## **Profitable Growth**







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Pareto Securities Oil & Offshore Conference September 10, 2008



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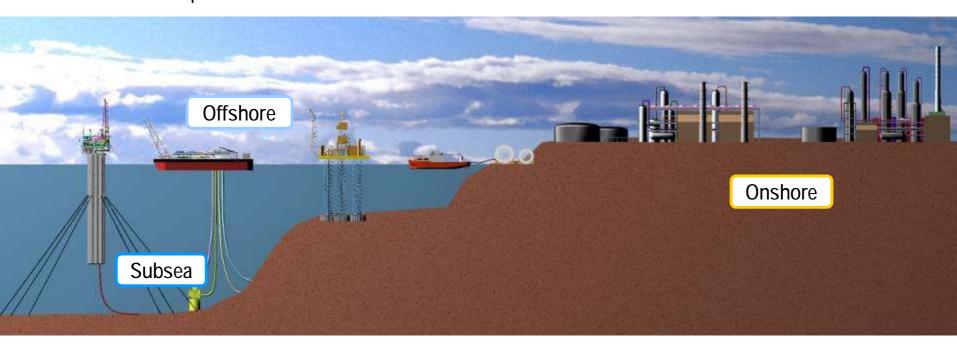
## Technip at a glance



## **Technip Today**

Worldwide leader in engineering, project management and technologies, serving the oil & gas industry for 50 years

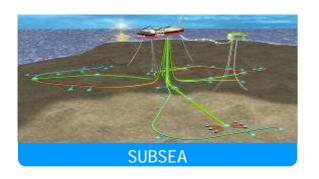
- 23,000 employees in 46 countries,
- Industrial assets on 5 continents, a fleet of 16 vessels (19 vessels end 2010)
- 2007 revenues: €7.9 billion
- Market Cap €5.5 billion





Solutions across the value chain

## Strategic Framework







- New organisation based on 6 regions with full P&L accountability
- Vertically integrated Subsea business unit
- More balanced business per segment, region and market
- Investing in differentiating assets
- Further expansion in Key Regions and New Frontiers
- Proactive commitment to technology & know-how

#### Focus on the needs of Oil & Gas Clients



### Subsea

#### Services



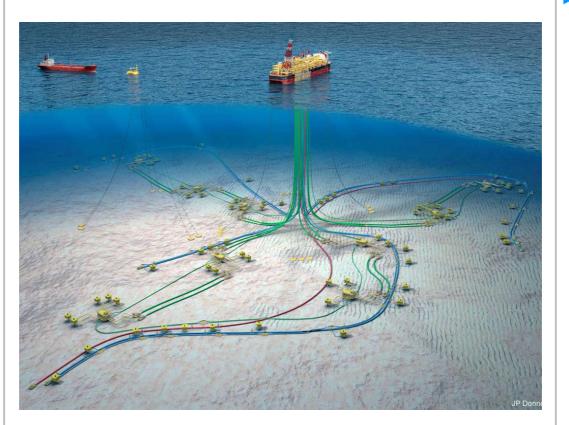
Deep Water Installation & Construction



Pipelaying



Inspection, Repair & Maintenance



- vertical integration
- u In-house technologies
- **u** Worldwide leadership
- First class assets

#### Products



Flexible Pipes (in house manufacturing)



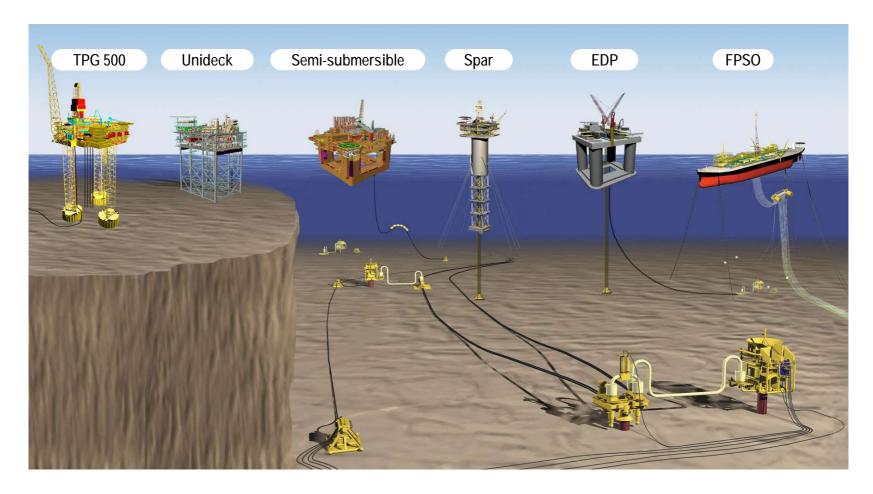
**Rigid Pipelines** 



Umbilicals (in house manufacturing)



### Offshore



- Engineering
- Innovative concepts
- Proprietary platform design
- Proven track record in engineering and construction



#### **Onshore**

- Refining & Heavy Oil
  - Clean Fuels
  - Grass Roots
  - Heavy Oil upgraders
  - Hydrogen



