

Subsea Market and Strategy

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Technip

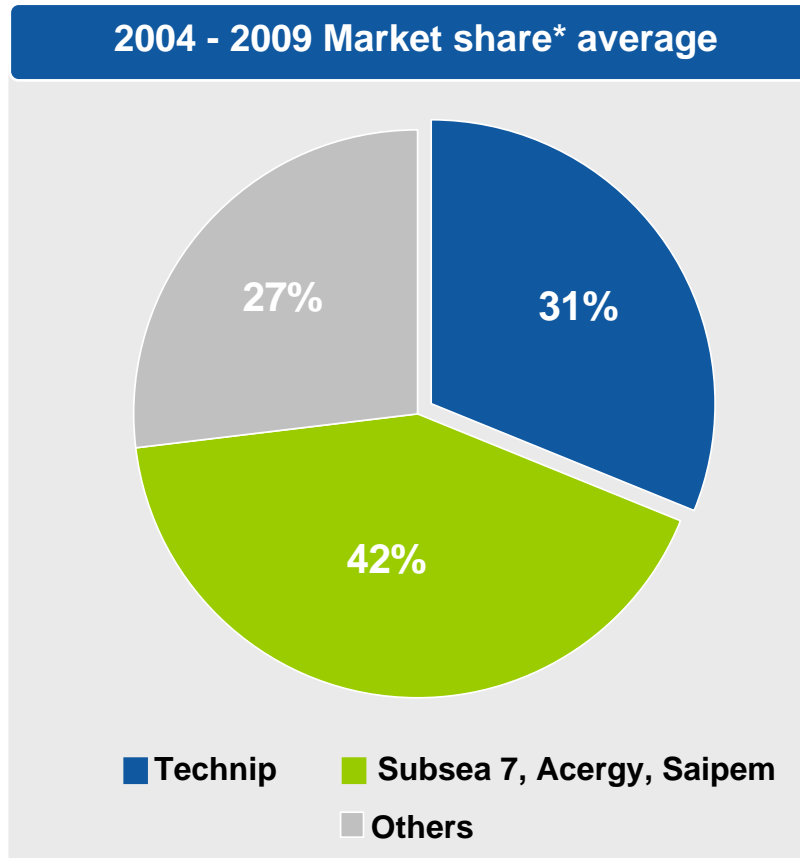


Subsea market: Overview

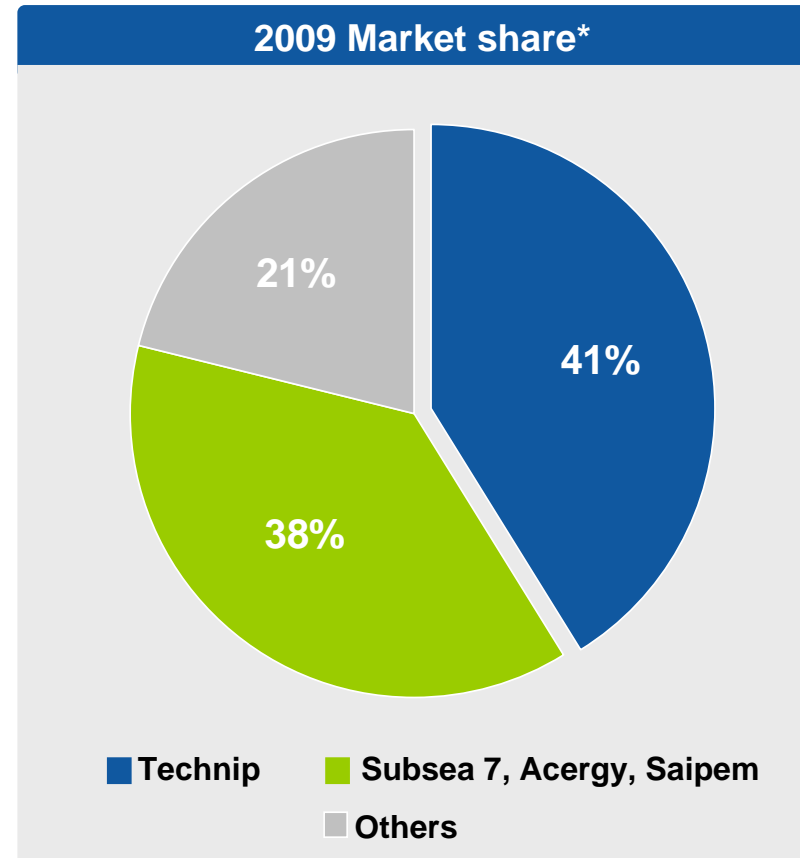
- ▶ **Significant slowdown in 2009, but Technip maintained its leading and resilient position**
- ▶ **Subsea market activity should pick up going forward**
- ▶ **Key driver of activity will be complex and deepwater projects**

Market shares today

► Technip ahead during the growth period...

