Technip Presentation

July 2013

Technip

take it further®

Contents

1. Who we Are

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 38,000 people in 48 countries
- Industrial assets on all continents, a fleet of 32 vessels (4 of which under construction)
- 2012 revenue: €8.2 billion

Energy is at the core of Technip

Key Figures

- **A regular workforce of 38,000 in 48 countries**
- **Industrial assets on all continents**
- **A fleet of 32 vessels (4 of which under construction)**
- **Revenue (2012): €8.2 billion**
- **Backlog (2012): €14 billion**

Three Business Segments, One Technip

Subsea

- Design, manufacture and supply of deepwater flexible and rigid pipelines, umbilicals and riser systems
- Subsea construction, pipeline installation services and Heavy Lift
- Six state-of-the-art flexible pipe and / or umbilical manufacturing plants
- Five spoolbases for reeled pipeline assembly as well as four logistic bases
- A constantly evolving fleet strategically deployed in the world's major offshore markets

Offshore

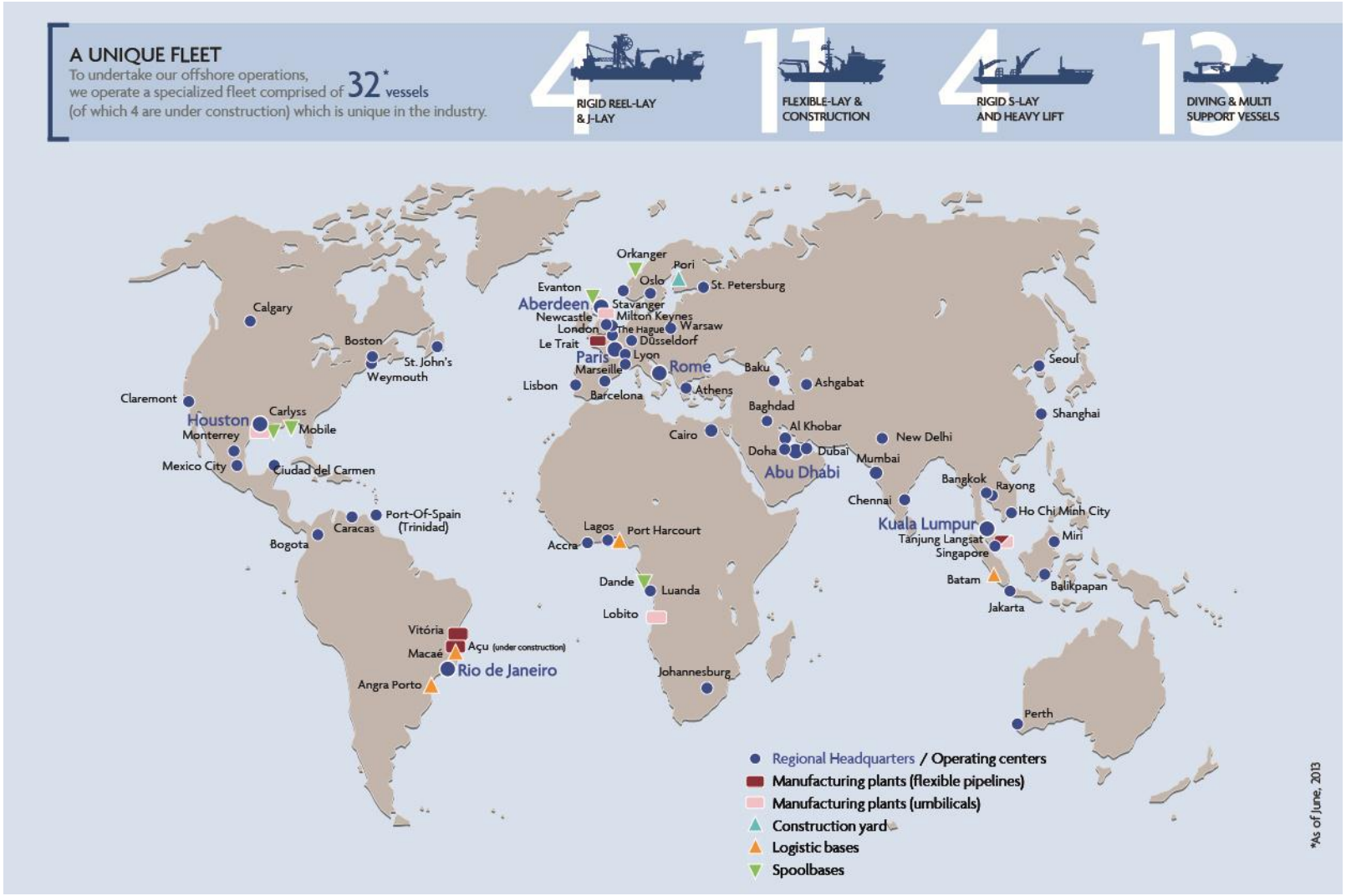
- Engineering and fabrication of fixed platforms for shallow waters (TPG 500, Unideck®)
- Engineering and fabrication of floating platforms for deep waters (Spar, semi-submersible platforms, FPSO)
- Leadership in floatover technology
- Floating Liquefied Natural Gas (FLNG)
- Construction yard

Onshore

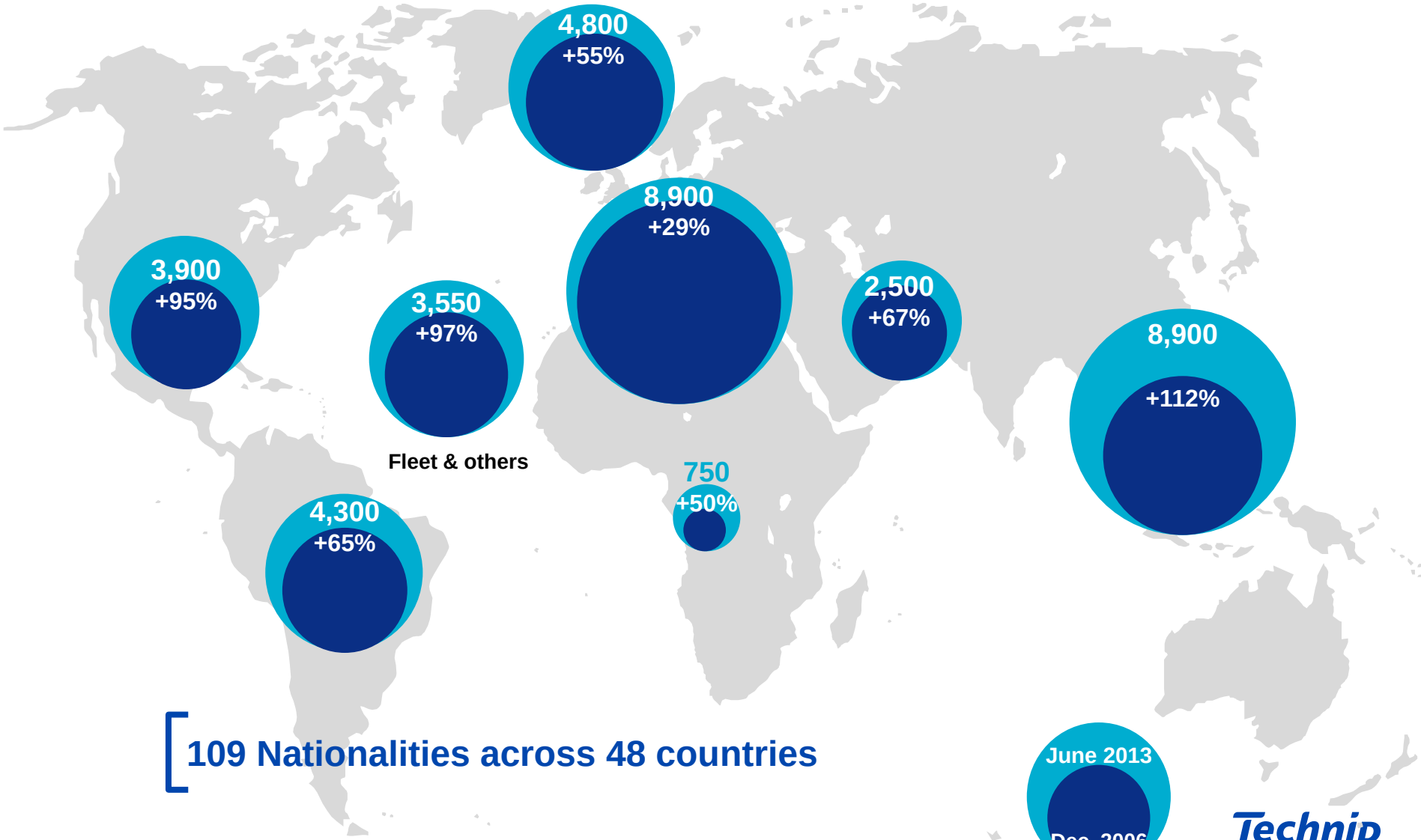
- Gas treatment and liquefaction (LNG), Gas-to-Liquids (GTL)
- Oil refining (refining, hydrogen and sulphur units)
- Onshore pipelines
- Petrochemicals (ethylene, aromatics, olefins, polymers, fertilizers)
- Process technologies (proprietary or through alliances)
- Biofuel and renewable energies (including offshore wind)
- Non-oil activities (principally in life sciences, metals & mining, construction)