- Gas Processing
  - Gas Treatment
  - GTL
  - LNG



- Ethylene
- Polyolefins
- Aromatics
- Fertilizers

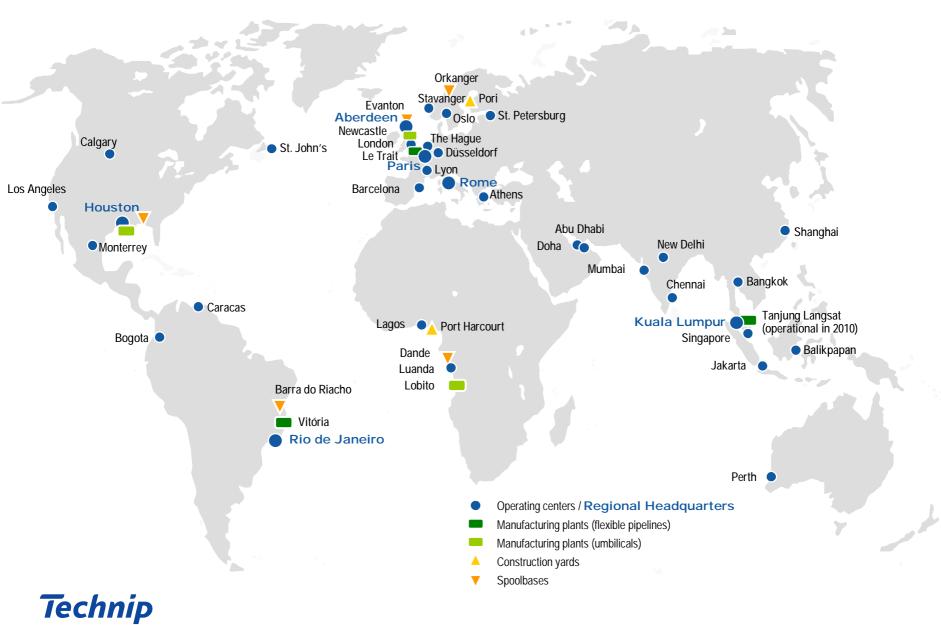




- Project management know-how
- Strong process engineering capabilities
- Proprietary technologies (Hydrogen, Ethylene...)
- Solid reputation with NOCs & IOCs



#### Worldwide Presence



## Technip: a Fleet of 19 Vessels by 2010

### Current fleet: 16 vessels Deep Pioneer Deep Blue Sunrise 2000 Venturer Seamec Princess Orelia Constructor **Apache** Wellservicer Skandi Achiever **Normand Pioneer** Seamec 2 Seamec 3 Geoholm Alliance Seamec 1

#### 3 new ships



New build Diving Support Vessel Class III

Largest & most sophisticated in its category Statoil frame agreement - delivery 1Q 2009



