

# NINE-MONTH 2005 RESULTS

NOVEMBER 17, 2005



**Technip**

## **Nine-Month 2005 Highlights**

- **Order Intake:** € 8.5 billion
- **Backlog at September 30:** € 11.1 billion
- **EPS:** up 17.2% y-o-y

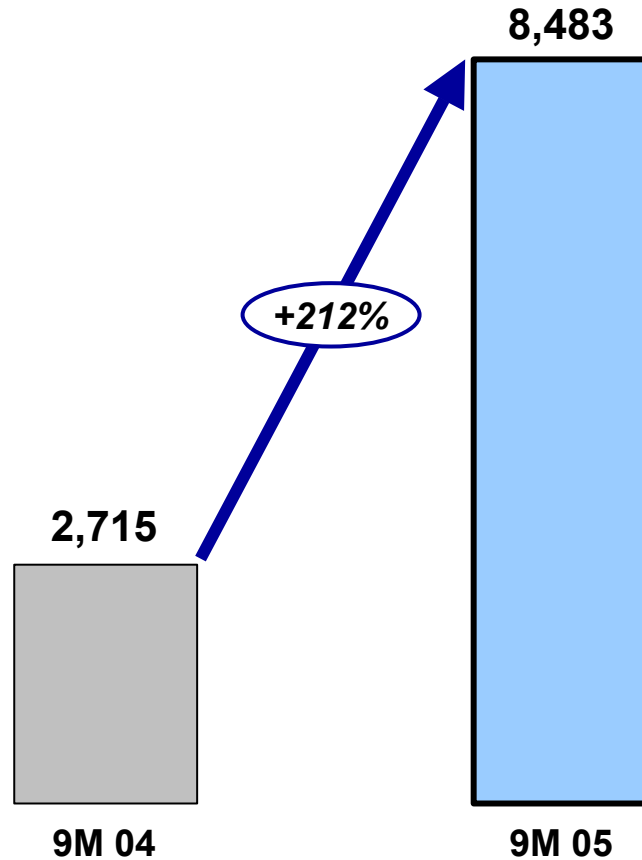
- I. **NINE-MONTH 2005 GROUP FIGURES**
- II. **OUTLOOK**
- III. **FULL YEAR 2005 FINANCIAL TARGETS**

# **I. NINE-MONTH 2005 GROUP FIGURES**

- 1. Order Intake**
- 2. Main Financial Numbers**
- 3. Business Segment Performance**
- 4. Backlog**
- 5. Cash Flow**
- 6. Net Cash Position**

# 1.1 Order Intake

€ in Millions



***Nine-month 2005 order intake of € 8.5 billion represents a book-to-bill ratio of 213%.***

## 1.2 Main Additions to Backlog during 3<sup>rd</sup> Quarter 2005

<b>Project</b>	<b>Country</b>	<b>Market</b>
■ RasGas III	Qatar	LNG
■ Yemen LNG	Yemen	LNG
■ Agbami SURF	Nigeria	Deepwater
■ PDET SURF	Brazil	Deepwater
■ Tahiti Spar	USA	Deepwater
■ Ras Laffan Ethylene	Qatar	Petrochemicals

 **Aggregate value: more than € 3.4 billion**

## 2. Main Nine-Month 2005 Financial Numbers

IFRS,  
€ in Millions, except EPS

	2005	2004	Var.
Revenues	3,992	3,827	+4.3%
Operating Income	200.3	172.0	+16.5%
<i>Operating Margin</i>	5.0%	4.5%	
Net Income	91.9	88.2	+4.2%
Earnings per Share (€)	1.00	0.85	+17.2%