The best solutions across the value chain

A Unique Worldwide Footprint



Around 38,000 People Throughout the World, Growing Close to Clients



109 Nationalities across 48 countries

A High Performing Fleet

Rigid S-Lay and Heavy Lift — 4 units


G1200


G1201


Iroquois


Hercules

Diving & multi support — 13 units


Skandi Achiever


Global Orion


Skandi Arctic


Alliance


Wellservicer


Orelia


Pioneer


O. Challenger


N. Commander


Seamec Princess


Seamec 1


Seamec 2


Seamec 3

Flexible-Lay & Construction — 11 units


Deep Pioneer


Normand Pioneer


Sunrise 2000


Deep Constructor


North Sea Giant


Skandi Niteroi


Skandi Vitoria


2 x 550t PLSVs*


ST 261*


Deep Orient*

Rigid Reel-Lay & J-Lay — 4 units


Deep Blue


Deep Energy*


Chickasaw


Apache II

* Under construction

Our Vision and Mission to Take Technip Further

- **Our vision: “meet the world energy challenge through our projects”**

  If energy were easy, there would be no need for a company like Technip. Today and tomorrow, we work with our clients, wherever they are, to bring **energy** to the world.
  We will continue to contribute to their **success**, through our constant **customer focus** and our **integrated** and sustainable project approach. As the industry reference, we will demonstrate the **know-how**, the commitment and the **inspiration** to help all of our partners push further to achieve their goals.

  This is our vision and above all, it is our passion.

- **Our mission:**

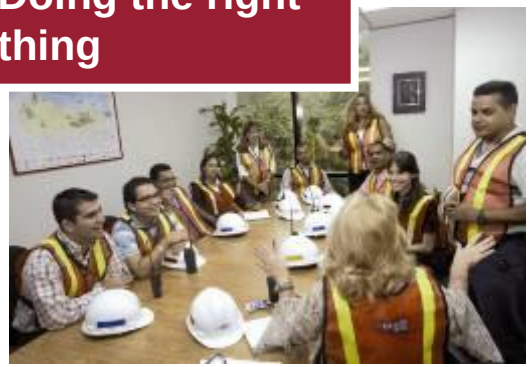
  Our mission is to **deliver** safe and successful energy **projects** across the world for the benefit of our all stakeholders.

  We maintain that focus whether faced with the biggest challenges or the smallest details.

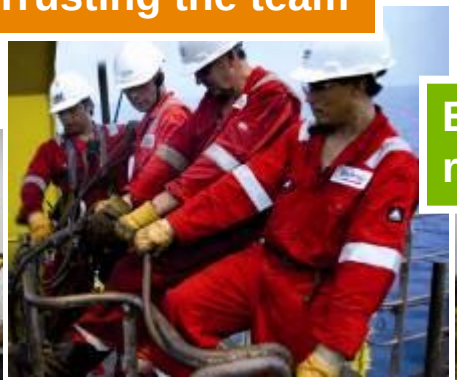
Our Values

- **Our values are operational. They have ensured our success to the present and will take us forward.**
  - We are inspired by them
  - Our industry believes in them
  - Our clients experience them
  - Our brand reflects them

Doing the right thing

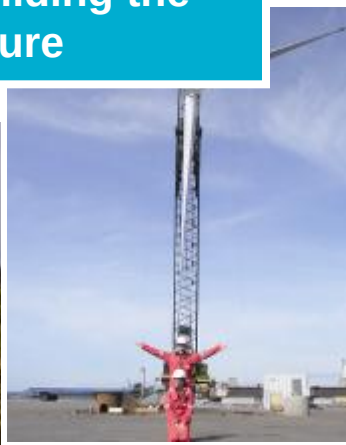


Trusting the team



Encouraging a fair return for all

Building the future



Commitment to Sustainable Development

- **Strong commitment to sustainable development and ethics set forth in 6 charters defining the Group's core principles**
- **Technip supports and promotes the 10 universal principles of the UN Global Compact**
- **Recognized performance in the Dow Jones Sustainability Indexes**

THE GLOBAL COMPACT
WE SUPPORT

Dow Jones Sustainability Indexes
Member 2012/13

Excellence in safety, health and security

Environmental efficiency and renewable energies

Responsible human resources

Local content and support to communities

Fair return for our business partners

Technip

An Absolute Commitment to HSE

- **Health, Safety and Environment (HSE) Policy**
  - Our goal: create and sustain an incident-free environment delivering excellent HSE performance at every level
  - 3 main focus areas:
    - The maintenance of effective HSE management systems
    - Establishing meaningful leading and lagging indicators to measure and manage performance
    - Creating a climate that is intolerant of inappropriate HSE behaviours and unsafe situations
- **Safety as a value and a culture**
  - Clear commitment to safety by management
  - Workforce participation and ownership of safety problems and solutions
  - Trust between shop floor and management
  - Good communications
  - A competent workforce
  - Pulse : a program now adopted by major clients (Wheatstone project in Australia for Chevron, FLNG for Shell)

"The health and safety of our people is a core value and an absolute commitment" Thierry Pilenko, Chairman and CEO of Technip

2. Market Positioning

Schematically, our Strategic Framework is Articulated around Five Main Axes

1. **Focus on energy, especially Oil & Gas**
2. **Superior operational performance**
   - Empower the organization
   - Commit to excellence in safety and quality
   - Strengthen execution capabilities
   - Lower costs
3. **Greater differentiation**
   - Proactive commitment to know-how and technology
   - Capex program to develop asset base
   - Further development in important regions
4. **Deliver major improvement in profitability**
   - Top-line growth, superior operating profit margins and ROCE
   - Improved Onshore / Offshore risk profile
5. **Global HR and talent management policy**

Recent Acquisitions – Consolidating our Leadership

Developing our position in the renewables market

Unique know-how and technological expertise in asset integrity management

Enhancing our position as a technology provider to the onshore market

Jan 2011
Subocean Group

July 2011
AETech

Nov 2011
Cybernétix

Dec 2011
Global Industries

Aug 2012
Stone & Webster Process Technologies and Associated Oil & Gas Engineering Capabilities

Mar 2013
Ingenium AS

Reinforcing our portfolio in the subsea business with acoustic emission technology

Expanding our addressable market in subsea and the execution of complex projects from deep-to-shore