New Brazilian deepwater pipelay vessel

Delivery planned for 4Q 2009

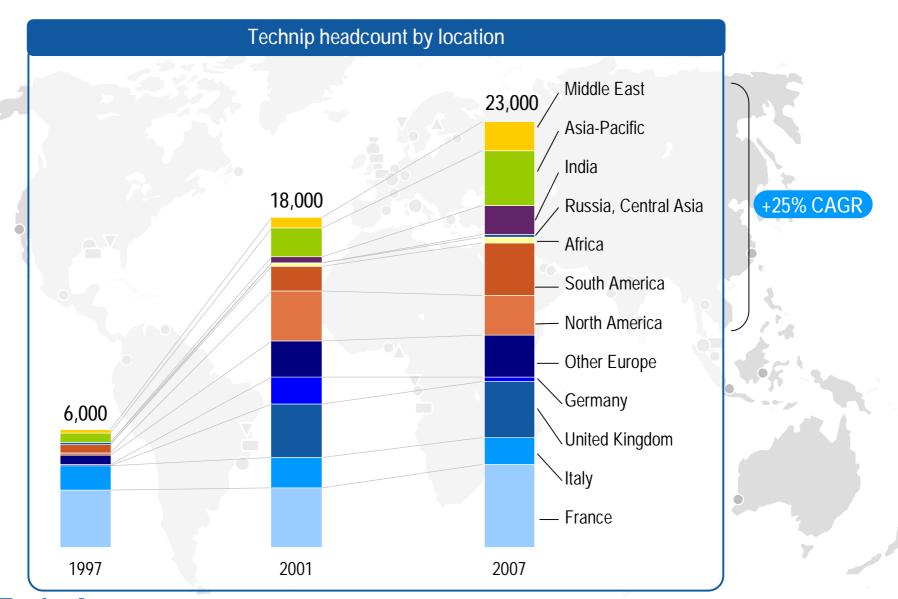


New deepwater rigid pipelay vessel

High transit speed (20 kts); Worldwide operations Delivery 4Q 2010



## Attract and Develop Qualified Resources Worldwide

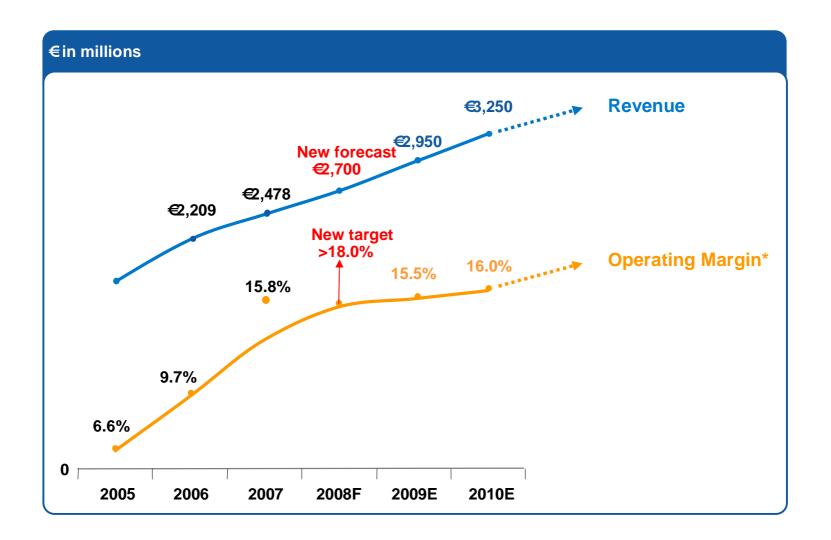




## II. Subsea Financial Performance



## Subsea operating margin ahead of October 2007 targets





Source: Technip

## June 30, 2008 Backlog Estimated Scheduling

€ in millions

	Subsea	Offshore	Onshore	Group
2H 2008	1,436	265	1,899	3,600
2009	1,243	160	1,939	3,342
2010+	820	56	235	1,111
Total	3,499*	481	4,073	8,053

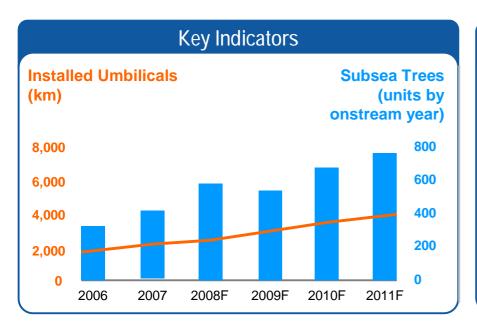
\*Excludes Block 31 contracts awarded in July 2008

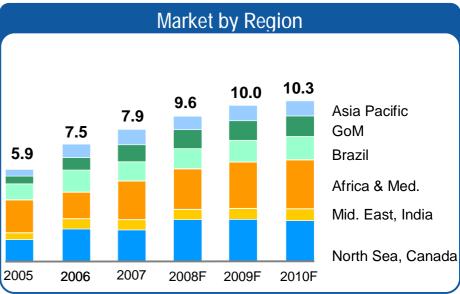


# Subsea Market Position & Trends



#### Market evolution: Subsea

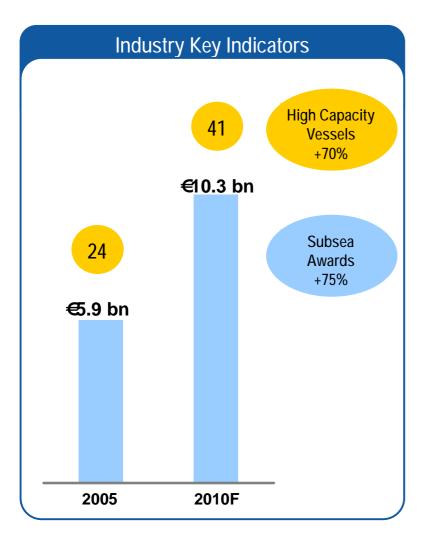




- Ultra deep water: strong growth driven by Brazil and Gulf of Mexico
- Emerging deep water regions such as India, Indonesia & Malaysia
- North Sea and Canada: still a large number of subsea tiebacks
- Asia Pacific: sustained activity driven by regional energy demand (gas)