➤ **At 5.0%, Group operating margin is up 53 basis points y-o-y.**

### 3. Nine-Month 2005 Business Segment Performance

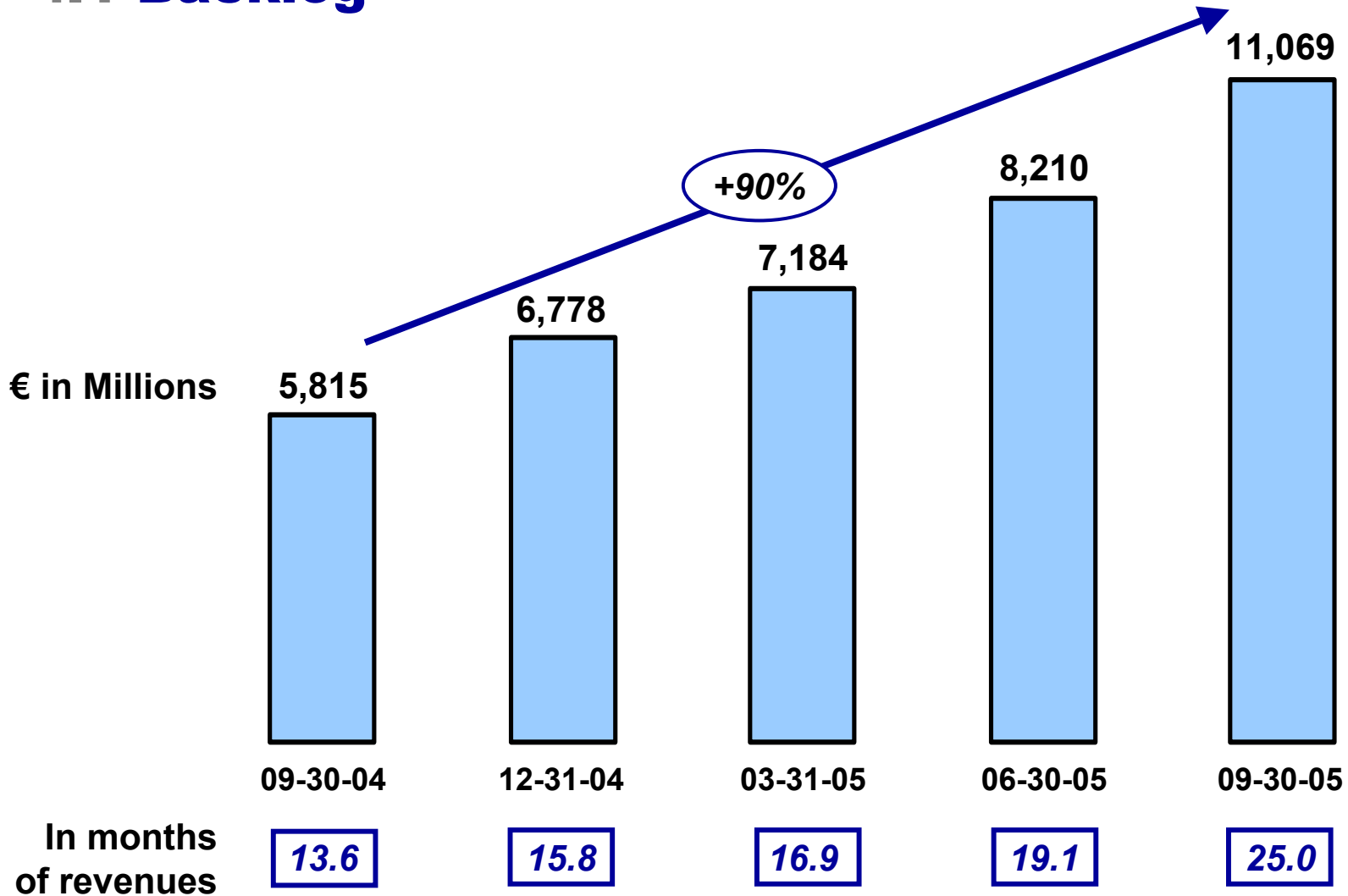
€ in Millions

	<b>SURF</b>	<b>Offshore Facilities</b>	<b>Onshore Downstream</b>	<b>Industries</b>
<b>Backlog</b>	<b>2,679</b> +48.2%	<b>1,396</b> +66.4%	<b>6,871</b> +136.3%	<b>123</b> -52.7%
<b>Revenues</b>	<b>1,345.5</b> +25.4%	<b>750.0</b> -3.7%	<b>1,704.2</b> -4.4%	<b>192.2</b> -0.3%
<b>Op. Income</b>	<b>121.0</b> +10.3%	<b>19.8</b> +48.9%	<b>63.0</b> +4.1%	<b>3.5</b> nm
<b>Op. Margin</b>	<b>9.0%</b>	<b>2.6%</b>	<b>3.7%</b>	<b>1.8%</b>

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



# 4.1 Backlog

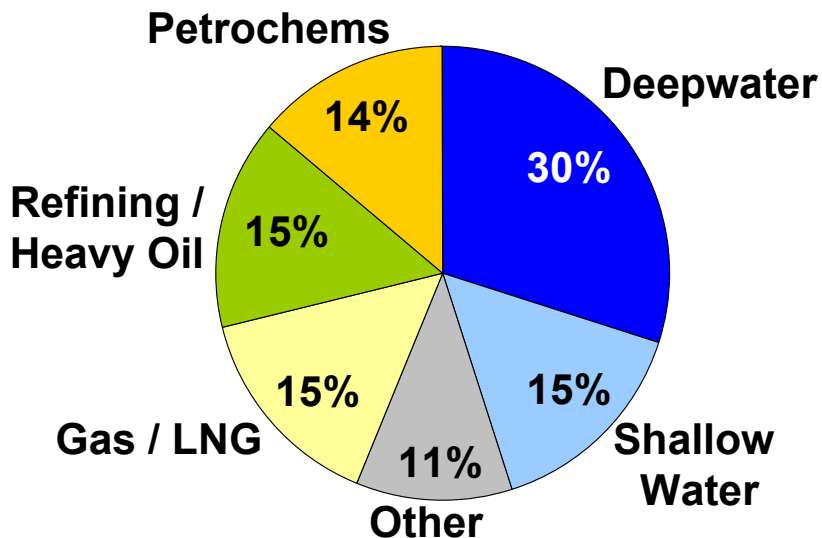


**Record backlog at September 30, 2005**

## 4.2 Backlog: Market Split

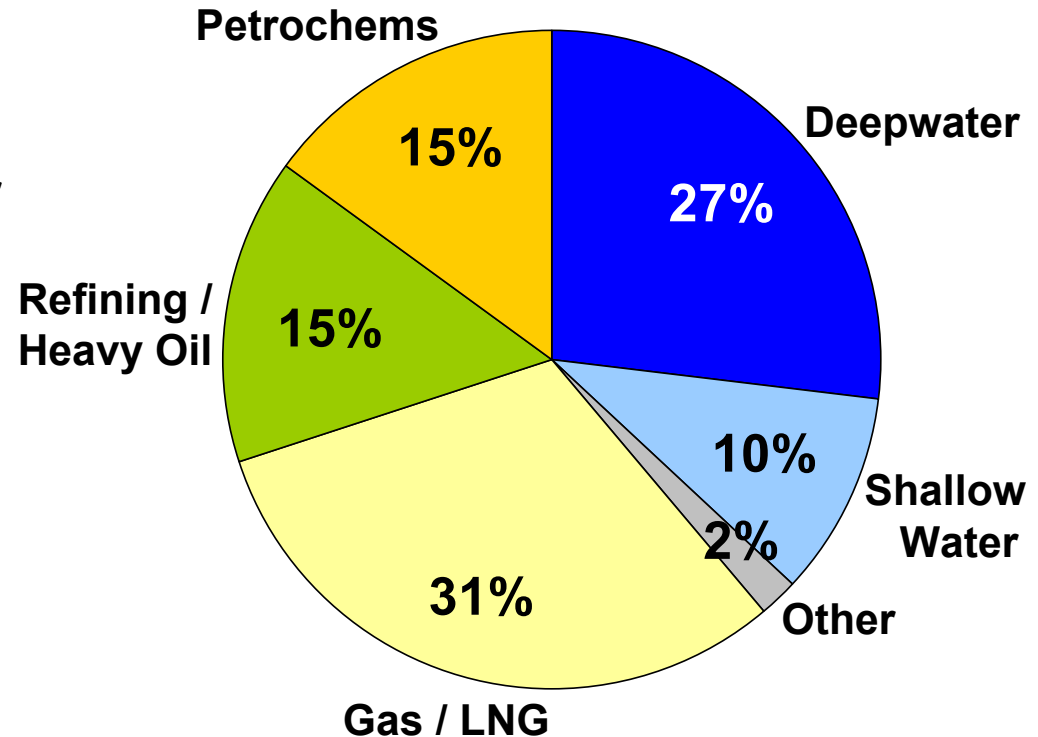
As of September 30, 2004:

€ 5,815 M



As of September 30, 2005:

€ 11,069 M



➤ **Backlog growth mainly driven by:  
LNG, deepwater, refining, heavy oil and petrochemicals**

# 5. Nine-Month 2005 Cash Flow

IFRS  
€ in Millions

## SOURCES

Operating Cash Flow

233

Working Capital

331

Capital Increase

25

FETA and Other

48

**TOTAL**

**637**

## USES

Capex

87

Dividend

32

Debt

18

Cash

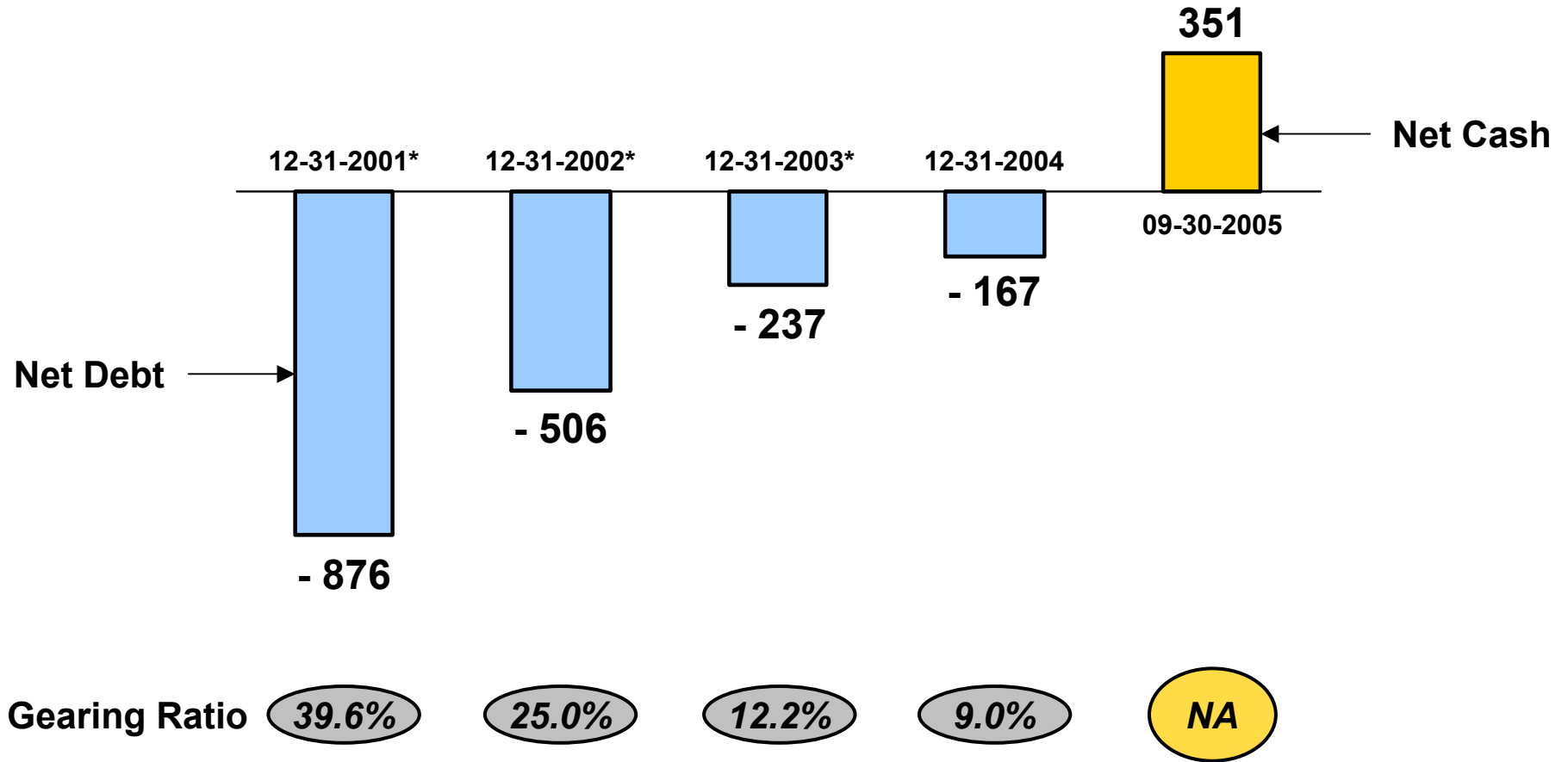
500

**TOTAL**

**637**

# 6. Net Cash Position

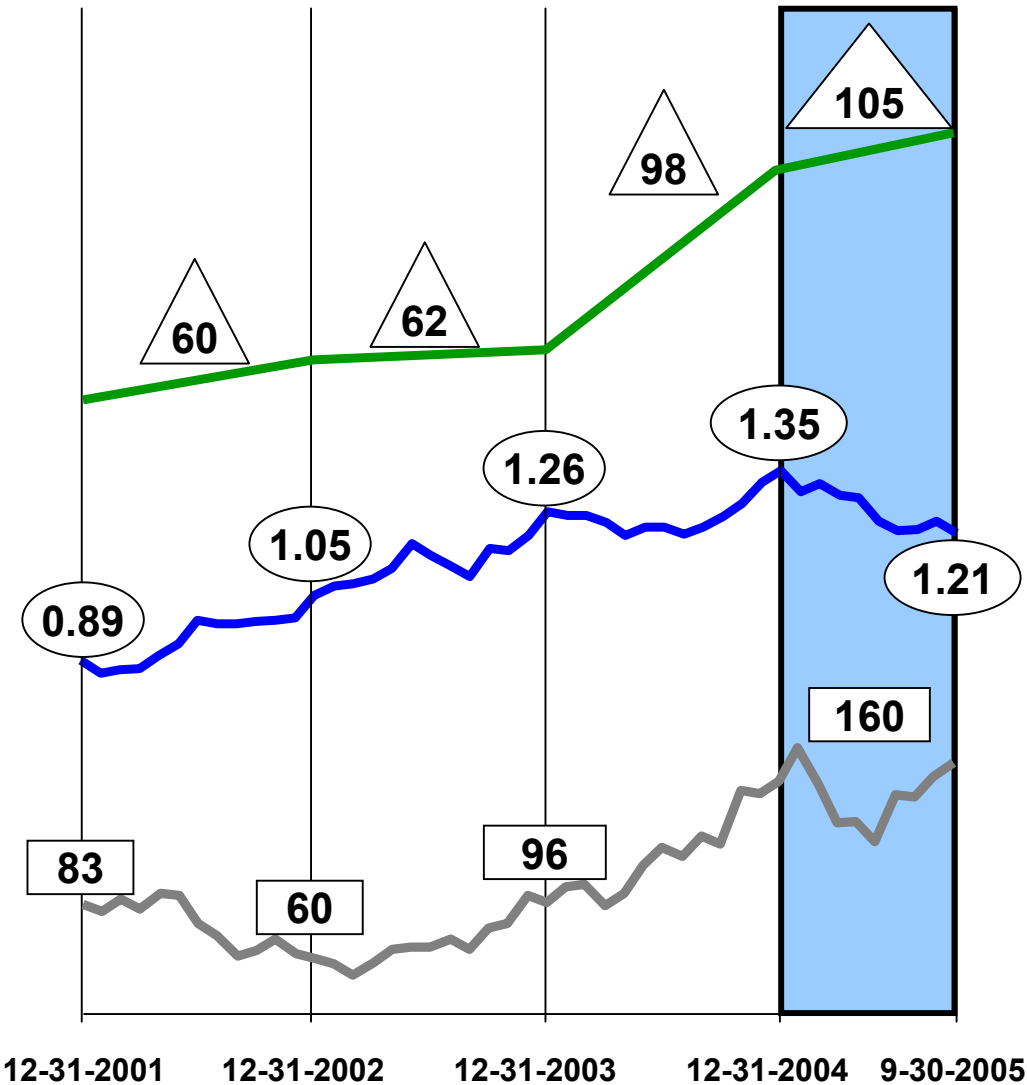
IFRS  
€ in Millions



## **II. OUTLOOK**

- 1. Business Environment**
- 2. Radar Screen**

# 1. Business Environment



- Integrated Oil Companies CAPEX (US\$ in bn):
  - A growing trend

- US Dollar versus Euro:
  - Retrenching after several years of appreciation

- DJ US Total Market Steel Index (100 as of January 1<sup>st</sup>, 1992):
  - A more manageable price environment after the 2003-2004 turmoil

## 2. Major Awards Expected by Technip and Competition in Next 12 Months

OFFSHORE	
UMM SHAIF (UAE)	<b>XL</b>
KIZOMBA C (Angola)	<b>L</b>
PETRONAS (Turkmenistan)	<b>L</b>
CUULONG (Vietnam)	<b>L</b>
FRADE (Brazil)	<b>L</b>
BONGKOT (Thailand)	<b>L</b>
GREAT WHITE SPAR (USA)	<b>L</b>

GAS / LNG / GTL	
SABINE PASS LNG Terminal (USA)	<b>L</b>
QATARGAS III & IV	<b>XXL</b>
CCO (Venezuela)	<b>XL</b>
OKLNG (Nigeria)	<b>XXL</b>
ANGOLA LNG	<b>XL</b>
PEARL GTL (Qatar)	<b>XXL</b>
KHURAI (Saudi Arabia)	<b>XXL</b>

REFINING / PETCHEM.	
SABIC Petrochem. * (The Netherlands)	<b>L</b>
ECOPETROL HDT (Colombia)	<b>L</b>
DOW Ethylene (Oman)	<b>XL</b>
BOROUGE Ethylene (UAE)	<b>XL</b>
PETRONAS Ethylene (Malaysia)	<b>L</b>
SINGAPORE Ethylene	<b>XL</b>
KUWAIT Refinery	<b>XXL</b>

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

\*Service Contract

## **III. FULL YEAR 2005 FINANCIAL TARGETS**



# Full Year 2005 Updated Financial Targets (IFRS)

	Sept. 2005	Nov. 2005