Strengthening our offshore expertise and engineering capabilities in Norway

Technip

Subsea:
Worldwide Leading Integrated Player

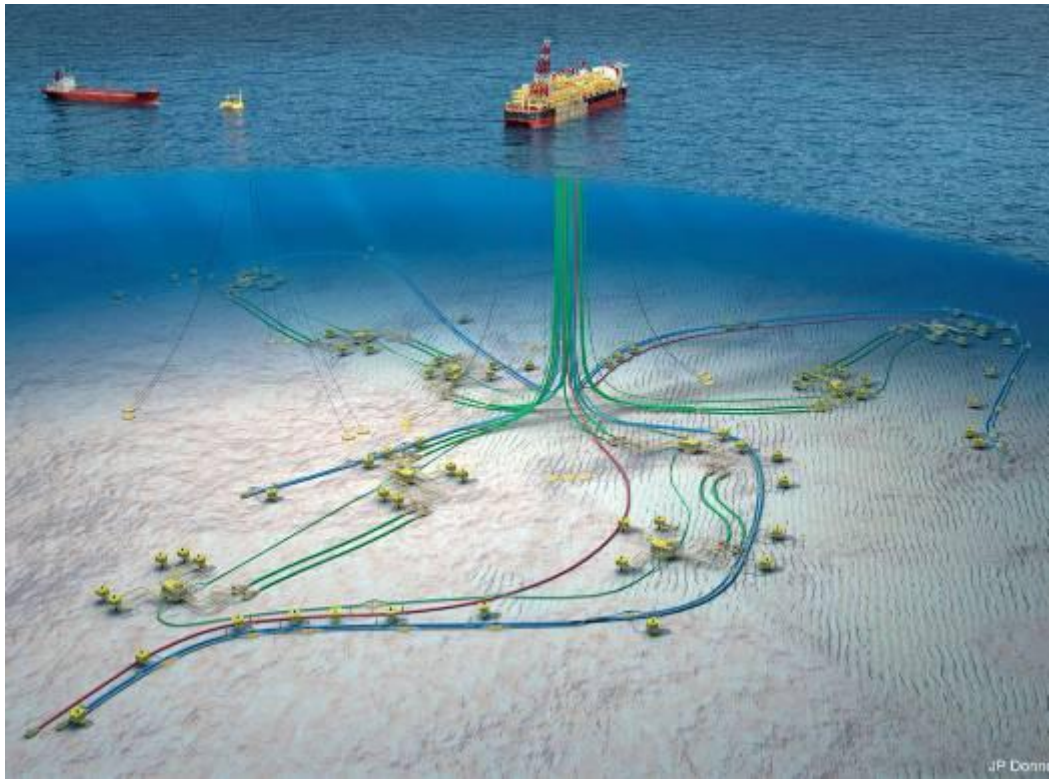
Services

Deep water installation
& construction

Flexible/rigid pipelaying
(Reel, S-Lay & J-Lay)
Heavy Lift Operations

Inspection,
repair & maintenance

Architecture



- **Vertical integration**
- **In-house technologies**
- **Worldwide leadership**
- **First class assets**

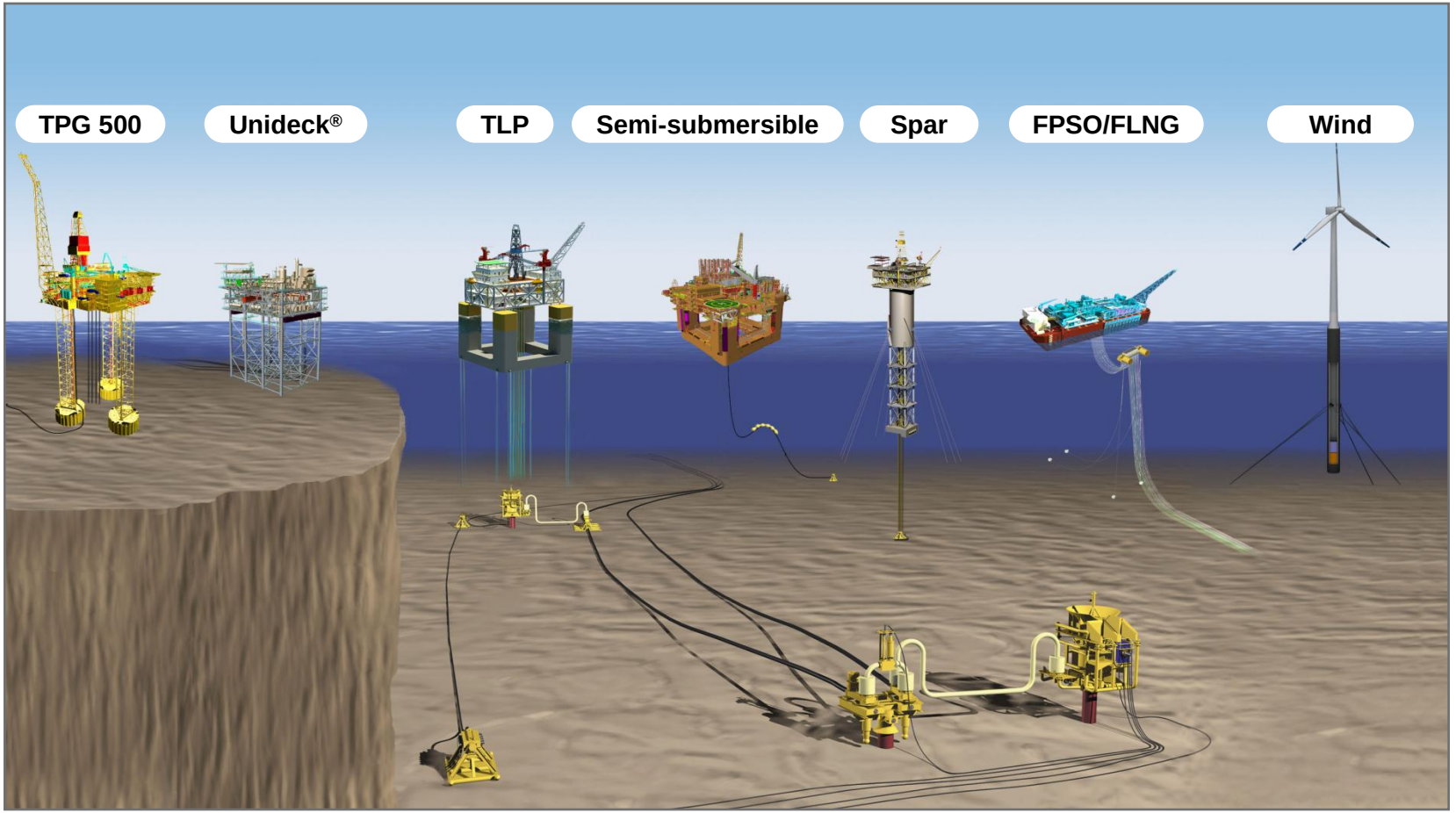
Products

Flexible pipe
(in house manufacturing)

Rigid pipelines

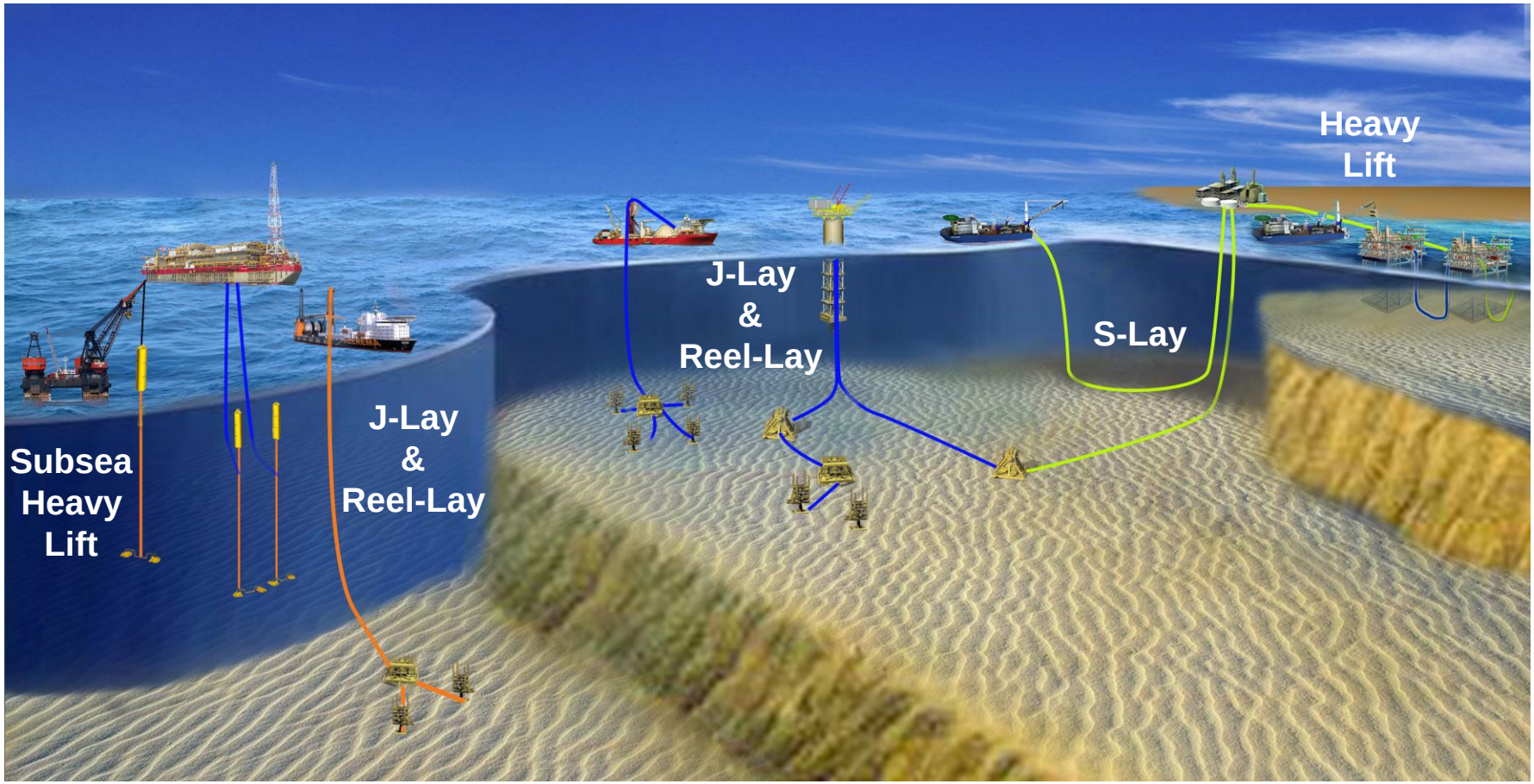
Umbilicals
(in-house manufacturing)