## **Subsea Market Growth and Fleet Expansion**



Vessels currently working near full capacity

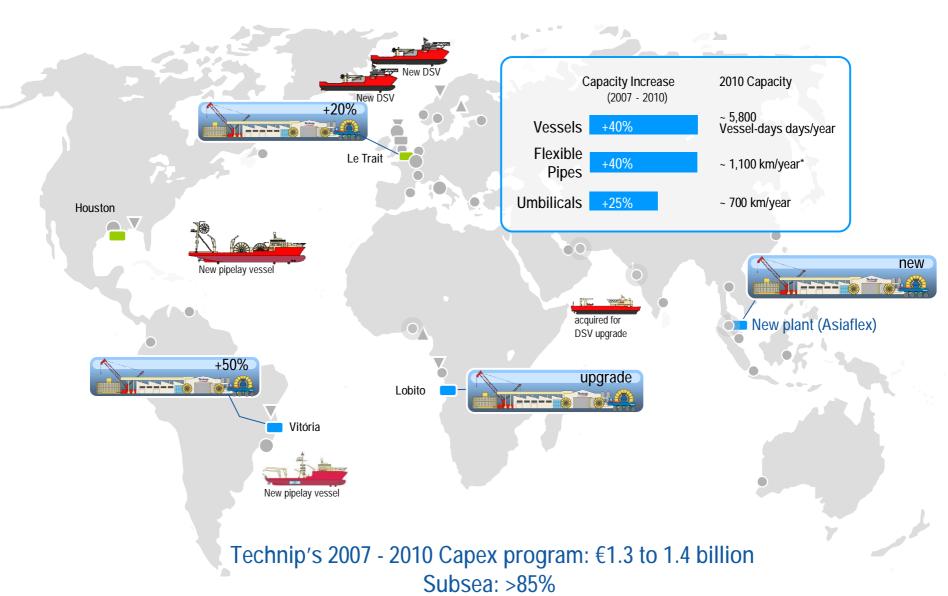
#### Key differentiating factors

- Installation equipment
- Engineering & project management
- Technologies



Sources: Technip

## Technip's main Capex projects to fuel Subsea organic growth



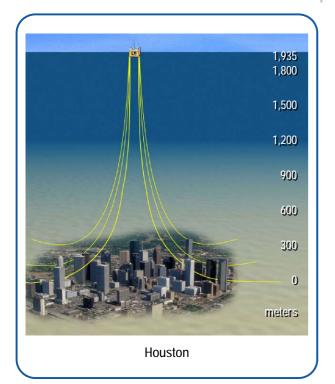


## Technological Solutions to address new challenges: Deeper Water

- Nakika (Shell)
  - Reeled Pipe-in-pipe Steel Catenary Risers
  - Water depth: 2,000 meters

- Perdido (Shell)
  - Spar operating with the deepest water depth: 2,350 meters
  - Subsea pipelines (depth: 2,950 meters)

- Chinook & Cascade (Petrobras)
  - A new application of FSHR further to the PDET project with Petrobras in Brazil
  - 5 Free Standing Hybrid Risers
  - Water depth: 2,500 2,640 meters









Towards 3,000 meters and beyond

## Technological Solutions to address new challenges: Floating LNG solutions







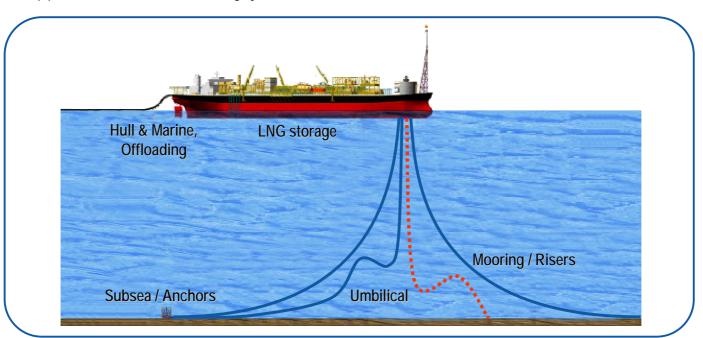


Cryogenic flexible pipe

Processing system

**FPSO** 

Subsea services & product provider







#### **Profitable Growth**

- Increasing Subsea content
- Reducing risk profile and balancing portfolio
- Differentiating strategy based on human resources, assets and technologies
- Reenergizing management
- Group culture focusing on profit



#### 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", "anticipaté", "intend", "foresee", "likely", "should", "planned", "may", "éstimátes", "potential" ór 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 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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## **Trading Technip**



ISIN: FR0000131708





## **Annex**

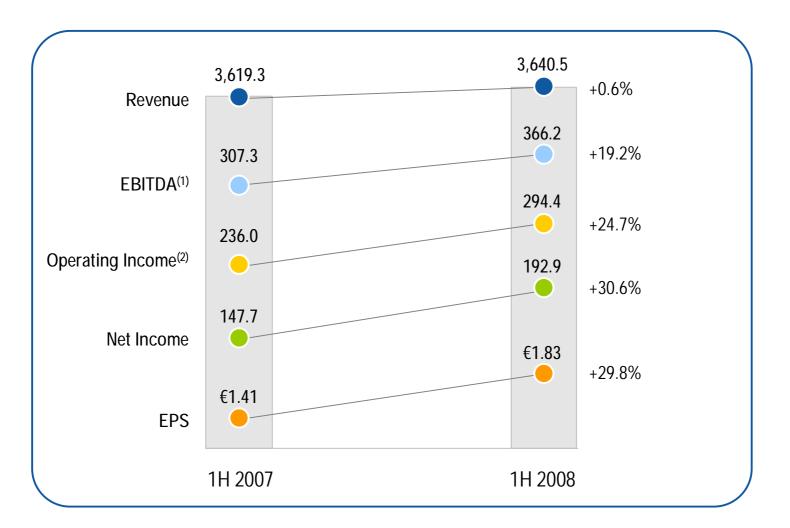


## 1H 2008 Financial Highlights



### First Half Income Statement

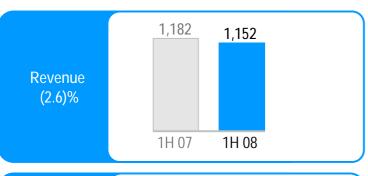
€ in millions, (not audited)

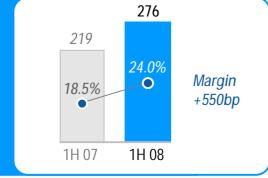


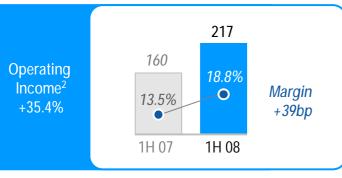


#### Subsea

€ in millions, (not audited)