Revenues:	~ € 5.2 billion	~ € 5.4 billion
Operating Margin:	> 4.8%	> 4.8%
Net Income:	> € 112.4 million	> € 112.4 million



***Record YTD order intake and stronger dollar should result in higher than expected FY2005 revenues.***

**For more information,  
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# Trading Technip

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**ISIN**  
**FR0000131708**

# Cautionary Note Regarding Forward-looking Statements

***This 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 30, 2005, 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.***

## **IV. ANNEXES**

- 1. Nine-Month 2005 Accounts**
- 2. 3<sup>rd</sup> Quarter 2005 Accounts**
- 3. Focus on Backlog**
- 4. 3<sup>rd</sup> Quarter Main Contract Awards**

# **ANNEX 1: NINE-MONTH 2005 ACCOUNTS**

- 1. Income Statement**
- 2. Balance Sheet**
- 3. U.S GAAP Net Income**

# 1. Nine-Month 2005 Group Income Statement

IFRS, € in Millions  
Not Audited

	9M 2005	9M 2004 *	Change
<b>Revenues</b>	<b>3,991.9</b>	<b>3,826.6</b>	<b>4.3%</b>
Gross Margin	449.8	427.0	5.4%
R&D and Royalties	(19.6)	(22.2)	-11.7%
SG&A and Other Costs	(229.9)	(232.8)	-1.6%
<b>Operating Income</b>	<b>200.3</b>	<b>172.0</b>	<b>16.5%</b>
<i>Operating Margin</i>	<i>5.0%</i>	<i>4.5%</i>	
Financial Charges	(57.3)	(43.9)	30.5%
Income of Equity Affiliates	0.8	0.7	14.3%
<b>Profit Before Tax</b>	<b>143.8</b>	<b>128.8</b>	<b>11.7%</b>
Tax	(47.2)	(43.0)	9.8%
Discontinued Operations	(5.0)	5.2	nm
Minority Interests	0.3	(2.8)	nm
<b>Net Income</b>	<b>91.9</b>	<b>88.2</b>	<b>4.2%</b>
<b>EPS Fully Diluted (in €)</b>	<b>1.00</b>	<b>0.85</b>	<b>17.2%</b>
<b>E/ADS fully Diluted (in \$)</b>	<b>1.20</b>	<b>1.03</b>	<b>17.2%</b>

\* Does not include IAS 32 and 39 which were applied as of January 1, 2005  
nm = not meaningful