Offshore:
Expertise in High Added-value Technology



- Innovative capabilities
- Heavy lift capabilities
- Proprietary platform design
- Proven track record in engineering & construction

Subsea & Offshore:
Project Execution Capabilities



Subsea & Offshore:
Customer Support from Concept to Execution

Concept

Upstream Engineering

- Pre-FEED* and FEED
- Offshore field development studies
- Innovative technology solutions for platform and subsea challenges

Execution

PROJECT MANAGEMENT

Project Engineering & Procurement

Manufacturing

Flexible risers and flowlines	Rigid Pipeline Welding/Spooling	Umbilicals

Installation

Flexible-Lay Umbilical-Lay Associated construction	Rigid Reel-Lay Rigid J-Lay Rigid S-Lay	Heavy Lift for Subsea infrastructure Offshore topside installation

Support, Diving & Logistics

R&D, Proprietary Software & Hardware

*FEED: Front End Engineering Design

Technip Onshore Segment

- **Refining & heavy oil**
  - Clean fuels
  - Grassroots
  - Heavy oil upgraders
  - Hydrogen
- **Gas Processing**
  - Gas treatment
  - GTL
  - LNG
- **Petrochemicals**
  - Ethylene
  - Polyolefins
  - Aromatics
  - Fertilizers
- **Others**
  - Mining and metals
  - Infrastructures
  - Buildings
  - Life sciences,…




Project management consultancy
Strong process engineering capabilities
Process technologies (Hydrogen, Ethylene, Refining, Petrochemical & GTL)
Solid reputation with NOCs & IOCs

Strategic Breakthroughs

Deep Water Subsea

- Pazflor (Angola)
- IPB Papa Terra (Brazil)
- Islay ETH-PiP (North Sea)
- Agbami (Nigeria)
- Cascade & Chinook (Gulf of Mexico)
- Integration of Global Industries

Deep Water Offshore facilities

- Perdido Spar (USA)
- Akpo FPSO (Nigeria)
- P-56 semisub (Brazil)

Liquefied Natural Gas (LNG)

- Qatargas 2, 3 and 4, Rasgas III (Qatar)
- Yemen LNG
- Shtokhman (Russia)
- FLNG (Shell, Petrobras, Petronas)

Refining & Heavy Oils

- Dung Quat (Vietnam): refinery
- Horizon (Canada): coking unit & hydrogen units
- Jubail export refinery (Saudi Arabia)

Ethylene

- Shuaiba (Kuwait): Olefins II Project: Ethylene Unit
- Ras Laffan (Qatar): steamcracker
- Yanbu (Saudi Arabia): steamcracker

- Integration of Stone & Webster process technologies and associated oil & gas engineering capabilities

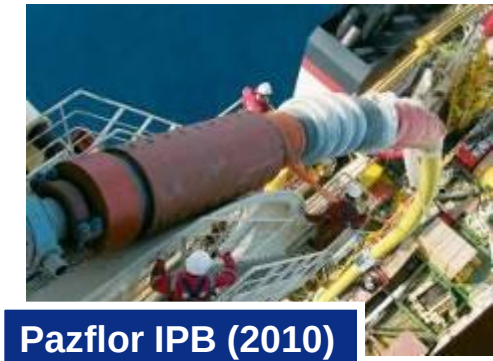
Technological Solutions to Address Deeper Water

Perdido (2008)

- Spar operating with the deepest water depth: 2,350 m
- Subsea pipelines (depth: 2,950 m)
- Extend flexible risers water depth and pressure capability to 3,000 meters and beyond through innovative solutions
- Initial results from ultra-deep offshore test of 7", 9" and 11" flexible pipe for sweet and sour service were successful

Cascade & Chinook (2009)

- A new application of FSHR further to the PDET project with Petrobras
- 5 Free Standing Hybrid Risers
- Water depth: 2,500 - 2,640 m



Pazflor IPB (2010)

- Following first supply and installation of 8 IPB risers on the Dalia field, new contract for 2 IPB risers on the Pazflor project, offshore Angola
- Water depth: 800 m

Towards 3,000 meters and beyond

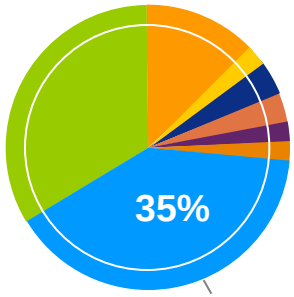
Onshore Technologies Development

- **Hydrogen: enhanced heat transfer**
  - 25 to 30% increase in hydrogen production
  - Improvement in the overall efficiency
  - CO_2 reduction for a world scale hydrogen plant: ~20,000 tons/y i.e. 6,000 passenger cars

- **LNG: the cryogenic rigid pipe-in-pipe for onshore and marine piping**
  - Robust & heavy duty pipeline
  - No expansion loops
  - High safety and fire resistant
  - Integrity monitoring system
  - Certified ABS/BV/DNV
  - Long distance
  - Onshore, on trestle or subsea

- **Ethylene: increased selectivity**
  - Increased efficiency → CO_2 reduction
  - At constant capacity furnace size is reduced→ minimize investment of new furnaces
  - Increased Ethylene Production (>10%) of existing furnaces keeping identical size of furnace