#### Revenue stable

Revenue recognition on Agbami slipped, while MA-D6 provided good input

#### Strong operating income

- Good project execution remains key
- Successful completion of a few projects
- Backlog increased by 38.7% to €3,499 million versus year ago
  - Market remains dynamic

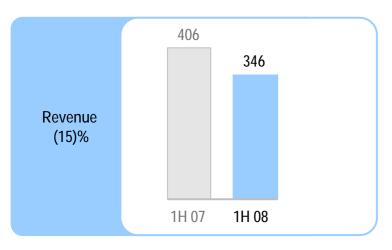


EBITDA<sup>1</sup>

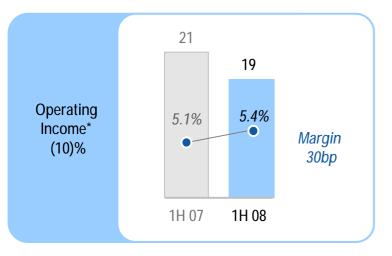
+26%

#### Offshore

€ in millions, (not audited)



- Revenue declined 14.7% year-on-year as expected
  - Lower contribution from Akpo FPSO in second quarter 2008 and completion of Dalia FPSO in June 2007
- Operating margin increased from 5.1% to 5.4%
  - Perdido Spar favorably contributed

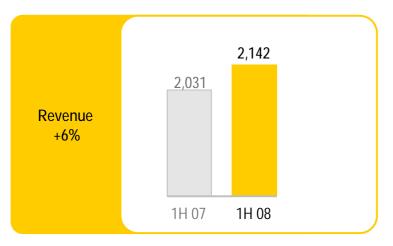


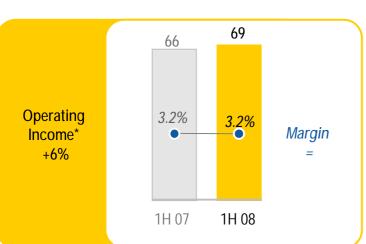
- Order Intake declined 32.6% and Backlog slipped 20% year-on-year
  - No new EPC facility lump sum contracts were awarded
  - Multitude of engineering contracts



#### **Onshore**

€ in millions, (not audited)





#### Revenue stable compared to last year

As major EPC lumpsum contracts are executed

#### Operating margin continues to improve

- Our "de-risking" strategy on new projects has started to produce results
- Large projects were globally executed according to financial objectives
- Order Intake and Backlog declined 25.7% and 37.8%, respectively yoy.
  - Foreign exchange had a negative impact, as most contracts are US\$ denominated
  - No major EPC lumpsum contracts awarded year-to-date
  - Strong workload in engineering centers



\* from recurring activities

## First Half Group Income Statement

€ in millions, except EPS	1H 07	1H 08	Change	ex. FX impact
Revenue	3,619.3	3,640.5	0.6%	7.8%
EBITDA*	307.3	366.2	19.2%	23.2%
Operating Income from Recurring Activities	236.0	294.4	24.7%	28.0%
Income from Activity Disposal	14.4	-	-	-
Operating Income	250.4	294.4	17.6%	
Operating Margin	6.9%	8.1%	117bp	
Financial Charges	(34.1)	(22.3)	34.6%	
Income of Equity Affiliates	1.7	0.4	nm	
Profit Before Tax	218.0	272.5	25.0%	
Income Tax	(59.4)	(79.0)	33.0%	
Income tax on Activity Disposal	(7.2)	-	-	
Minority Interests	(3.7)	(0.6)	nm	
Net Income	147.7	192.9	30.6%	
EPS (€)	1.41	1.83	29.8%	



<sup>\*</sup> Calculated as Operating Income from recurring activities pre depreciation and amortization

## **Group Balance Sheet**

€ in millions

	Dec. 31, 2007	June 30, 2008
FIXED ASSETS	3,279.1	3,319.5
OTHER ASSETS	2,418.7	2,452.2
CASH & CASH EQUIVALENTS	2,401.5	2,155.8
TOTAL ASSETS	8,099.3	7,927.5
SHAREHOLDERS' EQUITY (incl. min. Interests)	2,196.8	2,287.2
FINANCIAL DEBT	697.2	689.9
OTHER LIABILITIES	5,205.3	4,950.4
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	8,099.3	7,927.5
	J	J



## First Half 2008 Net Cash Flow Statement

€ in millions

Net Cash as of December 31, 2007 1,704.3				
Operating Cash Flow	268.9			
Capex	(147.8)			
Working Capital	(172.3)			
Dividends payment	(125.1)			
Others	(62.1)			
Net Cash as of June 30, 2008	1,465.9			

Project milestone payments amounted to €1,191 million as of June 30, 2008 versus €1,580 million as of December 31, 2007



## Subsea Return on Capital Employed

€ in millions

Non Current Assets Working Capital and Others Capital Employed\* Op. Income after tax + income of equity affiliates Net Return on **Capital Employed** (annual/annualized)

	Subsea	
2006	2007	1H 08
2,701	2,763	2,840
(601)	(1,131)	(1,165)
2,100	1,632	1,675
149	286	152
7%	18%	19%

Others**						
2006	2007	1H 08				
698	701	674				
(2,134)	(1,888)	(1,567)				
(1,436)	(1,187)	(893)				
100	(97)	54				

