH GAS PLANT

Client: Saudi Aramco

Production:

560 MSCFD of sales gas

300,000 B/D of natural gas liquids

• 1,800 T/D of liquid sulfur

Completion: 2007

Execution: JV Technip/Bechtel





OGD2

A new major grass-root gas plant for Technip in Saudi Arabia



#### **HOVENSA HYDROTREATING UNIT**

Client: Hovensa

Location: Saint Croix refinery

in US Virgin Islands

Production: 50,000 BPSD of low

sulfur gasoline

Completion: 2006

Execution: Technip





Curação Refinery

A new step for the Group to strengthen its position in the Caribbean



#### **DUNG QUAT REFINERY**

Client: PetroVietnam

Production: 145,000 B/D

Completion: 2008

Execution: Technip France /

Technip Malaysia /

and partners





Midor Refinery

The first crude oil refinery in Vietnam, awarded to a Technip led consortium (Technip, JGC, Tecnicas Reunidas)

#### **AKPO FPSO**

Client: Total Upstream

Nigeria Ltd

Water depth: 1,100 - 1,700 m

Prod. capacity: 225,000 BOE/D

Storage capacity: 2 MB

Value: \$ 1,080 M

Completion: 2008

Execution: Technip/HHI





Dalia FPSO

After Dalia FPSO, Akpo FPSO confirms Technip expertise in large offshore Floating Production Storage and Offloading units