H2 market leadership



Connected straight to your terminal

Proprietary technologies

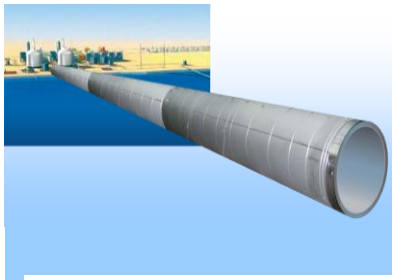
Floating LNG Solutions

Cryogenic flexible pipe

Processing system

Subsea services
& product provider

FPSO



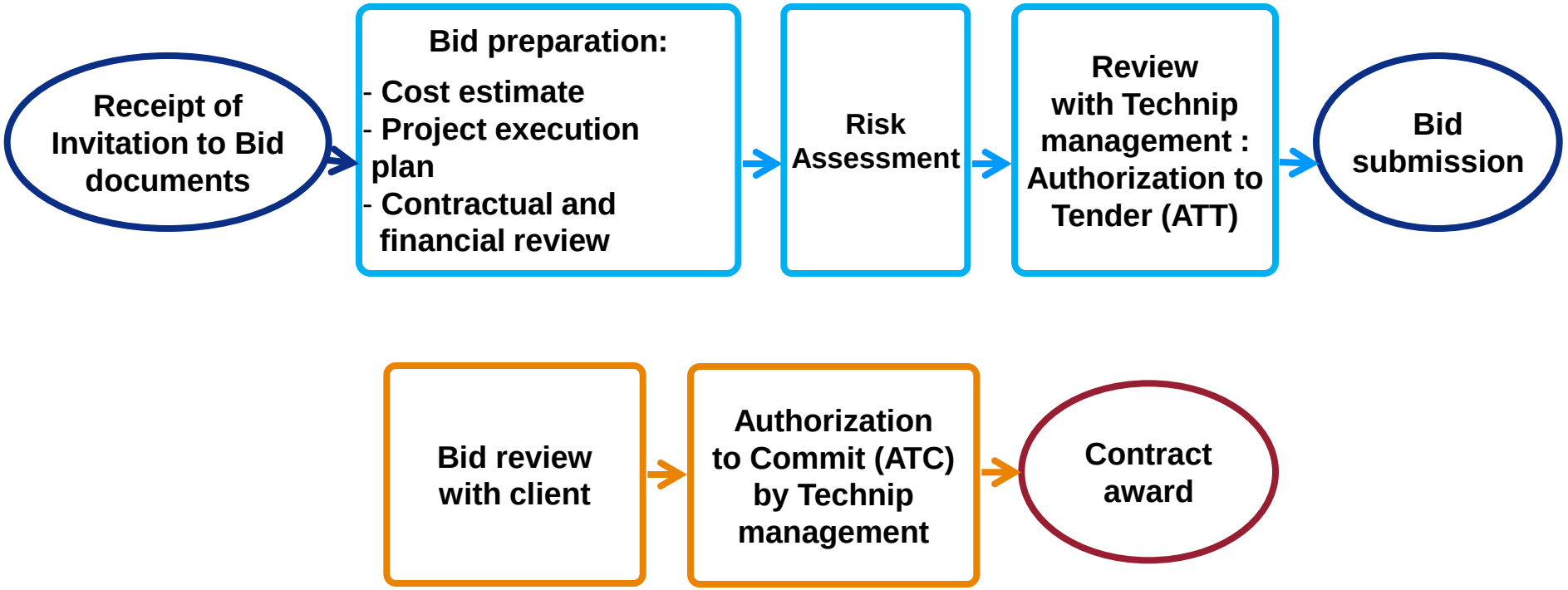
Cryogenic pipe-in-pipe

A unique combination of technologies and know-how from our 3 business segments

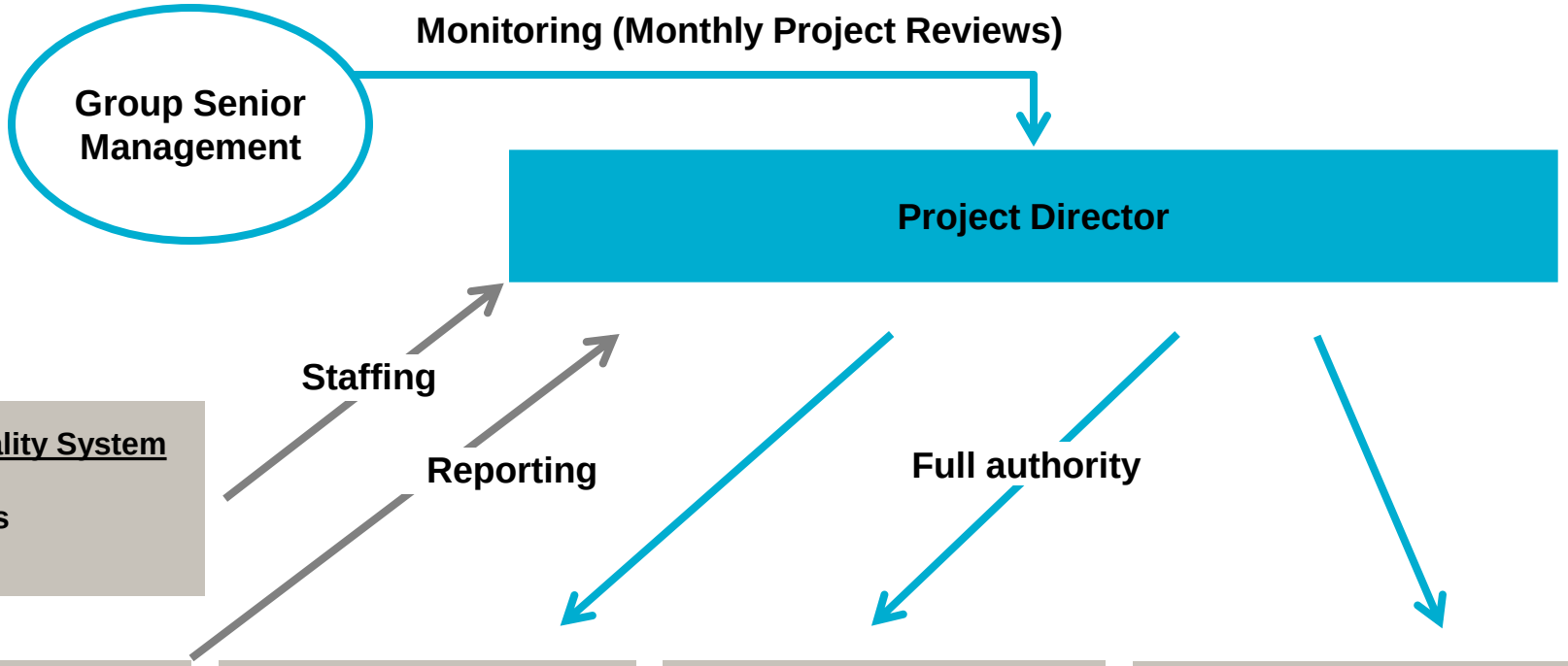
3. Project Management: the Technip Way

Bidding Process

Ensure appropriate risk/reward achieved on each contract



Control of Project Execution



HSE – Quality System
- Plan
- Procedures
- Control

Project Controls
- Planning & scheduling
- Work progress & productivity control
- Cost estimates & controls

Engineering Plan
- Design approach
- Codes & standards
- Safety design criteria

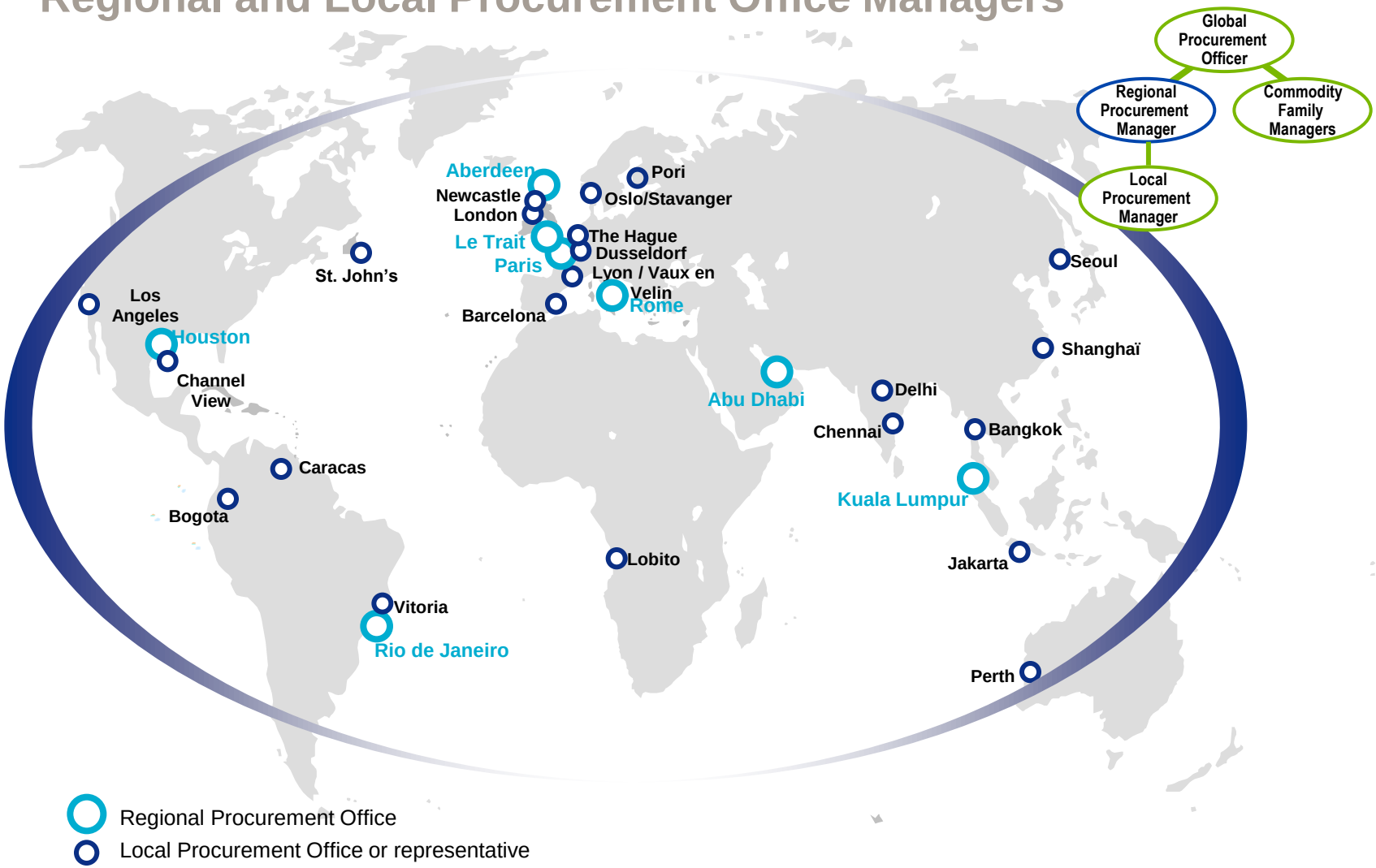
Procurement Plan
- Purchasing strategy
- Expediting & inspection
- Subcontracting
- Packing, shipping insurance and custom clearance

Construction & Start-up Plan
- Constructability review
- Subcontracting strategy
- Site organization
- Safety policy

Two principles are implemented concurrently:
- **Project Director: single point of accountability for each project**
- **Senior Management: hands-on policy, supported by central expertise**

Global Procurement Network

Regional and Local Procurement Office Managers



Quality

- **Accompanying our clients in improved performance**
  - Within an increasingly challenging Oil & Gas business environment, our clients expect their contractors to support them with innovative solutions to improve project performances in term of safety, quality, cost and schedule.