	Group	
2006	2007	1H 08
3,399	3,464	3 514
(2,735)	(3,019)	(2,732)
664	445	782
249	189	206



<sup>\*</sup> Based on the consolidated balance sheets without restatement of the goodwill already amortized \*\* Onshore, Offshore and Corporate Segments

### 2008 Full Year Outlook\*

Revenue	
Subsea	€2.7 billion
Offshore / Onshore	~ €4.7 billion
Group	~ €7.4 billion

Operating Margin	
Subsea	> 18.0%
Offshore / Onshore (combined) reaffirmed	3.8%
Group	~ 8.0%

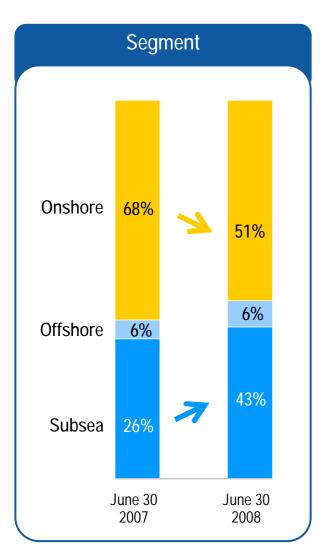
#### **Net Cash Situation**

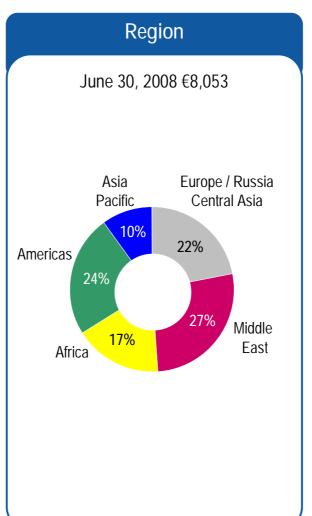
€1.1 - €1.3 billion at year end 2008

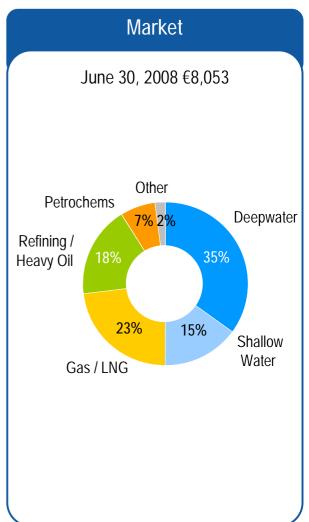
<sup>\*</sup> Based upon July 2008 after exchange rate