## 2.1 September 30, 2005 Group Balance Sheet

IFRS, € in Millions

	Sept. 30, 2005 *	Dec. 31, 2004 **
Fixed Assets	3,264.5	3,232.5
Deferred Tax Assets	98.5	66.6
<b>TOTAL NON-CURRENT ASSETS</b>	<b>3,363.0</b>	<b>3,299.1</b>
Construction Contracts	565.5	400.6
Inventories, Customers and Other Receivables	966.3	1,283.9
Cash and Cash Equivalents	1,934.0	1,434.0
<b>TOTAL CURRENT ASSETS</b>	<b>3,465.8</b>	<b>3,118.5</b>
<b>TOTAL ASSETS</b>	<b>6,828.8</b>	<b>6,417.6</b>

\* Not Audited

\*\* Does not include IAS 32 and 39 which were applied as of January 1, 2005



## 2.2 September 30, 2005 Group Balance Sheet

IFRS, € in Millions

	Sept. 30, 2005 *	Dec. 31, 2004 **
Shareholders' Equity	1,958.1	1,851.6
Minority Interests	10.4	9.8
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>1,968.5</b>	<b>1,861.4</b>
Convertible Bond	642.4	670.9
Other Long-Term Debt	746.3	737.8
Long-Term Provisions	141.9	115.4
Deferred Tax Liabilities	116.5	115.5
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>1,647.1</b>	<b>1,639.6</b>
Short-Term Debt	194.2	192.0
Short-Term Liabilities	111.1	121.4
Construction Contracts	1,244.7	915.6
Accounts Payable & Other Advanced Receivables	1,663.2	1,687.6
<b>TOTAL CURRENT LIABILITIES</b>	<b>3,213.2</b>	<b>2,916.6</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>6,828.8</b>	<b>6,417.6</b>

\* Not Audited

\*\* Does not include IAS 32 and 39 which were applied as of January 1, 2005

### 3. U.S. GAAP Net Income

€ in Millions  
Not Audited

	<b>9M 2005</b>
<b>IFRS Net Income</b>	<b>91.9</b>
Difference IAS 32/39 & FAS 133 and Other	(13.5)
<b>U.S. GAAP Net Income</b>	<b>78.4</b>

## **ANNEX 2: 3<sup>rd</sup> QUARTER 2005 ACCOUNTS**

- 1. Main Financial Numbers**
- 2. Business Segment Performance**
- 3. Income Statement**
- 4. Cash Flow**

# 1. Main 3<sup>rd</sup> Quarter 2005 Financial Numbers

IFRS,  
€ in Millions, except EPS

	3Q 2005	3Q 2004	Var.
Revenues	1,460	1,303	+12.0%
Operating Income	83.9	69.2	+21.2%
<i>Operating Margin</i>	5.8%	5.3%	
Net Income	36.9	33.6	+9.8%
Earnings per Share (€)	0.40	0.33	+20.3%

## 2. 3<sup>rd</sup> Quarter 2005 Business Segment Performance

€ in Millions

	<b>SURF</b>	<b>Offshore Facilities</b>	<b>Onshore Downstream</b>	<b>Industries</b>
<b>Revenues</b>	<b>471.9</b> +32.0%	<b>334.6</b> +23.5%	<b>593.0</b> -2.7%	<b>60.2</b> -7.2%
<b>Op. Income</b>	<b>52.4</b> +20.2%	<b>9.7</b> +18.3%	<b>22.7</b> +7.1%	<b>1.3</b> nm
<b>Op. Margin</b>	<b>11.1%</b>	<b>2.9%</b>	<b>3.8%</b>	<b>2.2%</b>

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

### 3. Quarterly Group Income Statement

IFRS, € in Millions Not Audited	Q3 2005	Q3 2004 *	Change
<b>Revenues</b>	<b>1,459.7</b>	<b>1,302.9</b>	<b>12.0%</b>
Gross Margin	169.9	155.1	9.5%
R&D and Royalties	(5.8)	(6.5)	-10.8%
SG&A and Other Costs	(80.2)	(79.4)	1.0%
<b>Operating Income</b>	<b>83.9</b>	<b>69.2</b>	<b>21.2%</b>
<i>Operating Margin</i>	<i>5.8%</i>	<i>5.3%</i>	
Financial Charges	(23.5)	(17.3)	35.8%
Income of Equity Affiliates	0.9	0.1	nm
<b>Profit Before Tax</b>	<b>61.3</b>	<b>52.0</b>	<b>17.9%</b>
Tax	(19.4)	(16.9)	14.8%
Discontinued Operations	(5.0)	(1.0)	nm
Minority Interests	--	(0.5)	nm
<b>Net Income</b>	<b>36.9</b>	<b>33.6</b>	<b>9.8%</b>
<b>EPS Fully Diluted (in €)</b>	<b>0.40</b>	<b>0.33</b>	<b>20.3%</b>
<b>E/ADS fully Diluted (in \$)</b>	<b>0.48</b>	<b>0.40</b>	<b>20.3%</b>

\* Does not include IAS 32 and 39 which were applied as of January 1, 2005  
nm = not meaningful

## 4. 3<sup>rd</sup> Quarter 2005 Cash Flow \*

IFRS  
€ in Millions

### SOURCES

Operating Cash Flow	73
Working Capital	384
Capital Increase	23
FETA and Other	21
<b>TOTAL</b>	<b>501</b>

### USES

Capex	56
Debt	14
Cash	431
<b>TOTAL</b>	<b>501</b>

\* Not Audited

## **ANNEX 3: FOCUS ON BACKLOG**

- 1. Regional Split**
- 2. Main Contract Execution Schedule**
- 3. Estimated Scheduling**