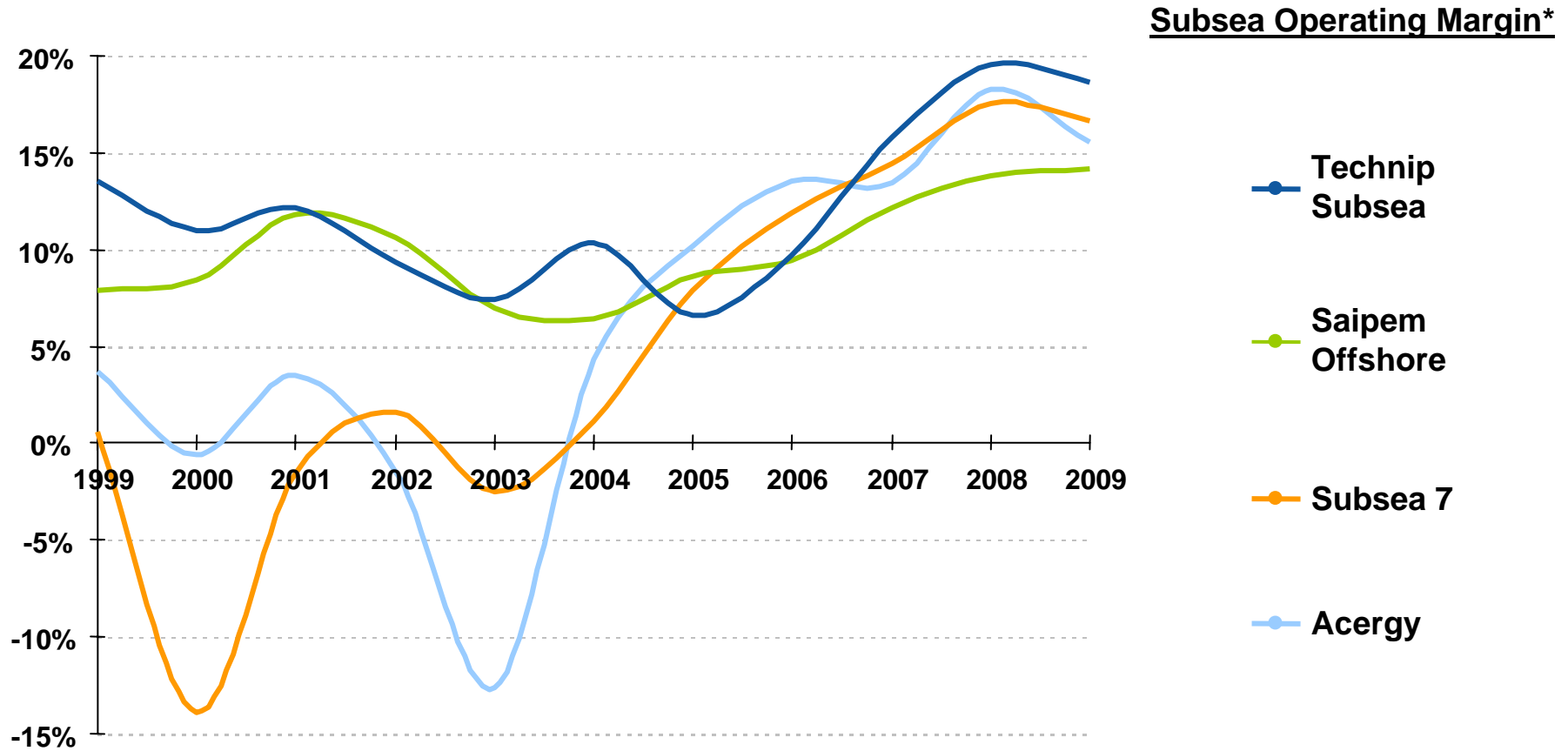


► ... and still the leader in 2009



*: Technip estimates based on project awards excluding shallow water and trunkline markets in Africa, Gulf of Mexico, Middle-East, Asia-Pacific and variation orders

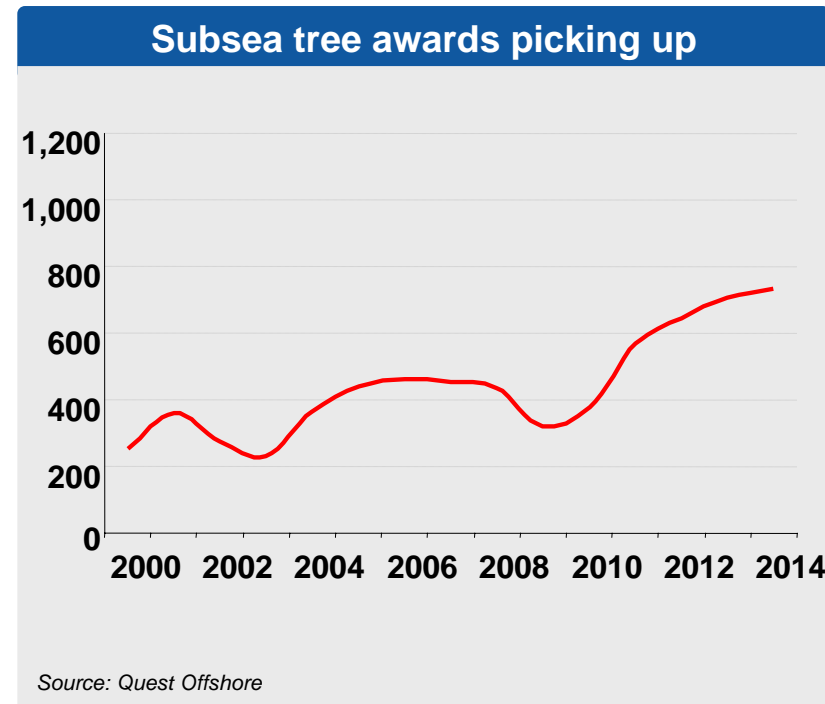
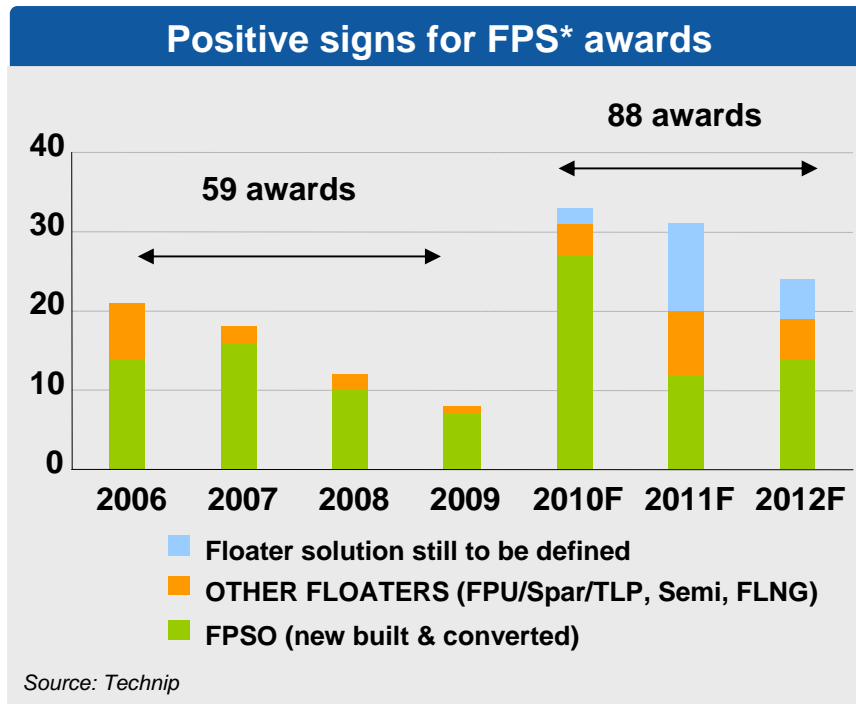
Technip today: focused on profitability