- **Deployment of two quality management principles:**

4. Examples of Key Projects

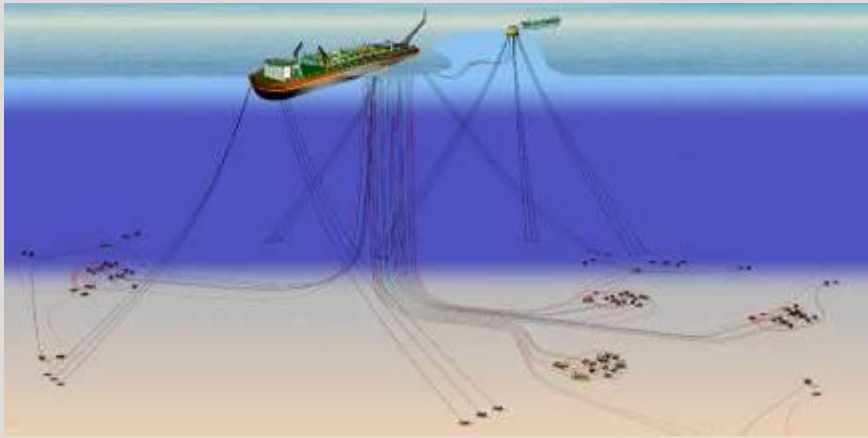
Pazflor Subsea Project, Angola

- **Client: Total**
- **Water depth: 1,200 m**
- **EPC Project: risers, flowlines and umbilicals**
- **Value > $1.7 billion**
- **Installation started in 2010**

The largest Subsea contract ever, Technip share > $1.1 billion, high level of local content.

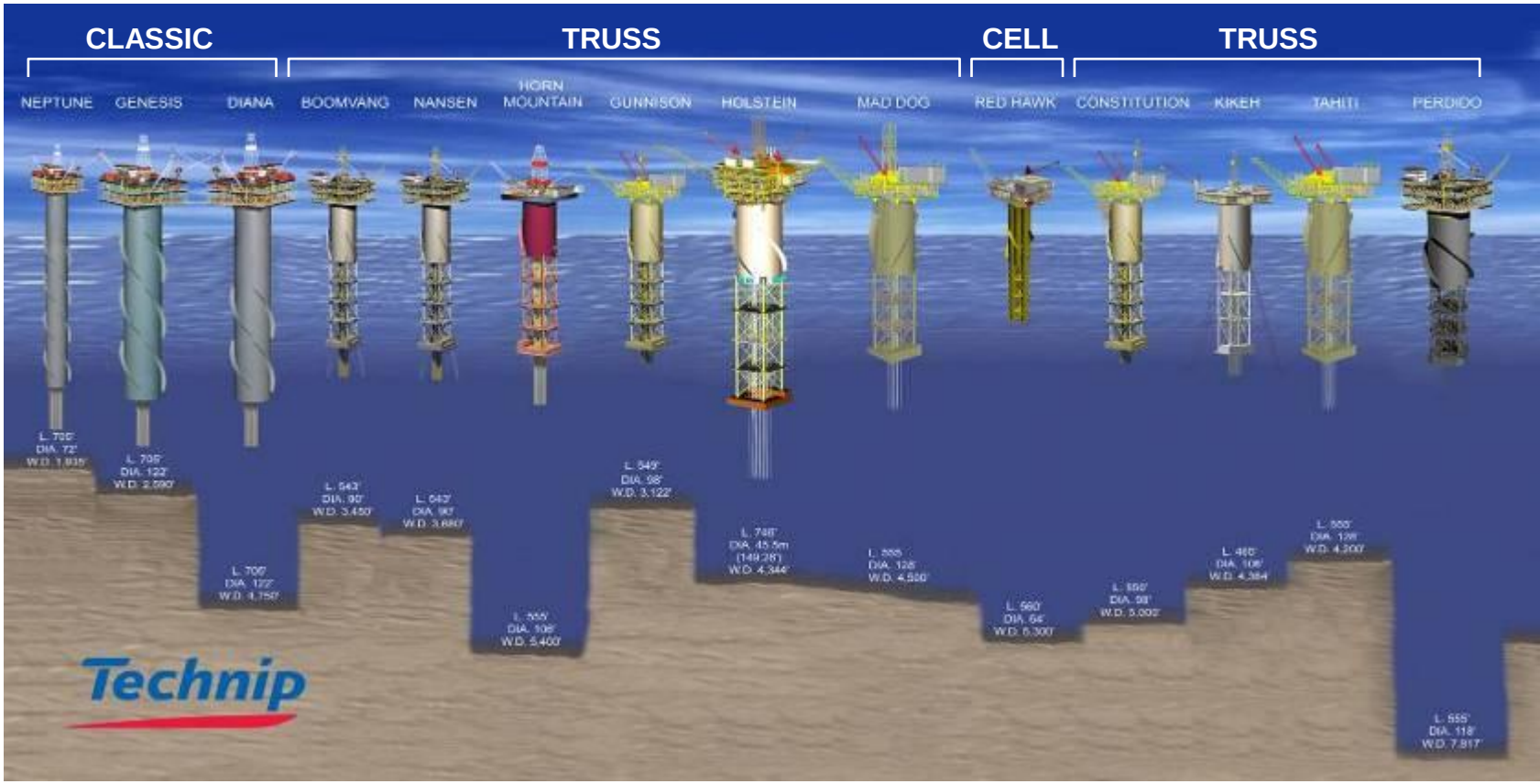
Agbami Field in Nigeria

- Client: Chevron
- Water depth: 1,550 m
- Project scope: risers, flowlines and umbilicals
- Value: $840 million
- Project completion: end of 2008



This is the largest deepwater contract ever awarded to Technip and strengthens the Group's leadership position on the West African subsea market

Three Generations of Spar Platforms



Technip has delivered 14 out of the 19 spars worldwide, in a water depth range of 590 – 2,382 meters using both dry and wet tree completions.

Perdido Spar, Gulf of Mexico

- Client: Shell Offshore Inc
- Water depth: 2,385 m
- Hull: 170 m x 36 m
- Production capacity: up to 130,000 barrels/day
- Delivered: 2008

This record breaking Spar, the 14th ever installed by Technip, is the deepest Spar production facility in the world and the first with Direct Vertical Access

P-51 Platform, Brazil

- **Client: Petrobras**
- **Semi-submersible platform**
- **Capacity: 180,000 barrels of oil and 6 million m^3 of gas per day**
- **Value: $ 639 million**
- **First oil: January 2009**

P-51 is the first semi-submersible platform to be constructed entirely in Brazil. It is anchored at a water depth of 1,255 m

Akpo FPSO*, Nigeria

- Client: Total
- Water depth: 1,325 m
- Production capacity: 185,000 barrels/day
- Value: $ 1,080 million
- Execution: Technip / Hyundai
- First oil: March 2009

After Dalia, Akpo confirms Technip's breakthrough on the large FPSO market

** FPSO: Floating Production Storage & Offloading Unit*

Prelude FLNG (Australia)

- **1st floating liquefied natural gas (FLNG) unit in the world**
- **Client: Shell**
- **Consortium with Samsung Heavy Industries**
- **Scope:**
  - Generic FEED, Aug 2009 – Jan 2011
  - Prelude FEED (Australia), Apr 2010 – Mar 2011
  - Prelude – notice to proceed to construction, May 2011
- **Specifications**
  - 488m x 74m
  - a weight of around 600,000 tonnes
  - a capacity of 3.6 MM t/yr of LNG

A breakthrough project combining Technip's expertise of its 3 business segments

LNG Projects in Qatar

- **Construction of the six largest LNG trains in the World:**
  - Qatargas 2: trains 4 & 5
  - Qatargas 3 and 4 : trains 6 & 7
  - Rasgas III: trains 8 & 9
- **Increase of the capacity of the existing 1, 2, 3 LNG trains (Qatargas)**

Technip, in a joint venture, has delivered 6 of the largest LNG trains in the world, with a capacity of 7.8 million tons/year each

