

# Technip Presentation



February 2015



**Technip**  
*take it further.*



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**Annex**

# 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 27 vessels (6 of which under construction)
- 2014 revenue: €10.7 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 27 vessels (6 of which under construction)**
- **2014 Revenue (December 2014): €10.7 billion**
- **Backlog (December): €20.9 billion**

# Two 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
- Seven 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

## Onshore/Offshore



- 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
- Non-oil activities (principally in life sciences, metals & mining)
- 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

**The best solutions across the value chain**



# A Unique Worldwide Footprint

## A UNIQUE FLEET

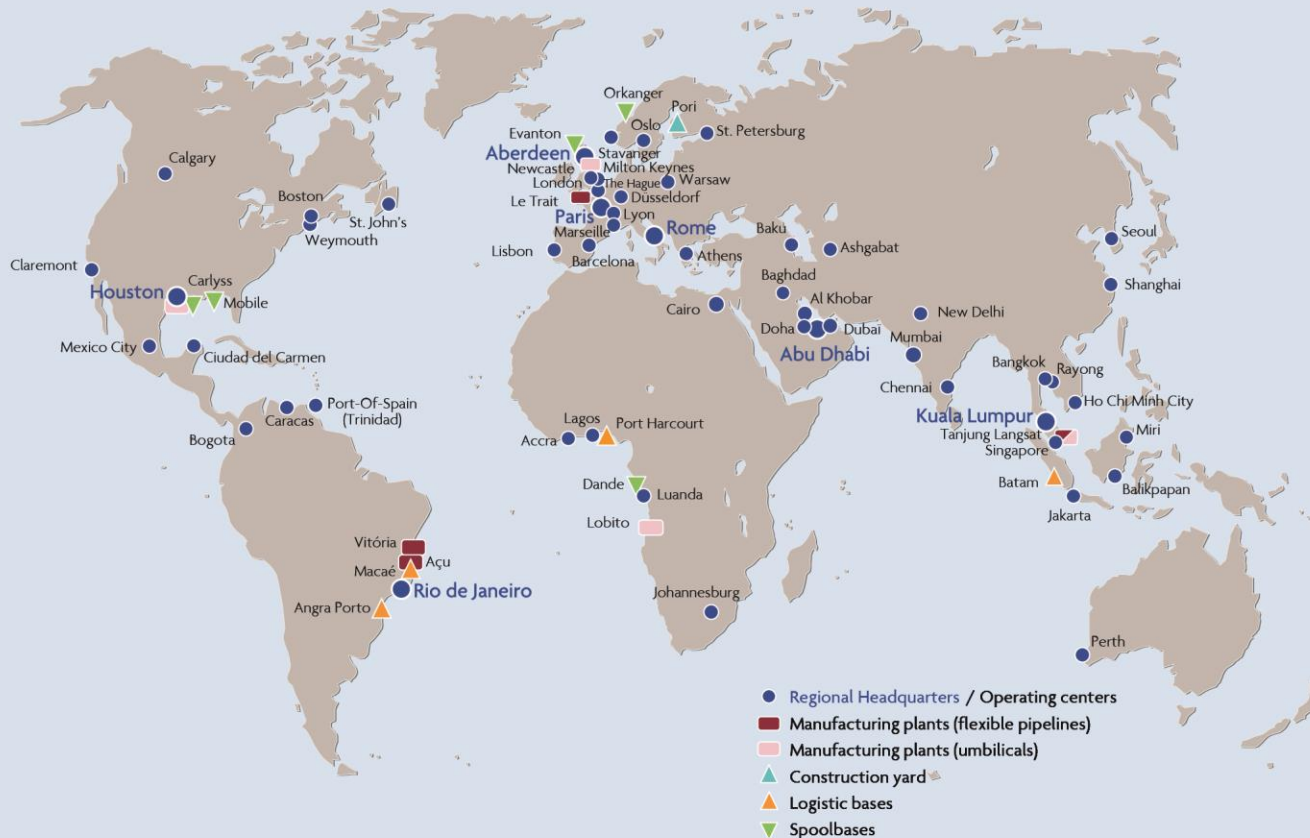
To undertake our offshore operations, we operate a specialized fleet comprised of **27\*** vessels (of which 6 are under construction) which is unique in the industry.