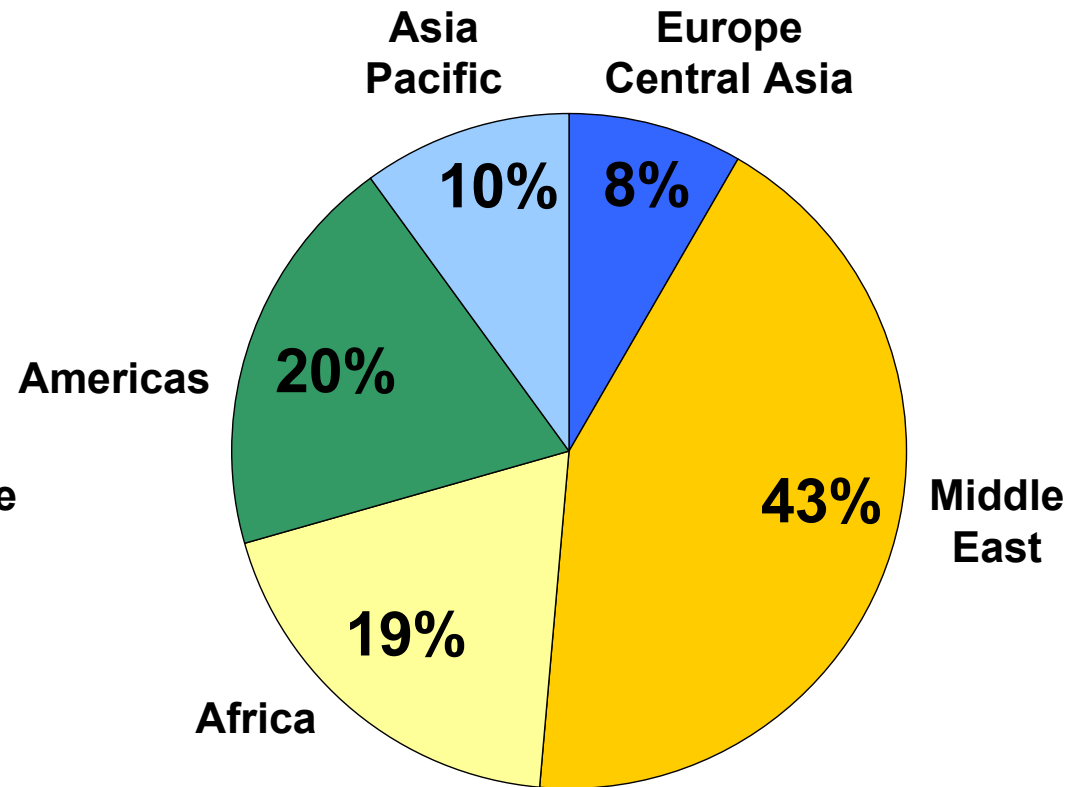
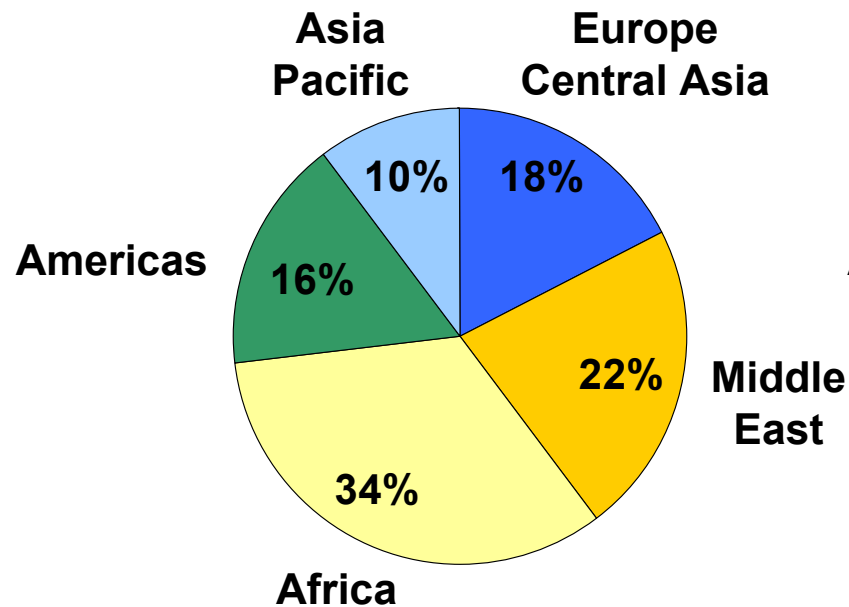
# 1. Backlog: Regional Split

As of September 30, 2004:

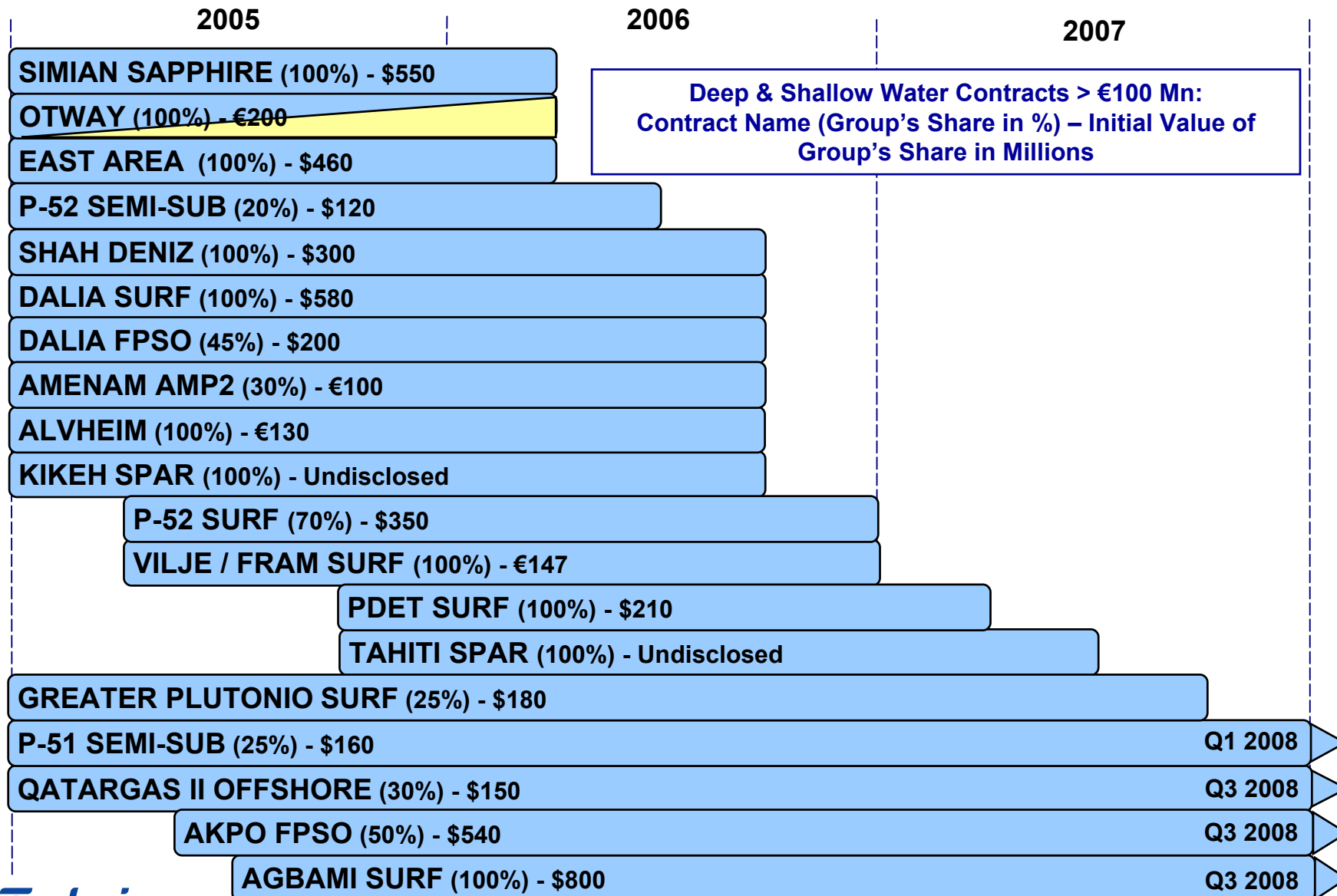
€ 5,815 M

As of September 30, 2005:

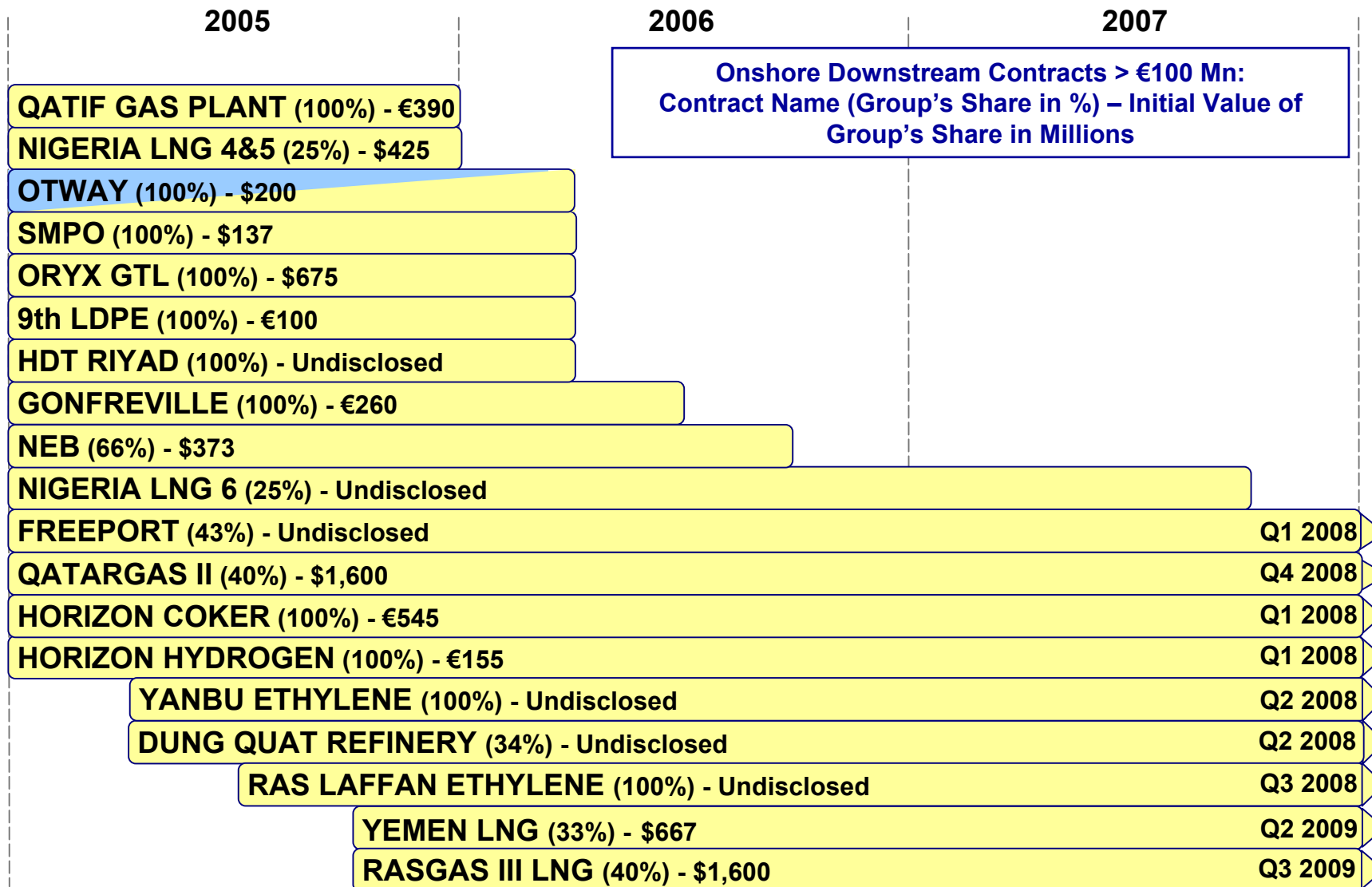
€ 11,069 M



## 2.1 Main Contract Execution Schedule: SURF & Offshore Facilities



## 2.2 Main Contract Execution Schedule: Onshore Downstream



### 3. Backlog: Estimated Scheduling

€ in Millions

	<b>SURF</b>	<b>Offshore Facilities</b>	<b>Onshore Downstream</b>	<b>Industries</b>	<b>Group</b>
<b>2005 (4Q)</b>	515	282	550	52	<b>1,399</b>
<b>2006</b>	1,422	800	2,800	57	<b>5,079</b>
<b>2007 and Beyond</b>	742	314	3,521	14	<b>4,591</b>
<b>Total</b>	<b>2,679</b>	<b>1,396</b>	<b>6,871</b>	<b>123</b>	<b>11,069</b>