## Balancing backlog mix: segment, region and market

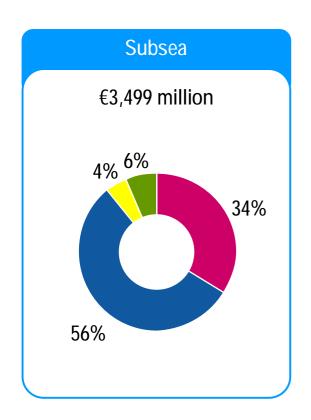


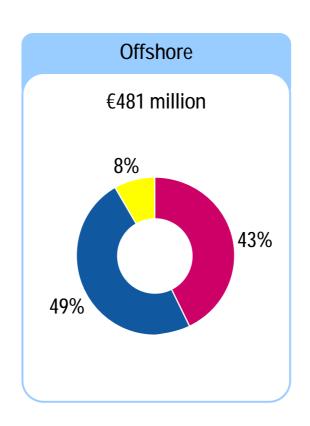


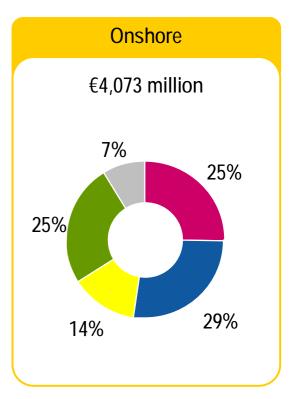




## Backlog by Contract Award Date as of June 30, 2008







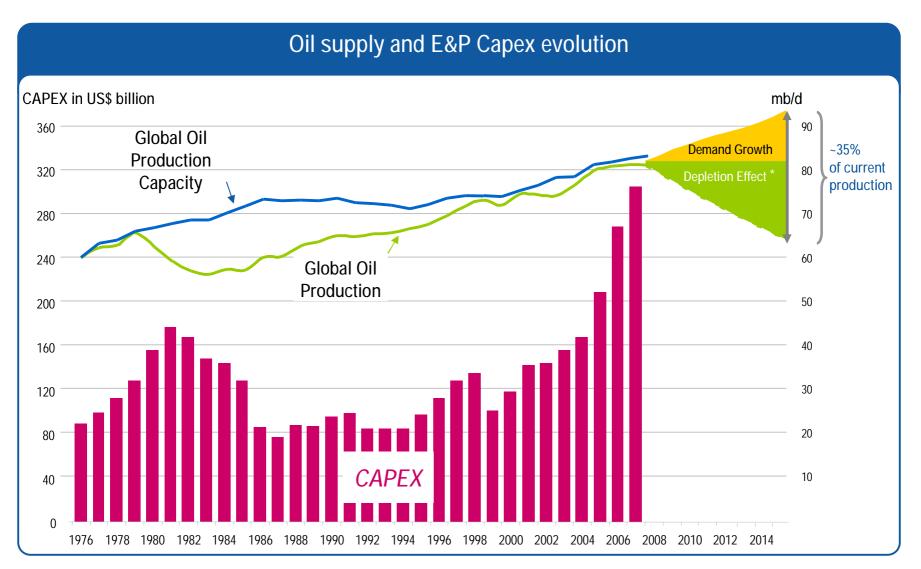
< 2005</p>
2005
2006
2007
1H 2008



## Market Trends



## Solid fundamentals and outlook for the oil & gas industry





\* assuming 3% per year depletion rate

## High Capex level required to increase production capacities

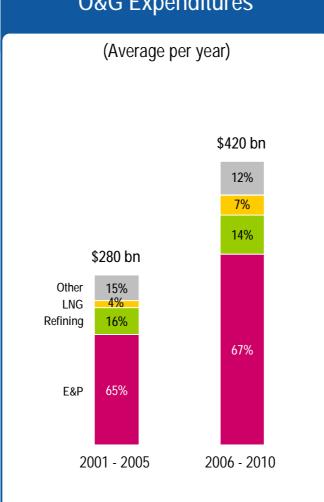
#### Canadian Tar Sands **Production**



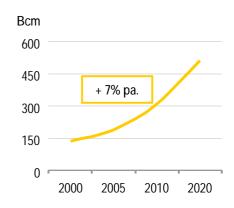
#### ▶ Deep Offshore Capex



## **O&G** Expenditures

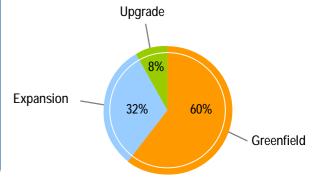


#### **LNG Demand**



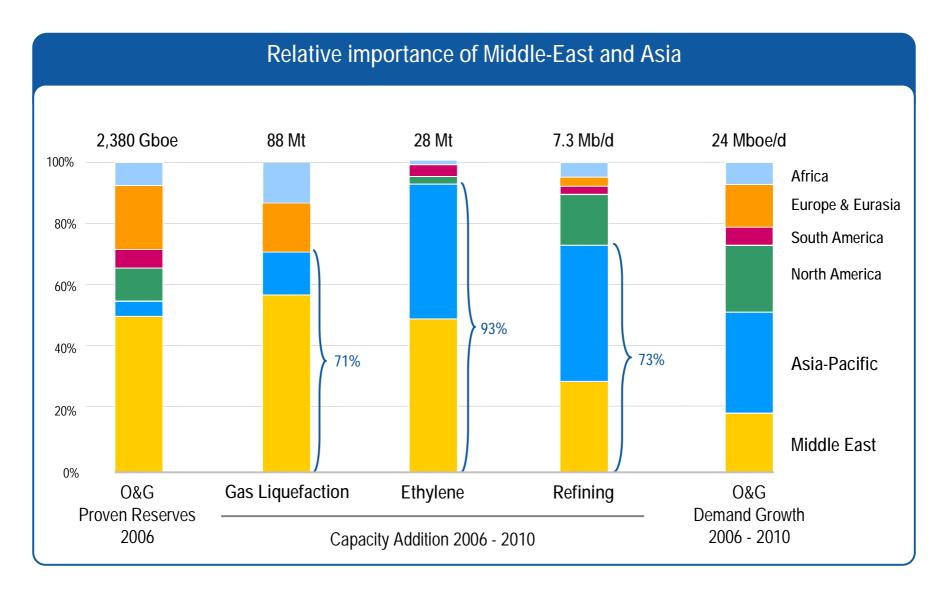
Refining Investments (Average 2006 - 2010)

#### \$59 bn per year





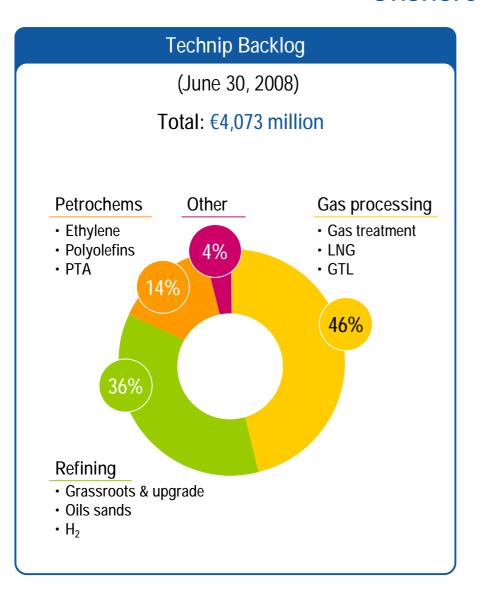
## Continuous shift of oil & gas onshore markets towards the East