**3** RIGID REEL-LAY & J-LAY

**16** FLEXIBLE-LAY & CONSTRUCTION

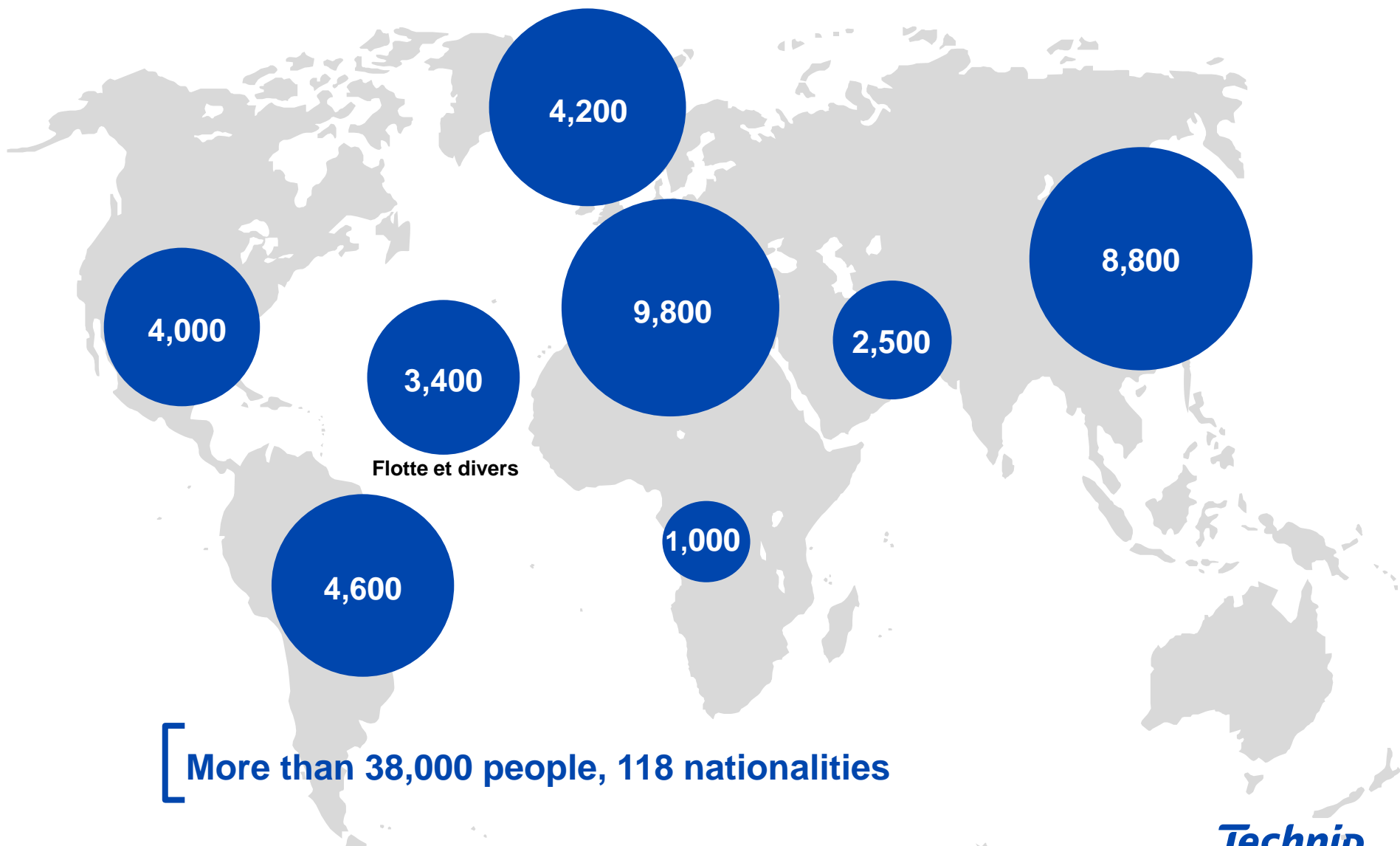
**2** RIGID S-LAY AND HEAVY LIFT

**6** DIVING & MULTI SUPPORT VESSELS



\* December 31, 2014

# Talented teams in 48 countries



**[ More than 38,000 people, 118 nationalities**



# A High Performing Fleet

## Flexible-Lay & Construction

16 units



Deep Pioneer



Normand Pioneer



Sunrise 2000



Deep Constructor



North Sea Giant



Skandi Africa\*



Skandi Niteroi



Skandi Vitoria



Coral do Atlantico & Estrela do Mar



Norh Sea Atlantic



Deep Orient



Skandi Olinda\* & Skandi Recife\*



Skandi Açú\* & Skandi Buzios\*

## Rigid S-Lay and Heavy Lift

2 units



G1200



G1201

## Rigid Reel-Lay & J-Lay

3 units



Deep Blue



Deep Energy



Apache II

## Diving & multi support

6 units



Skandi Achiever



Skandi Arctic



Orelia



O. Challenger



Wellservicer



Deep Explorer\*

\* 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



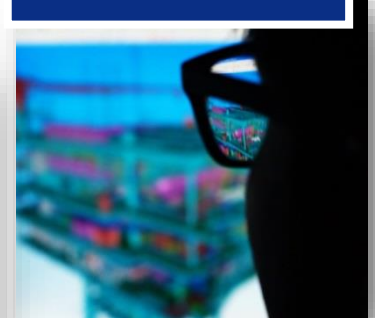
Trusting the team



Encouraging a fair return for all



Building the future



# Our Commitment to Sustainable Development

**Vision**

**Create long-term added value  
to foster profitable and sustainable growth**

**Mission**

**Embed Sustainable Development in everything we do  
building trust with our stakeholders**

**Sustainable  
Development  
Strategy**

**Encouraging local  
development**



**Building a  
sustainable future**



**Developing people**



**Protecting people and  
the environment**



**Commit, Act and Measure**



**Technip University**  
Knowledge & Talent for the Future





# 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*

# And passion for quality: QUARTZ

- **Vision**
  - Passion for Quality
- **Strategy**
  - Impact ALL to enhance our Quality Culture and reach even higher Operational Excellence
- **Focus Area**
  - Culture of Excellence and continuous improvement
- **QUARTZ Facets**
  - Quality Leadership
  - Operations Performance
  - Business Excellence
  - Quality Alerts
  - Knowledge Management
  - Suppliers and Subcontractors