Yemen’s First LNG Plant

- Client: Total, Yemen Gas & partners
- Capacity: 2 x 3.4 million tons/year
- Value: $ 667 million (Technip share)
- Execution: equal JV between Technip (leader), JGC (Japan) and KBR (USA)
- Train 1 commissioning: 2009
- Train 2 commissioning: 2010

Using its LNG expertise and supported by its presence in the Middle East, Technip and its partners are building Yemen’s first LNG plant

Grassroots Gas Plant – Khursaniyah, Saudi Arabia

- Client: Saudi Aramco
- Contractual scheme: convertible EPC
- Value: US$ 3.6 billion (50/50 JV with Bechtel)
- Commissioning: 2010

A huge and challenging project consolidating Technip's long lasting collaboration with Saudi Aramco

Dung Quat Refinery, Vietnam

- **Client: PetroVietnam**
- **Production: 145,000 barrels/day**
- **Execution: Technip and partners**
- **Start-up: beginning of 2010**

This first crude oil refinery in Vietnam was awarded to Technip, as leader of a consortium with JGC and Tecnicas Reunidas

Oil Sands Project – Primary Upgrading, Canada

- **Client: Canadian Natural Resources Limited**
- **292,400 BPSD Diluent Recovery Unit / 123,000 BPSD Delayed Coking Unit**
- **Value: US$ 726 million**
- **Completion: 2008**

A very challenging mega-project executed in extremely harsh climate

Jubail Export Refinery Project (Saudi Arabia)

- **Client: Saudi Aramco/ Total JV (SATORP)**
- **Production: 400,000 BPSD**
- **Engineering, procurement and construction of two packages:**
  - the hydro and catalytic cracking conversion process units
  - some of the utility units as well as the interconnecting network and process control system of the entire refinery

Grass-root full conversion refinery with high technological content

NExBTL Biodiesel Projects, Singapore and the Netherlands

- Client: Neste Oil Corporation
- Production: 800,000 t/y (each)
- Value: confidential (overall investment: about US$ 1.8 billion)
- Commissioning: 2010 (Singapore) 1st half 2011 (Rotterdam)

The 2 largest biofuels plants in the world

NOVA Chemicals E3 Ethylene Plant* (Canada)

- **Client: NOVA Chemicals (now owned by International Petroleum Investment Company)**
- **Services: Project mgmt, technology licensing, process studies & design, furnace detailed engineering & procurement, construction management, commissioning and startup**
- **Duration: Nov. 1996 – Aug. 2000**

The plant was the world's largest single-train ethylene plant at project completion, incorporating several noteworthy scale-related engineering and layout concepts to reduce costs

**Project executed prior to completion of the acquisition of Stone & Webster process technologies and associated oil and gas engineering capabilities by Technip on August 31, 2012.*

SHARQ Grassroots Ethylene Plant* (Saudi Arabia)

- **Client: Eastern Petrochemical Company (SHARQ)**
- **Services: Proprietary technology, engineering, procurement, construction management and operational support**
- **Completion: 2010**

Technip continues to strengthen its global reputation for providing ethylene plants with high operational reliability and superior performance

**Project executed prior to completion of the acquisition of Stone & Webster process technologies and associated oil and gas engineering capabilities by Technip on August 31, 2012.*

Tianjin Dagu ABS* (China)

- **Client: Tianjin Dagu Chemical Industry Co., Ltd**
- **Services: Licensing, Engineering, and Procurement of Selected Equipment**
- **Duration: 2009 - 2012**

Backed by a strong process and technology expertise, Technip has completed hundreds of projects from small units up to large chemical complexes

**Project executed prior to completion of the acquisition of Stone & Webster process technologies and associated oil and gas engineering capabilities by Technip on August 31, 2012.*

Renewable Activities at Technip

- **Main markets**
  - Biofuels (1st and 2nd generation)
  - Solar photovoltaic grade polysilicon plant
  - Marine energies (Offshore wind, tidal…)
  - Carbon Capture and Storage
- **Key references**
  - Technip is currently responsible on a EPCM basis of the construction of the two largest new generation of biodiesel plant in the world in Singapore and Rotterdam for Neste Oil
  - Technip realized on a EPCI basis the complete construction and installation of the world first floating wind turbine for Statoil

Statoil Hywind project

Technip is committed to diversify its activities towards “low carbon” energy and transfers its first class EPC contractor services and know how from its core business activities to position itself as a world leader in this domain

Koniambo Ferro Nickel-Smelter

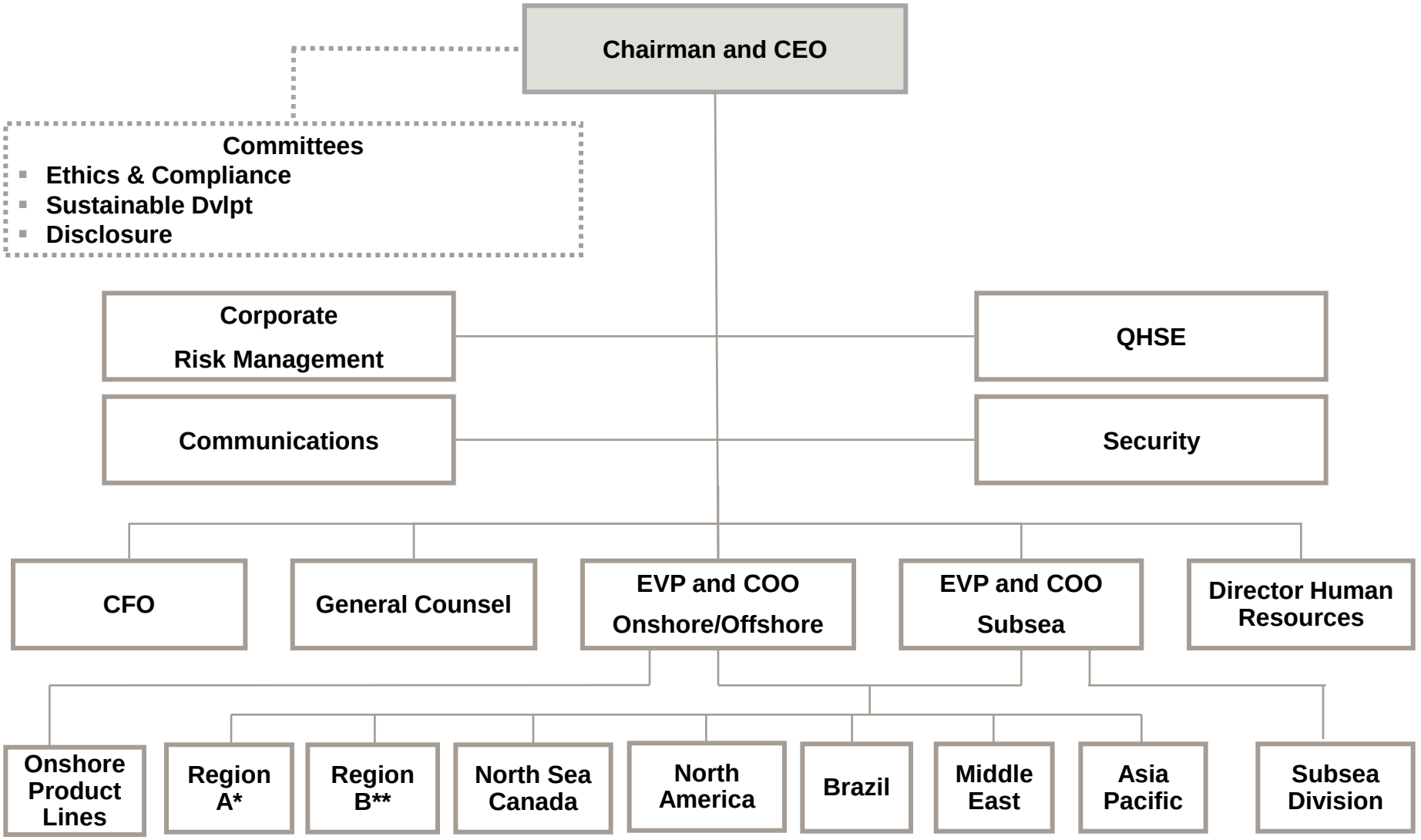
XSTRATA, Koniambo ore deposit, New Caledonia, 2005 - 2011

- **Falconbridge Modularisation Study awarded to Technip March 2003**
- **Bankable Feasibility Study awarded to Technip / Hatch JV August 2003**
- **Follow-on EPCM awarded: October 2005**