# **ANNEX 4: 3<sup>rd</sup> QUARTER MAIN CONTRACT AWARDS**

# Tahiti Spar

- Client: Chevron
- Water depth: 1,280 m
- Hull: 170 m x 39 m(dia)
- Topsides: 18,950 T
- Completion: mid-2007



Nansen SPAR

***After Murphy Oil chooses Technip's Spar for its Kikeh field in Malaysia, Chevron is the second operator this year to select this technology to develop its Tahiti field in the Gulf of Mexico.***

# RasGas III

- Client: Qatar Petroleum & ExxonMobil
- Capacity: 2 x 7.8 MT/D
- Value: \$1.6 Bn (Technip share)
- Execution: JV Technip & Chiyoda



Ras Laffan LNG site

***RasGas III is the third LNG project won in Qatar by the Technip – Chiyoda alliance.***

# PDET SURF

- Client: Petrobras
- Water depth: 100 m - 1,800 m
- Supply: 56 km of 18" rigid pipes
- Value: \$210 Mn
- Completion: 2007



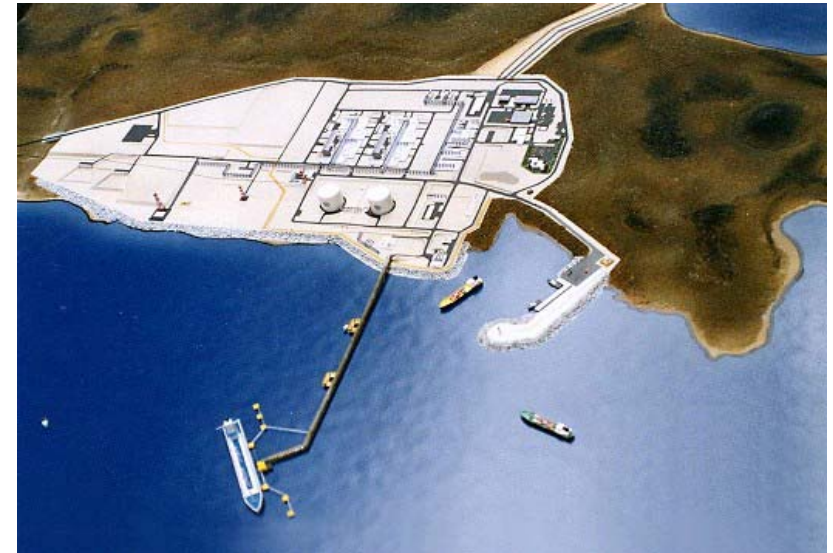
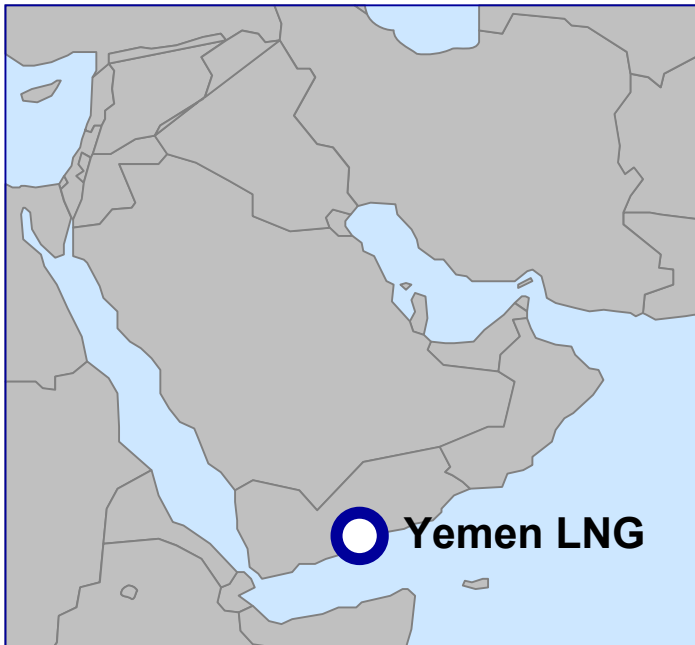
Deep Blue J-lay installation

***This new oil export system completes the piping architecture around the future P-52 semi-submersible platform.***



# Yemen LNG

- Client: Total, Yemen Gas & partners
- Capacity: 2 x 3.6 MT/Y
- Execution: JV Technip, JGC, KBR
- Value: \$667 Mn

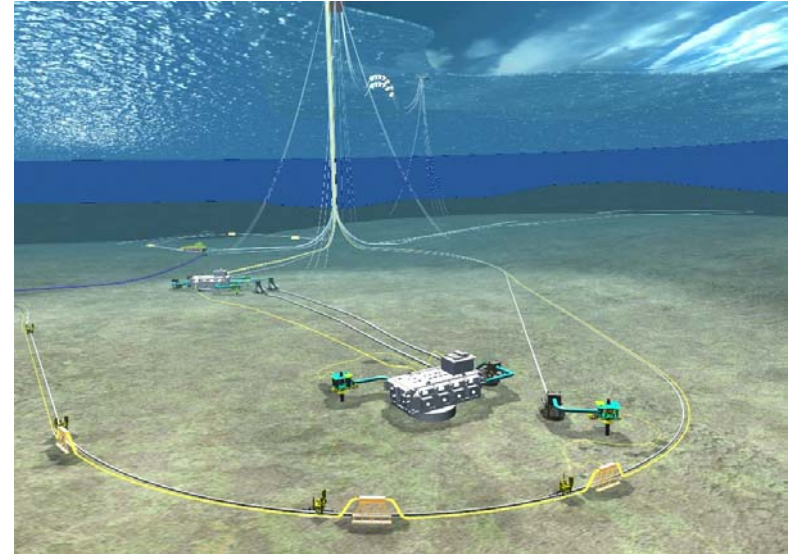


Yemen LNG plant, 3D view

***Technip capitalizes on its LNG expertise and presence in the Middle East by leading the consortium which is building the first LNG plant ever installed in Yemen.***

# Agbami SURF

- Client: Chevron
- Water depth: 1,550 m
- Supply: Flexible Pipes, Risers, Umbilicals
- Value: \$840 Mn
- Completion: 2008



Dalia SURF

***This deepwater contract, the largest ever awarded to Technip, consolidates the Group's market-leading SURF position in West Africa.***