PASSION FOR QUALITY

**Delivering value through excellence to our clients**



## 2. Market Positioning





# Our Strategic Framework to Deliver Sustainable & Profitable Growth

Well diversified, profitable backlog

Key differentiating assets

Technology

Execution capability

Vertical integration

National content

# 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



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

# Subsea: Worldwide Leading Integrated Player

## Services



Deep water installation  
& construction

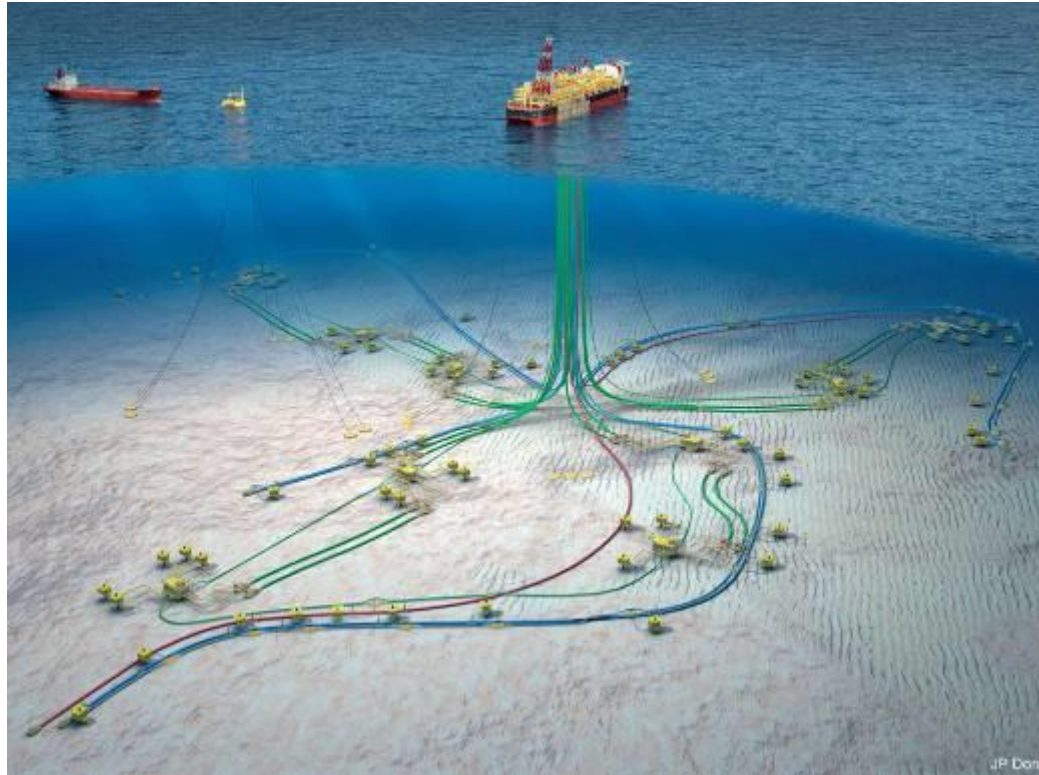


Flexible/rigid pipelaying  
(Reel, S-Lay & J-Lay)  
Heavy Lift Operations



Inspection,  
repair & maintenance

## Architecture



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

## Products



Flexible pipe  
(in house manufacturing)