(*) Not restated, figures as published by contractors

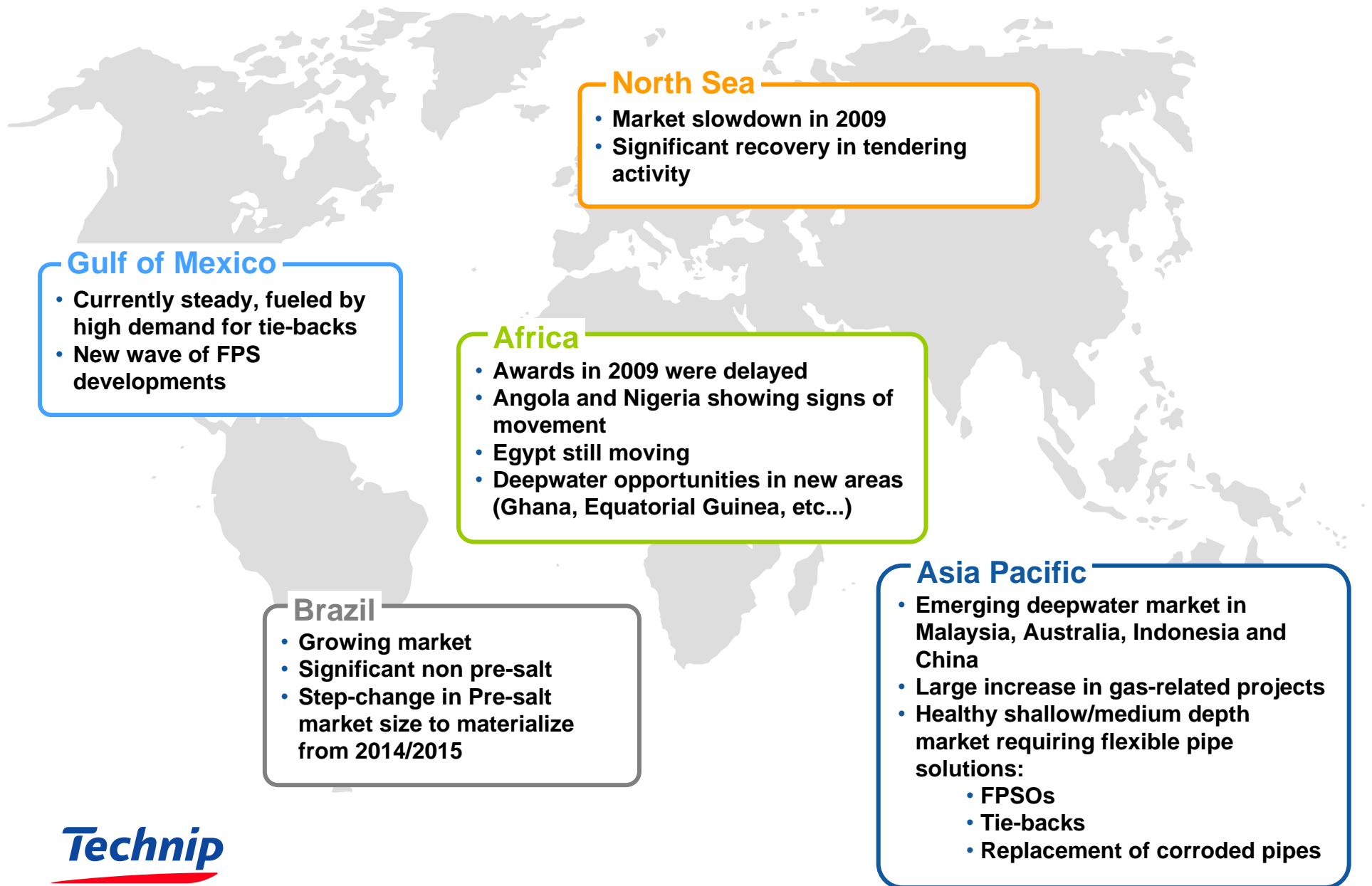
Looking ahead: Major oil companies announced an increase in Final Investment Decisions

► Leading indicators show a positive trend:



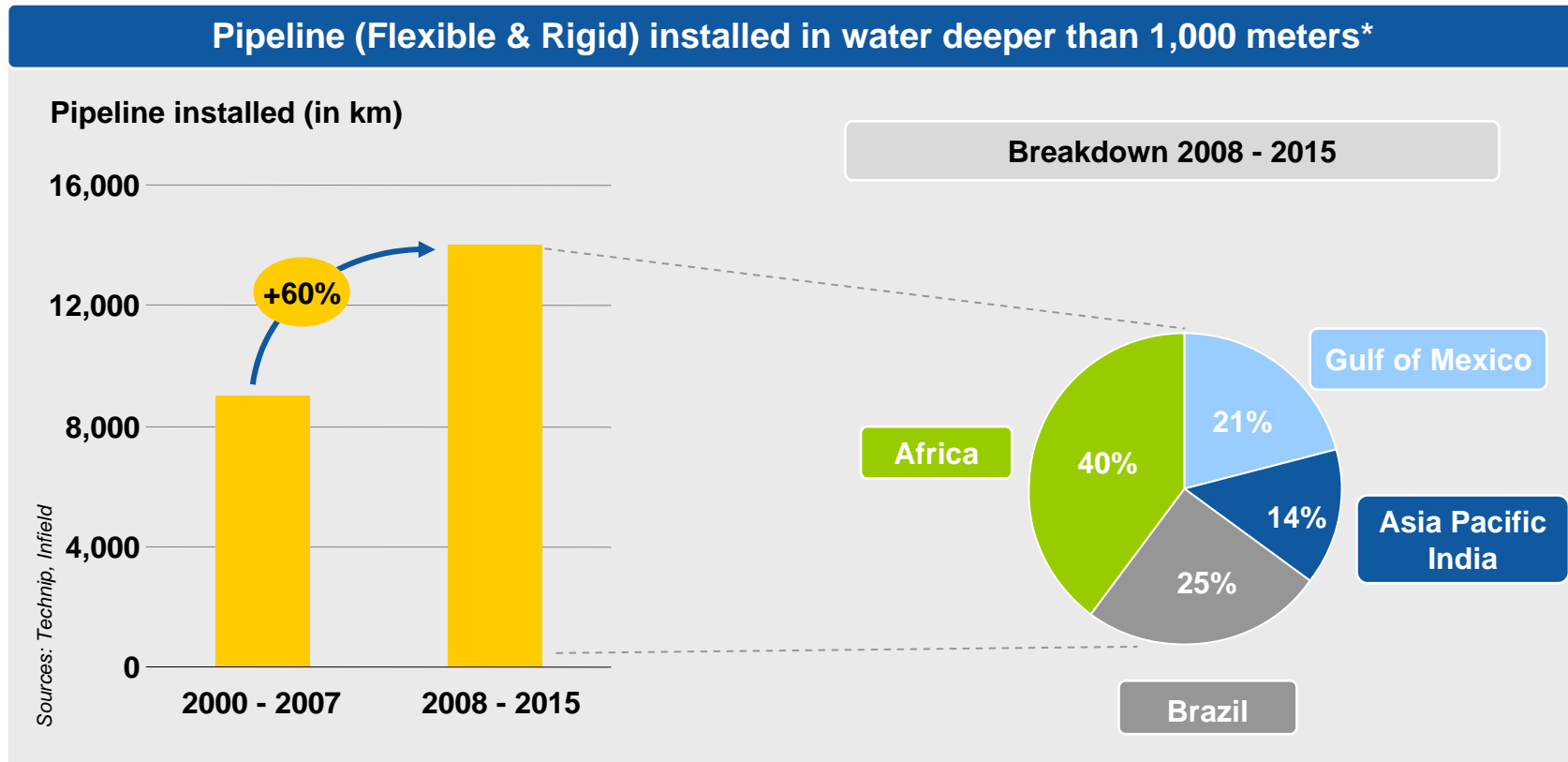
(* Floating Production System)

Different expectations across regions



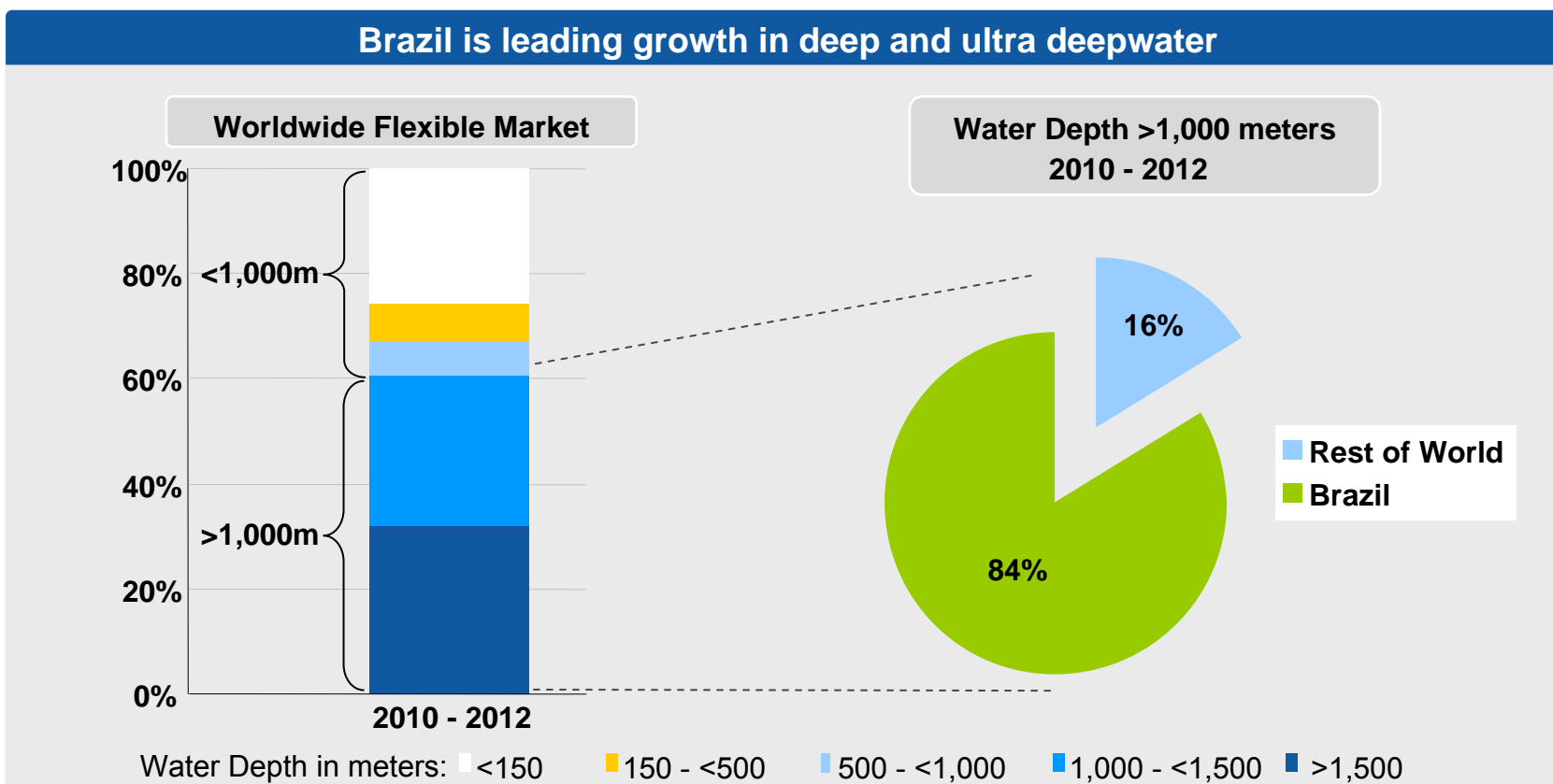
Future growth areas: Subsea market growth drivers