- **Facilities: Nickel Plant 60,000 t/yr, Total investment USD 4.0 - 4.5 billion**
- **Technip Man-hours EPCM: 1.3 million**

Annex

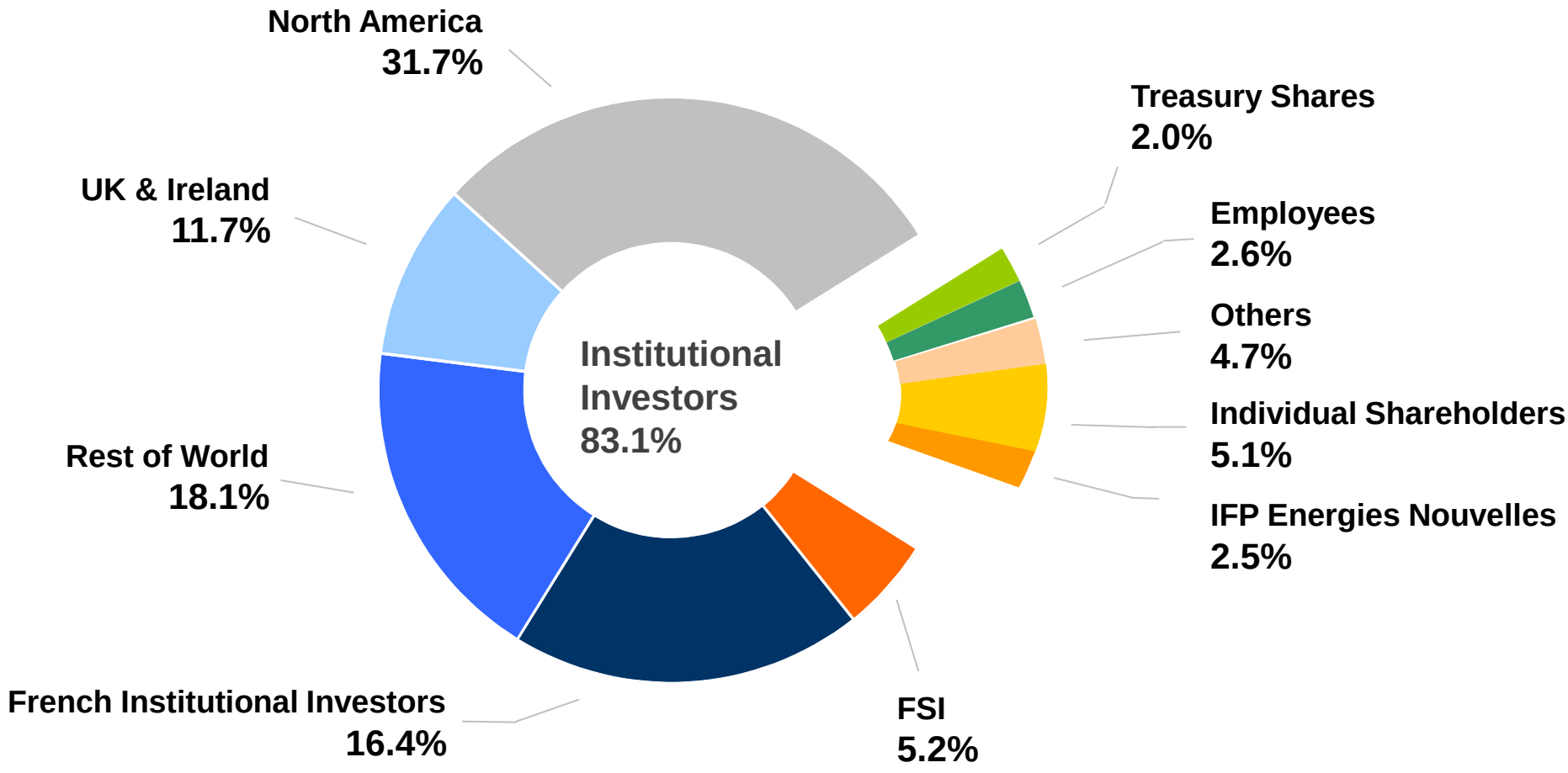
Group Organization Chart



* Western Europe, Africa, India, Pakistan

** Italy, Greece, Eastern Europe/Russia/CIS, South America

Shareholding Structure, November 2012



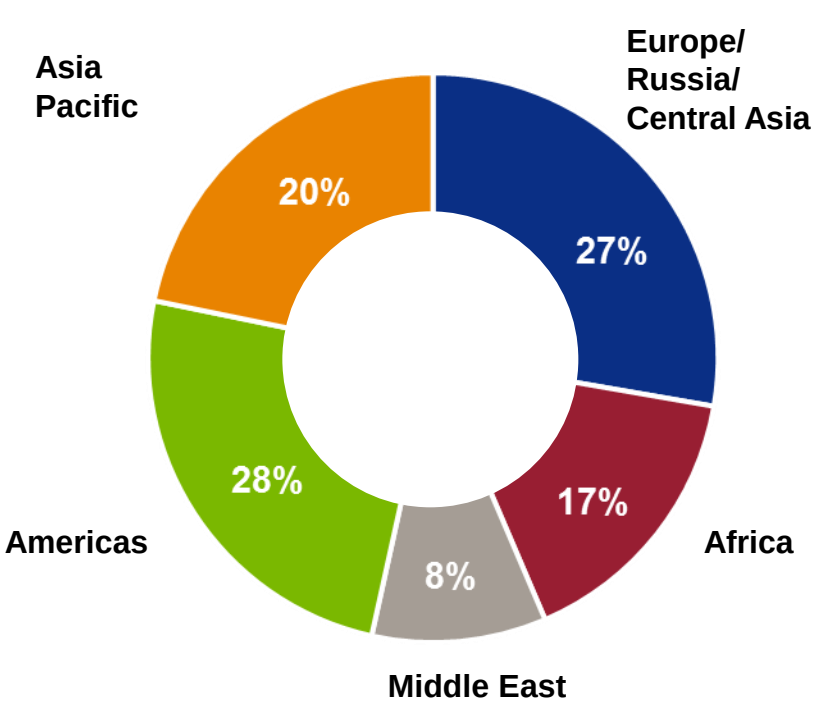
Listed on NYSE Euronext Paris

Source: Thomson Reuters, Shareholder Analysis, November 2012

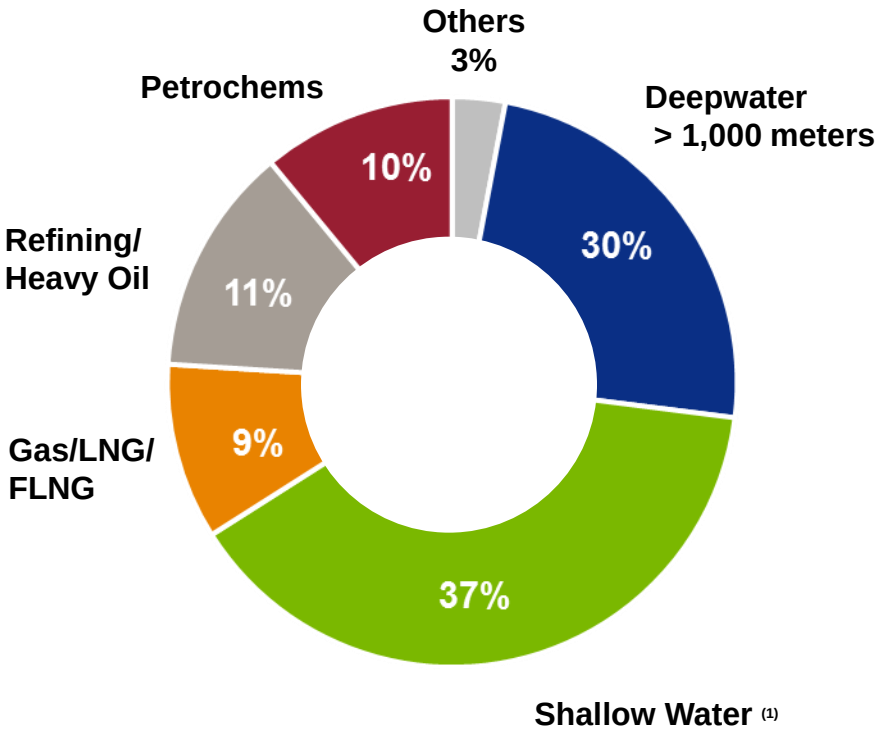
A diversified and profitable backlog (€15.2 billion)

As of June 2013

Backlog by Geography



Backlog by Market Split



(1) Includes offshore platforms and subsea projects

Technip Presentation

July 2013

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