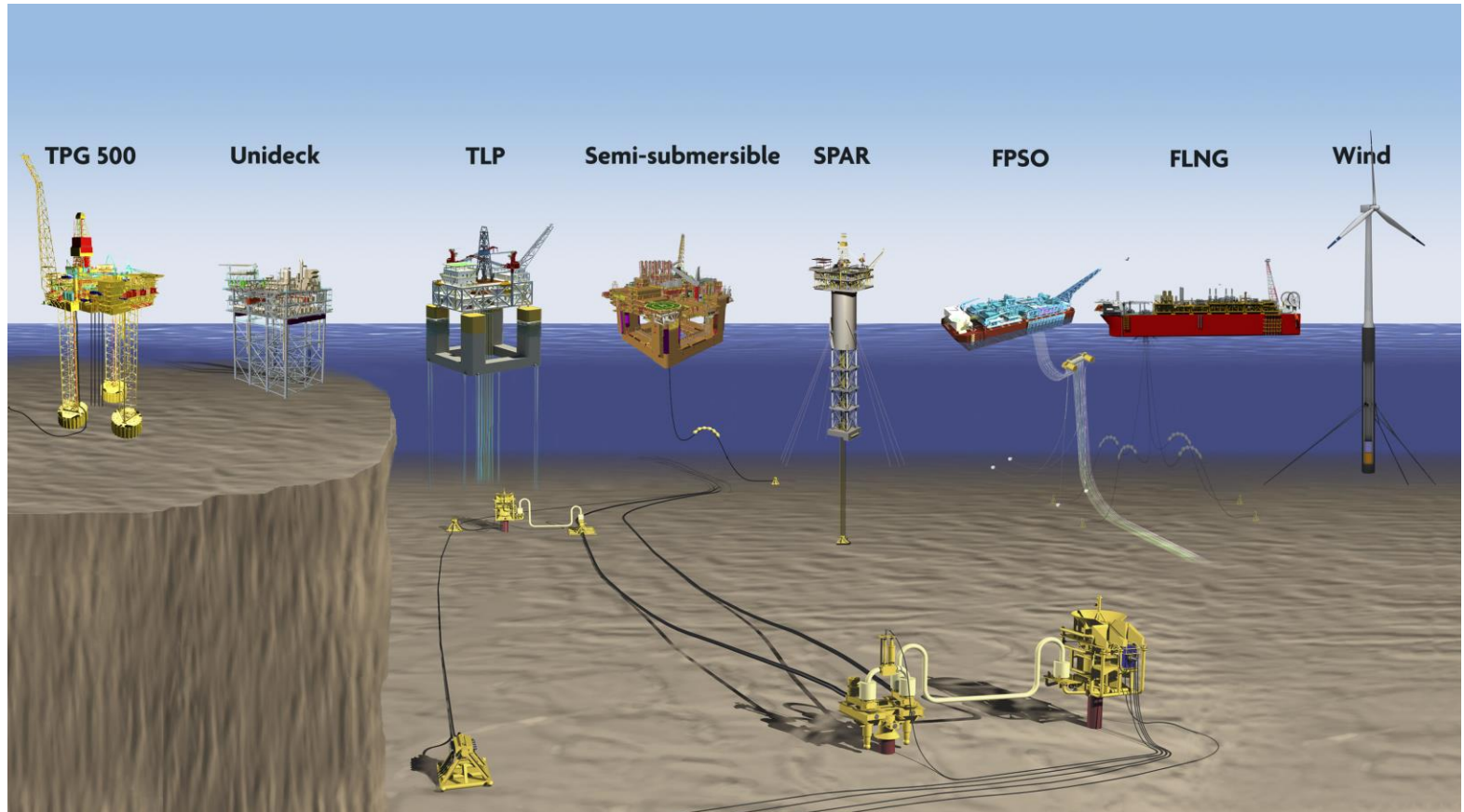


Rigid pipelines



Umbilicals  
(in-house manufacturing)

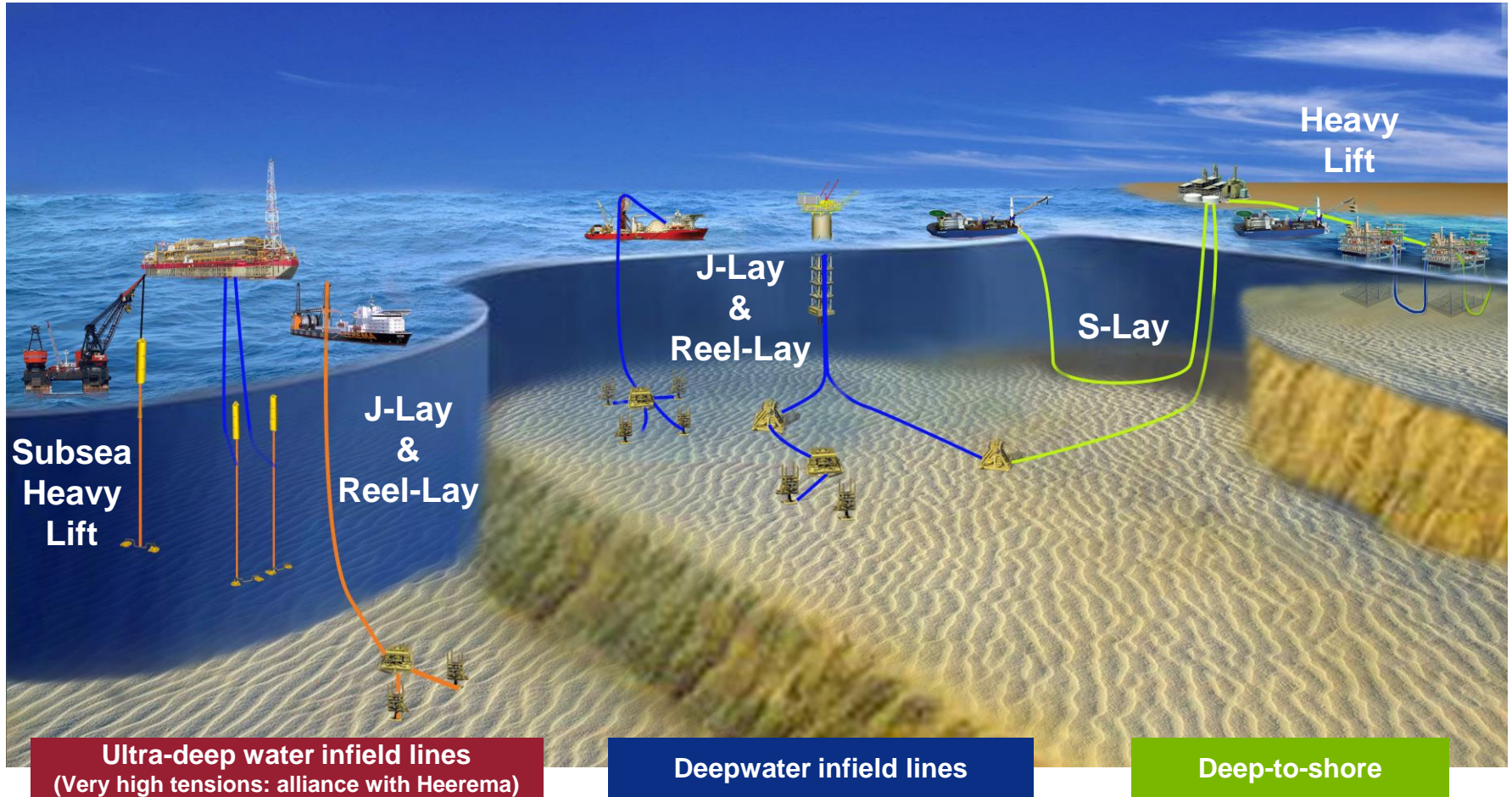
# Offshore: Expertise in High Added-value Technology