- ▶ Asia Pacific & India
- ▶ Emerging area for ultra deepwater projects



*Excluding Pre-Salt effect

Deepwater flexible market* expected to represent 60% of the market over 2010 - 2012



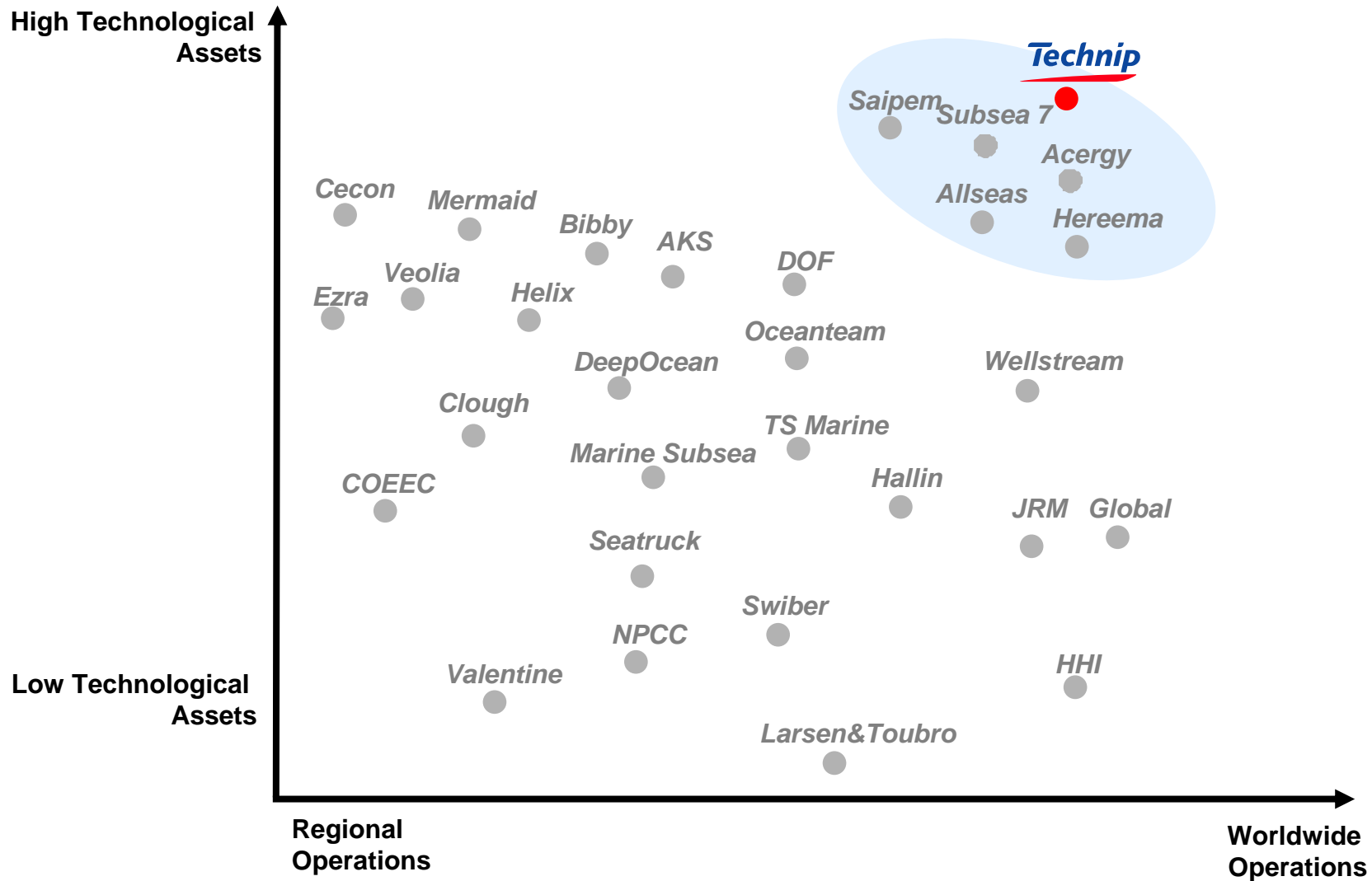
*Excluding Pre-Salt effect



Technip: Unmatched capability to design and execute successful projects