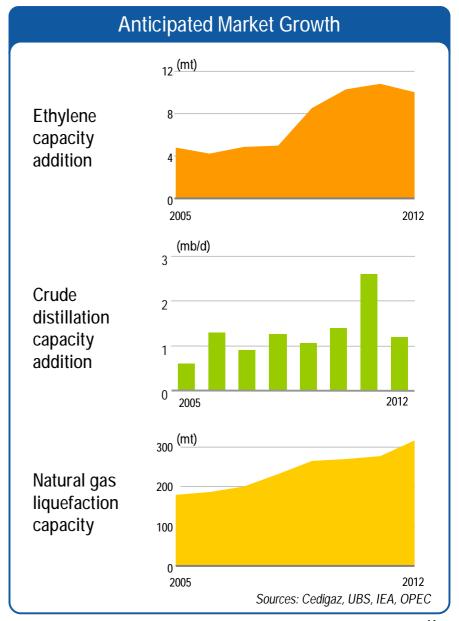




Sources: BP Statistical Review, Cedigaz, UBS, IEA

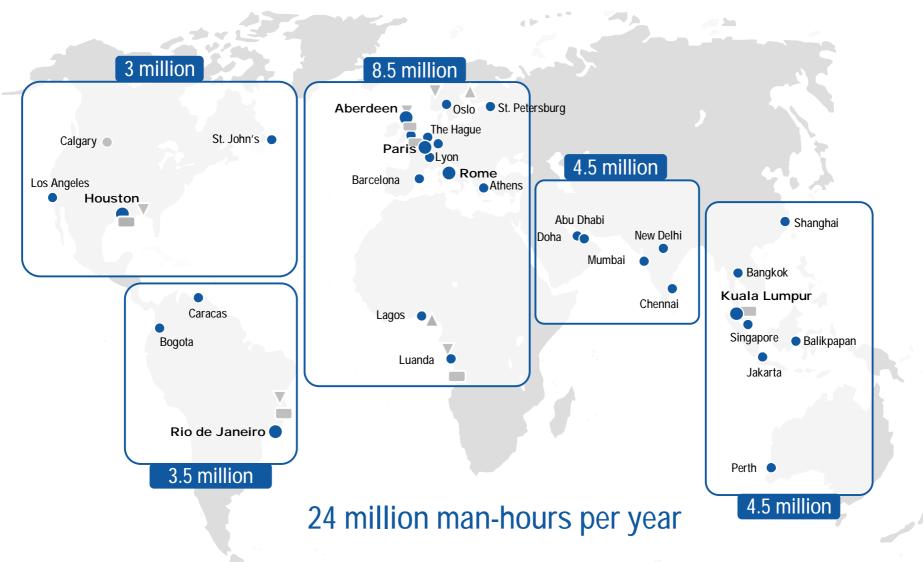
#### **Onshore markets**







## **Multi-local Engineering Capacity**





## Strong Relationship with both IOCs & NOCs

	Subsea	Offshore facilities	Gas processing / LNG	Refining, Hydrogen, Heavy oils	Petrochems	Recent projects
bp	P	P		P	P	➤ Shah Deniz, Greater Plutonio, Secco PE
Chevron	P	P	P		P	► Tahiti, Greater Gorgon, Ras Laffan Ethylene
ConocoPhillips	P	P	P	P	P	North Belut, Q Chem, Qatargas 3 & 4
E≭onMobil	$\mathbf{P}$	P	P	P	P	East Area, Qatargas 2, Rasgas 3
	P	P	P		P	Perdido, Na Kika, Qatargas 3 & 4
TOTAL	P	P	P	P	P	Akpo, Dalia, Yemen LNG, Gonfreville, Qatargas 2
الدنوني (ماروني AbNOC	P	P	P	P		▶ Das Island Gas, NEB, Takreer refinery
EN CONTRACTOR OF THE PROPERTY	P	P	P			Akpo, Agbami, Bonny Island
PETROBRAS	P	P	P	P	P	▶ P51, P52 & P56, Roncador
PETRONAS	P	P	P	P	P	► Kikeh, Cili Padi, Petlin & Kertheh LDPE
قطر للبترول Qatar Petrokum		P	P	P	P	► Al Shaheen, Qatargas & Rasgas
قرامكو السمودية Saudi Aramco		P	P	P	P	► Khursaniyah, Al Jubail
Sonangol	P	P	P	P		► Gimboa, Dalia, Kizomba C

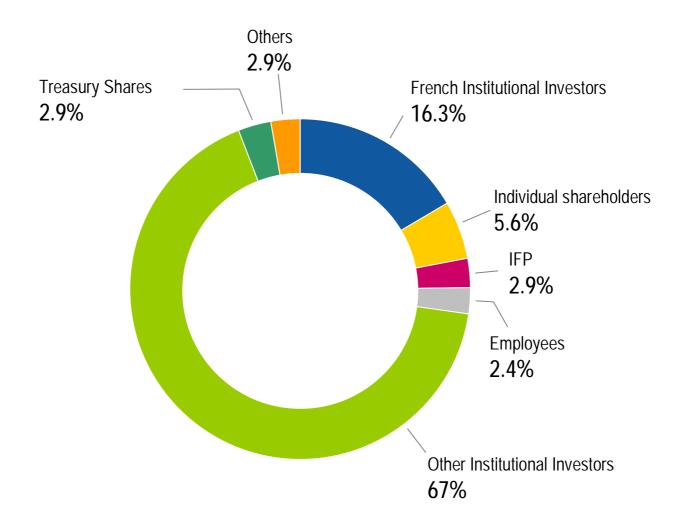


Source: Technip

## Shareholder structure



## Shareholding structure as of December 31, 2007



**Listed on Euronext Paris** 