- 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

P  
R  
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T

Project Engineering & Procurement

Manufacturing

Flexible risers and flowlines

Rigid Pipeline Welding/Spooling

Umbilicals

Installation

Flexible-Lay

Rigid Reel-Lay

Heavy Lift for Subsea infrastructure

Umbilical-Lay

Rigid J-Lay

Associated construction

Rigid S-Lay

Offshore topside installation

Support, Diving & Logistics

R&D, Proprietary Software & Hardware



\*FEED: Front End Engineering Design

# Technip Onshore Activity

## ■ 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**



**Deep Water Offshore facilities**



**Liquefied Natural Gas (LNG)**



**Refining & Heavy Oils**



**Ethylene**

- Pazflor (Angola)
- IPB Papa Terra (Brazil)
- Islay ETH-PIP (North Sea)
- Agbami (Nigeria)
- Cascade & Chinook (Gulf of Mexico)
- 3,000m Delta House Project, Gulf of Mexico

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

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

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

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

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

# 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**



# Floating LNG Solutions



Cryogenic flexible pipe



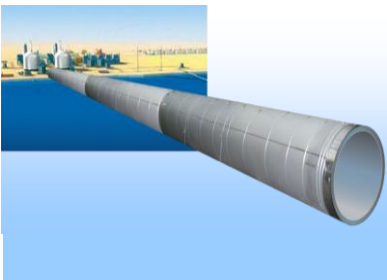
Processing system



Subsea services  
& product provider



FPSO



Cryogenic pipe-in-pipe



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

# 3. Project Management: the Technip Way





# Bidding Process

Ensure appropriate risk/reward achieved on each contract

Receipt of  
Invitation to Bid  
documents

**Bid preparation:**

- Cost estimate
- Project execution plan
- Contractual and financial review

Risk  
Assessment

Review  
with Technip  
management :  
Authorization to  
Tender (ATT)