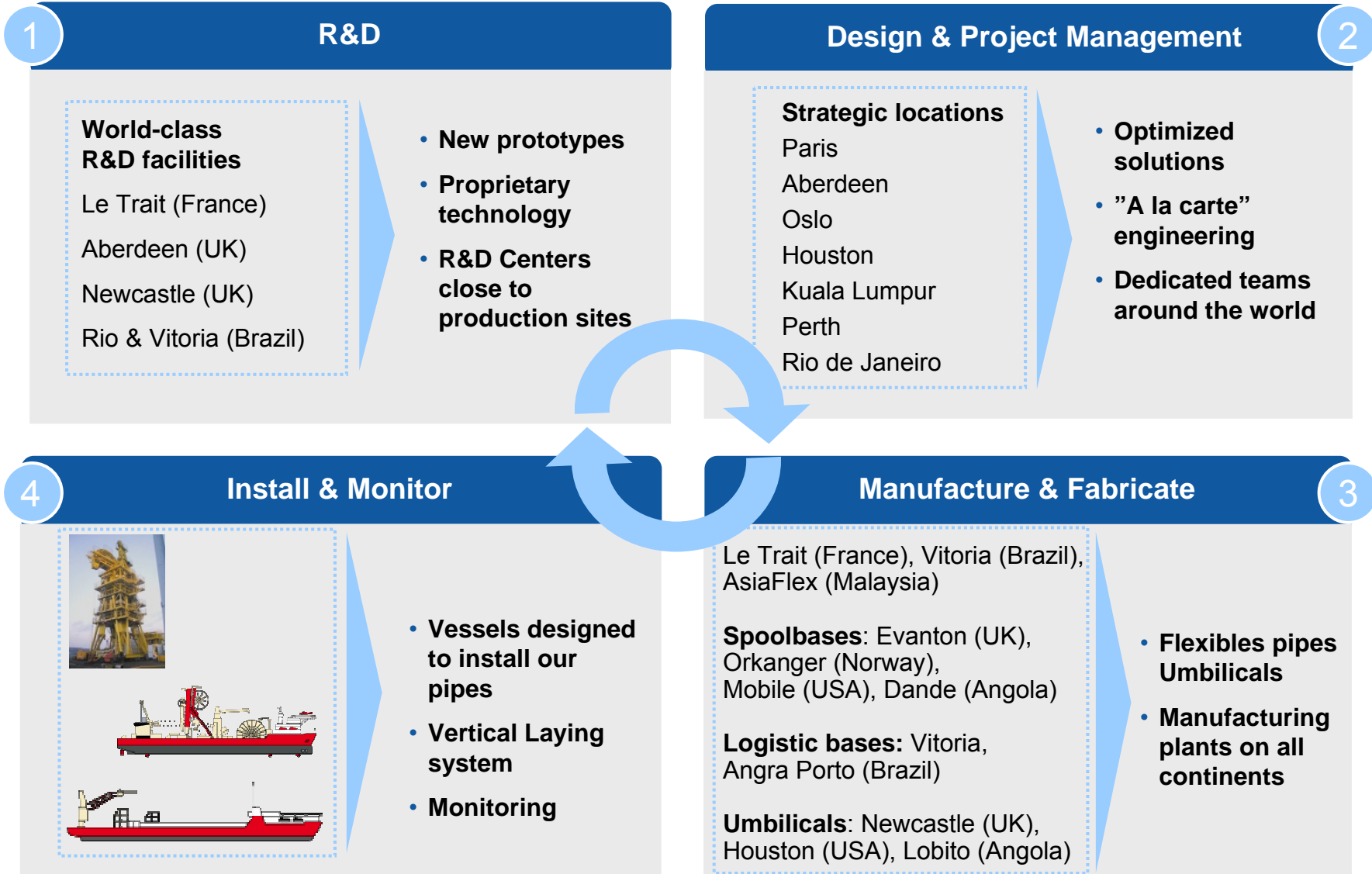
- ▶ **High tech global assets**
- ▶ **Vertically integrated business**
- ▶ **Worldwide organisation for seamless project execution**
- ▶ **Strategic position in faster growing emerging markets**
- ▶ **Leadership in subsea technologies**

Combination of high-tech assets and global footprint matched to market needs



Sources: Technip

Unmatched vertically integrated business to optimize design & execution

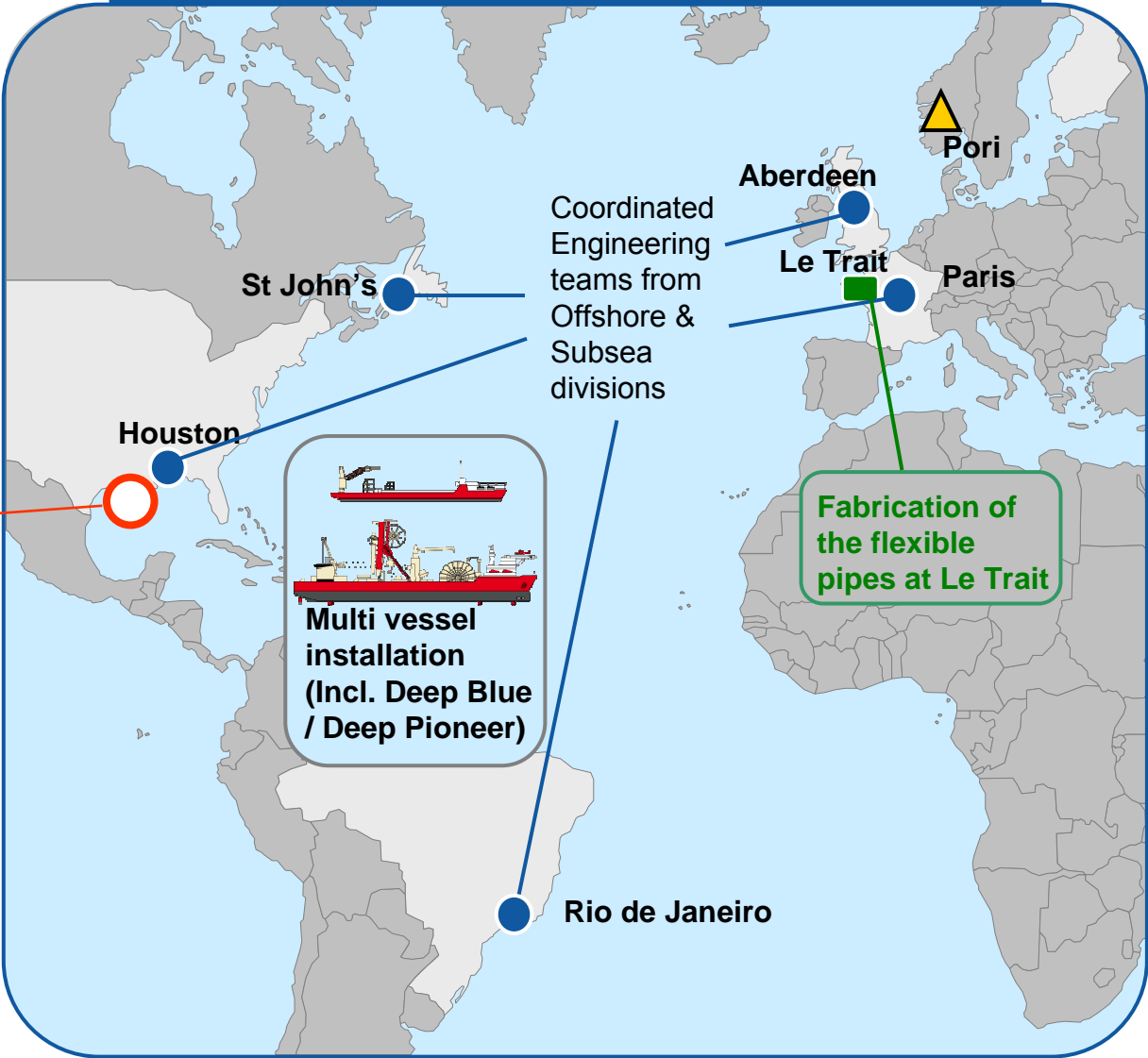


Worldwide organization for seamless project execution

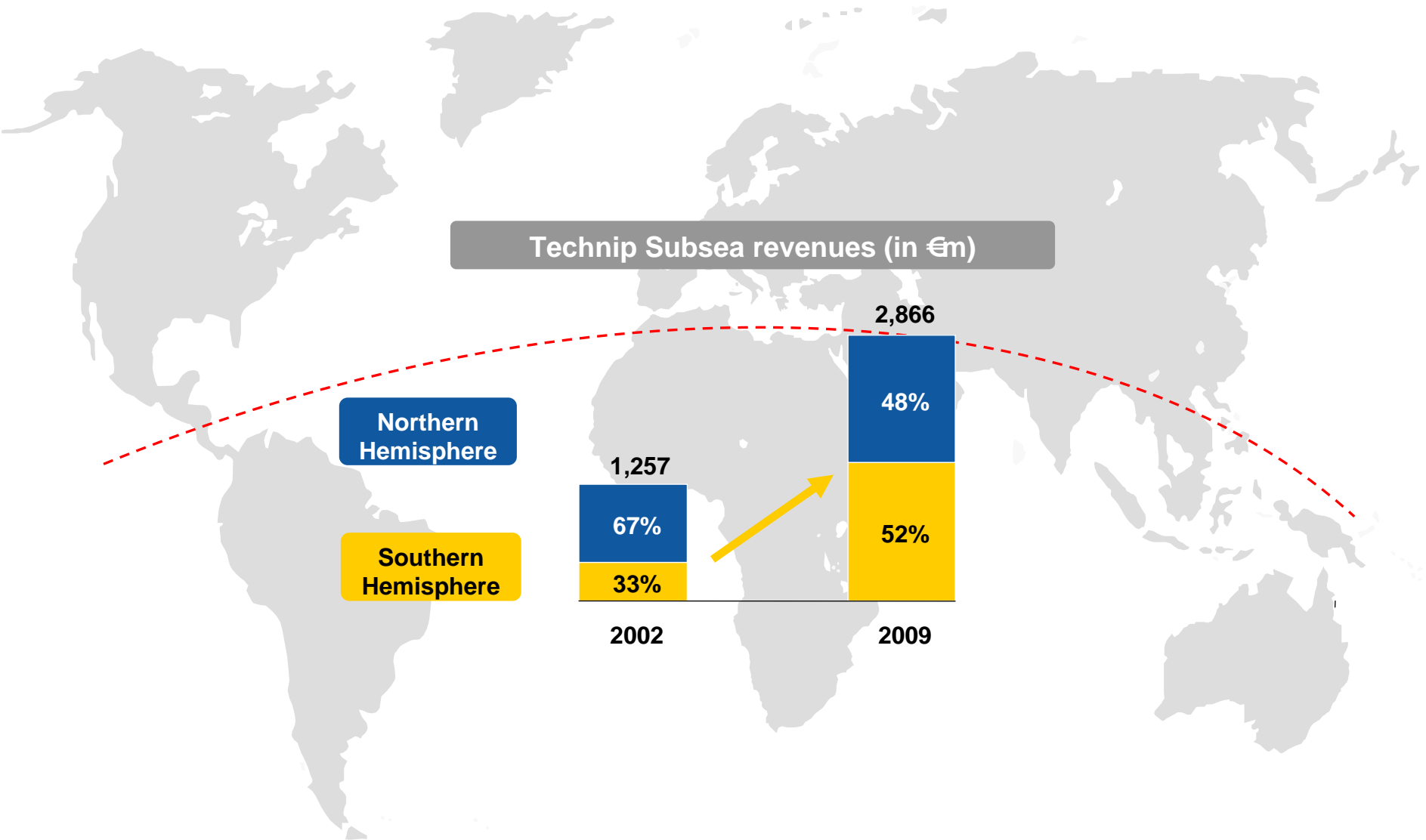
Example: Cascade & Chinook

Cascade & Chinook

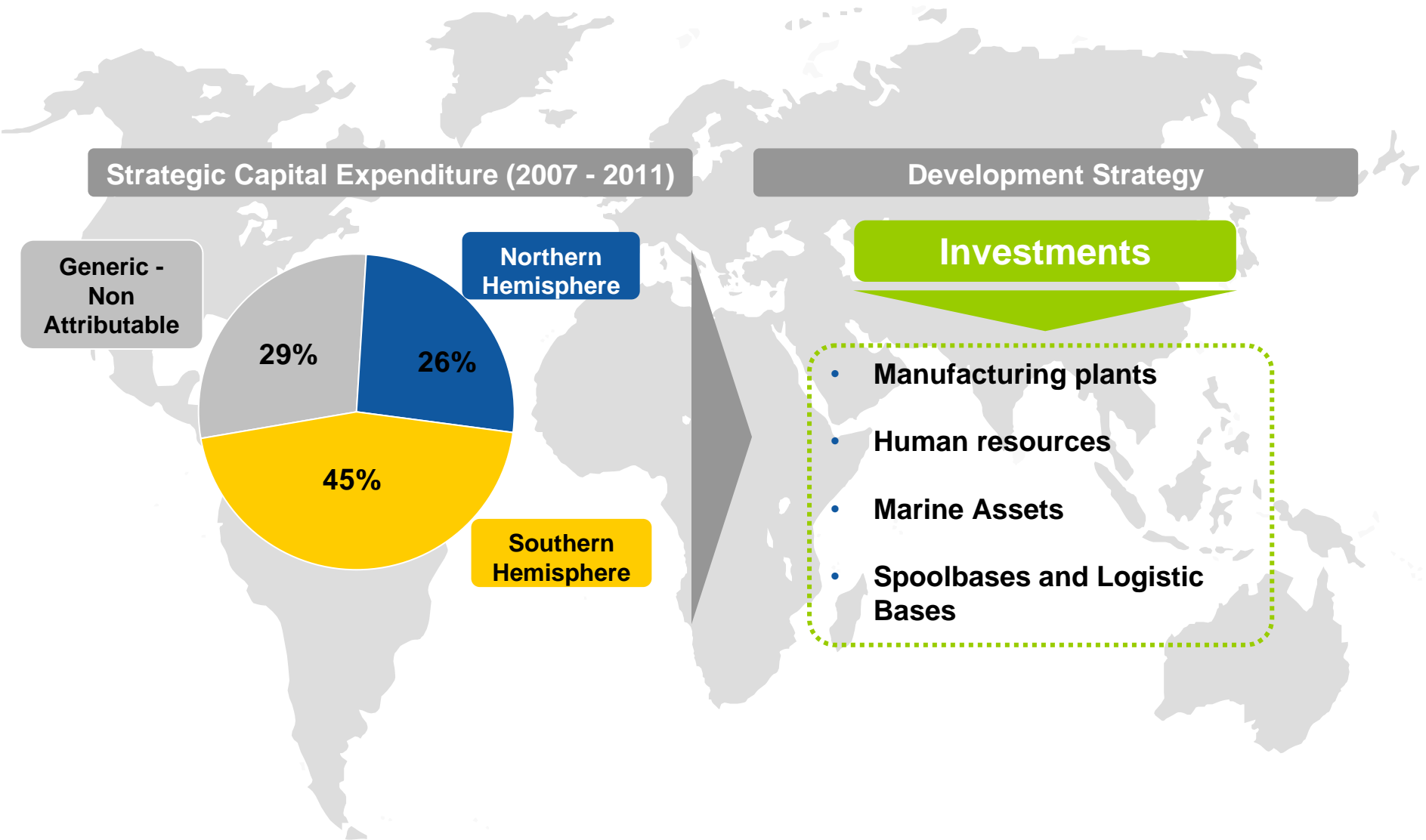
- ✓ World record depth for Hybrid Free Standing Riser in 2,500m - 2,640m of water
- ✓ Installation ongoing - on schedule



Strategic position in faster growing emerging markets



Strategic position in faster growing emerging markets





Growing R&D investments expand leadership in subsea technologies

▶ **Ultra deepwater:**

- Weight of pipelines (flexible, rigid, umbilicals)
- Alternative installation methods
- Hybrid System Riser

▶ **More challenging reservoirs**

- Flow assurance
- High Pressure/High Temperature
- Corrosive Fluids

▶ **Operational and Riser Integrity Management**



Subsea market: Conclusion

- ▶ **Significant slowdown in 2009, but Technip maintained its leading and resilient position**
- ▶ **Subsea market activity should pick up going forward**
- ▶ **Key driver of activity will be complex and deepwater projects**

Thank you

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