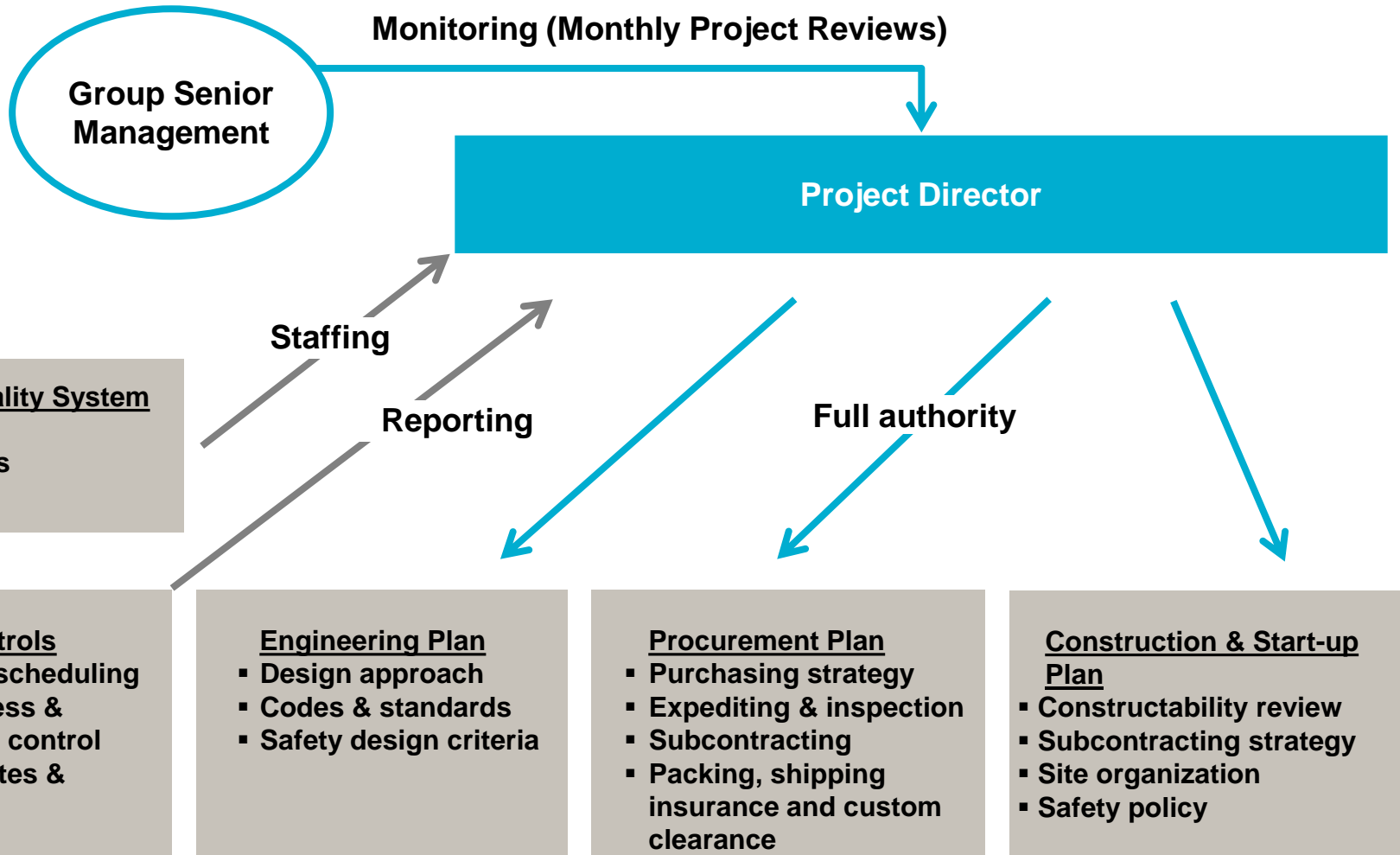
Bid  
submission

Bid review  
with client

Authorization  
to Commit (ATC)  
by Technip  
management

Contract  
award

# Control of Project Execution



Two principles are implemented concurrently:

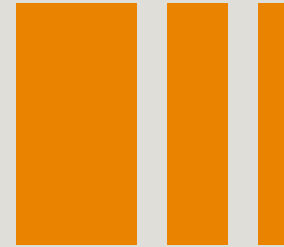
- **Project Director:** single point of accountability for each project
- **Senior Management:** hands-on policy, supported by central expertise

# A Unique Global Procurement Network



- Regional Procurement Office
- Local Procurement Office

## 4. Examples of Key Projects



# Pazflor Subsea Project, Angola

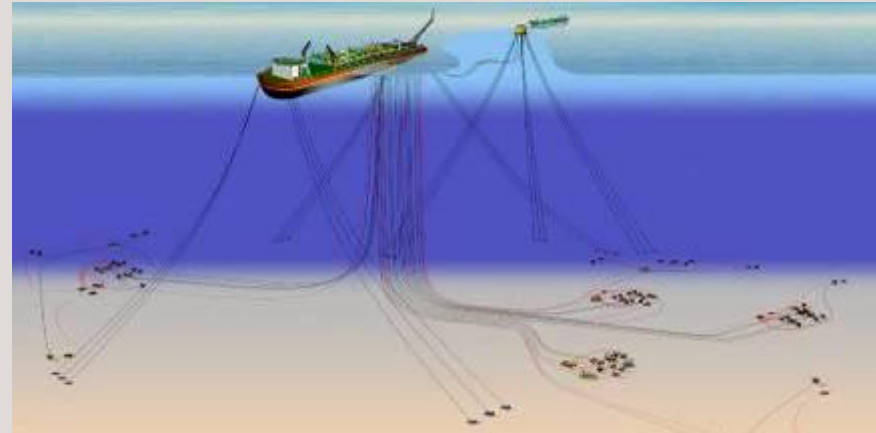
- Client: Total
- Water depth: 1,200 m
- EPC Project: risers, flowlines and umbilicals
- Value > \$1.7 billion
- Installation completed



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

# Agbami Field in Nigeria

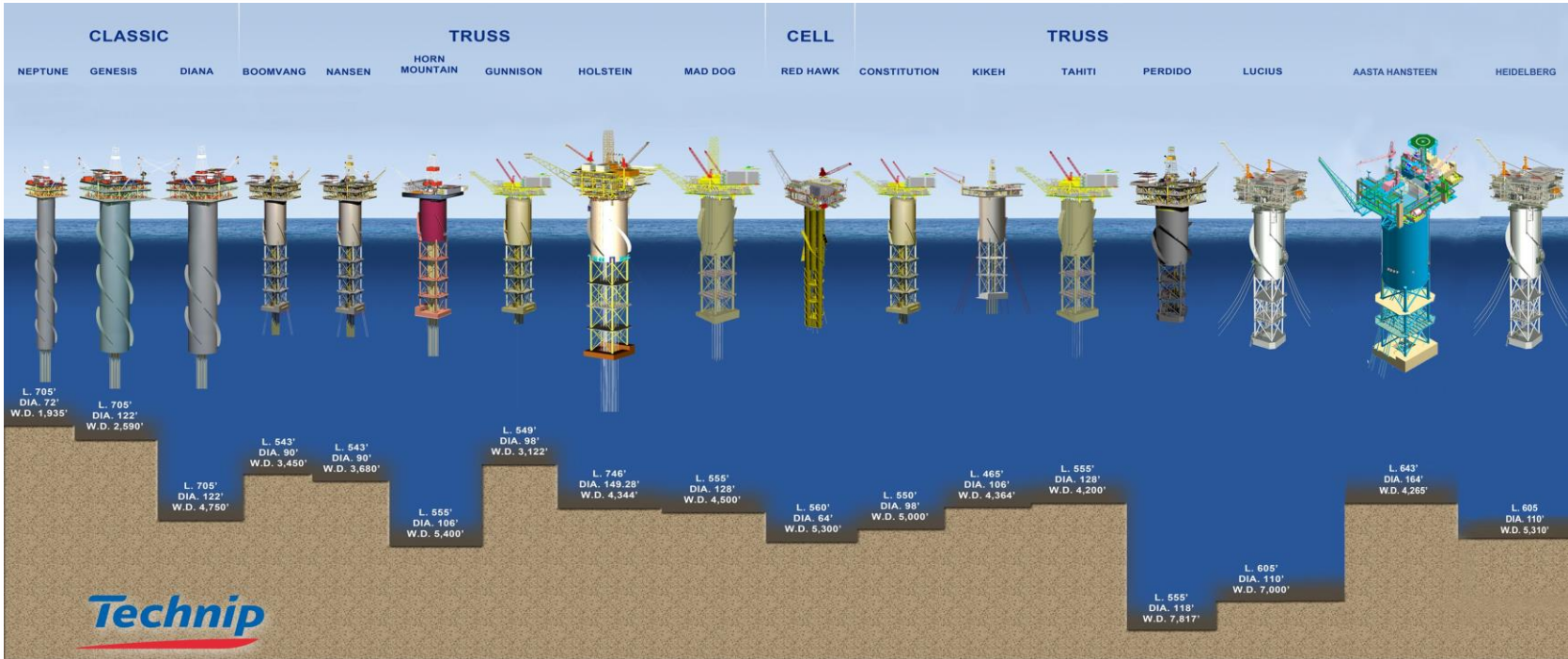
- Client: Chevron
- Water depth: 1,550 m
- Project scope: risers, flowlines and umbilicals
- Value: \$840 million
- Project completion: end of 2008



**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 15 out of the 18 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 14<sup>th</sup> 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<sup>3</sup> 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



**Akpo confirms Technip's capability and know-how in large-sized FPSOs**

\* 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**

# 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.*

# Renewable Activities at Technip

## ■ Main markets

- Biofuels (1<sup>st</sup> and 2<sup>nd</sup> 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
- Delivered in 2013



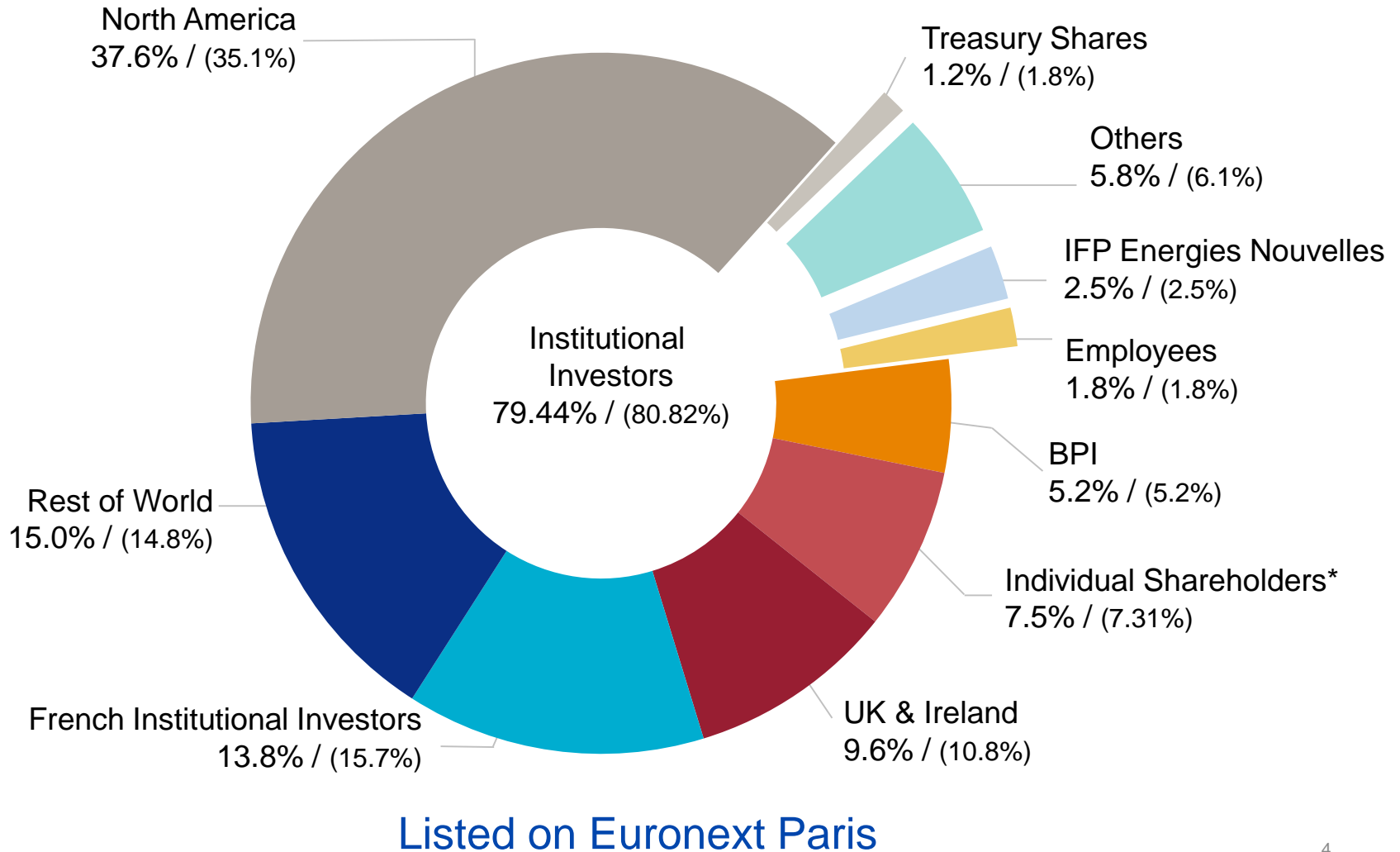
- Facilities: Nickel Plant 60,000 t/yr, Total investment USD 4.0 - 4.5 billion
- Technip Man-hours EPCM: 1.3 million



# Annex



# Shareholding Structure, November 2014 (May 2014)



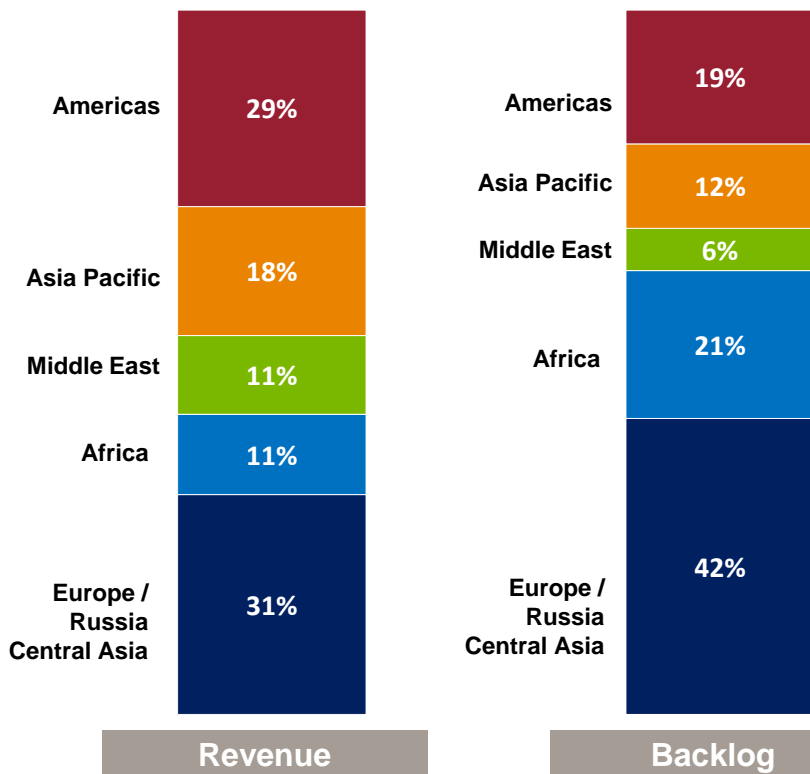
Source: Thomson Reuters, Shareholder Analysis, Nov 2014

\*Note: Some nominative shareholders were previously classified under unidentified and are now included in retail shareholders. November 2013 and May and November 2014 have been restated accordingly. The overall number of retail shareholders has remained constant.

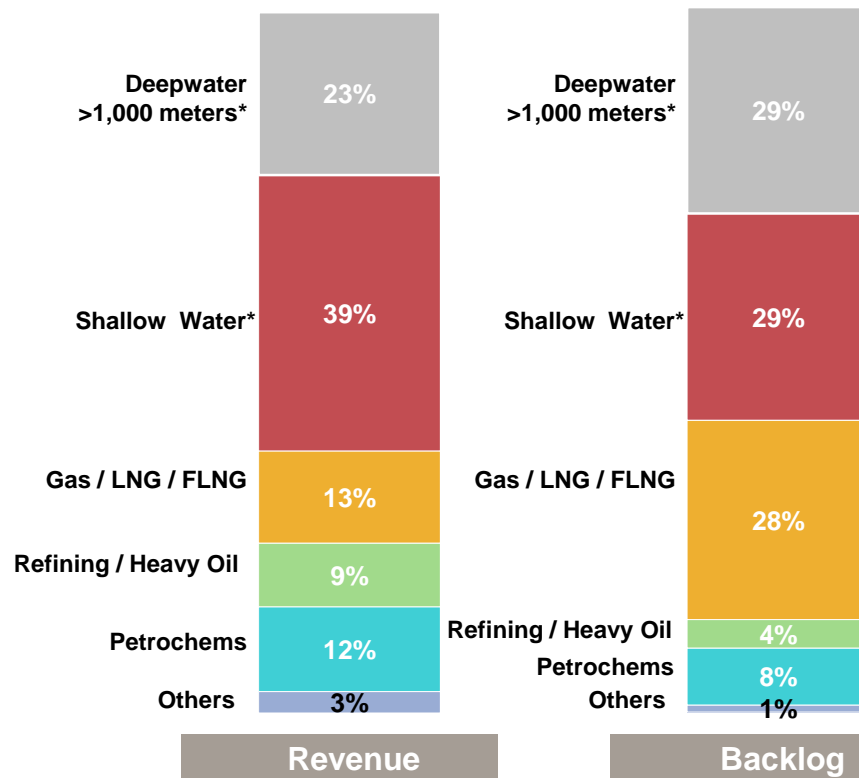
# Diversified Backlog Across Regions and Markets (€20.9 billion)

As of December 2014

## Diversified by Geography

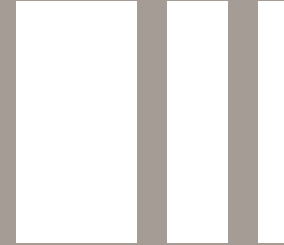


## Diversified By Market Split



\* Includes subsea & offshore

# Technip Presentation



February 2015

**Technip**  
*take it further.*