

How to support E&P investments in this current pricing environment



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San Donato Milanese – Febbraio 19, 2016

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take it further.

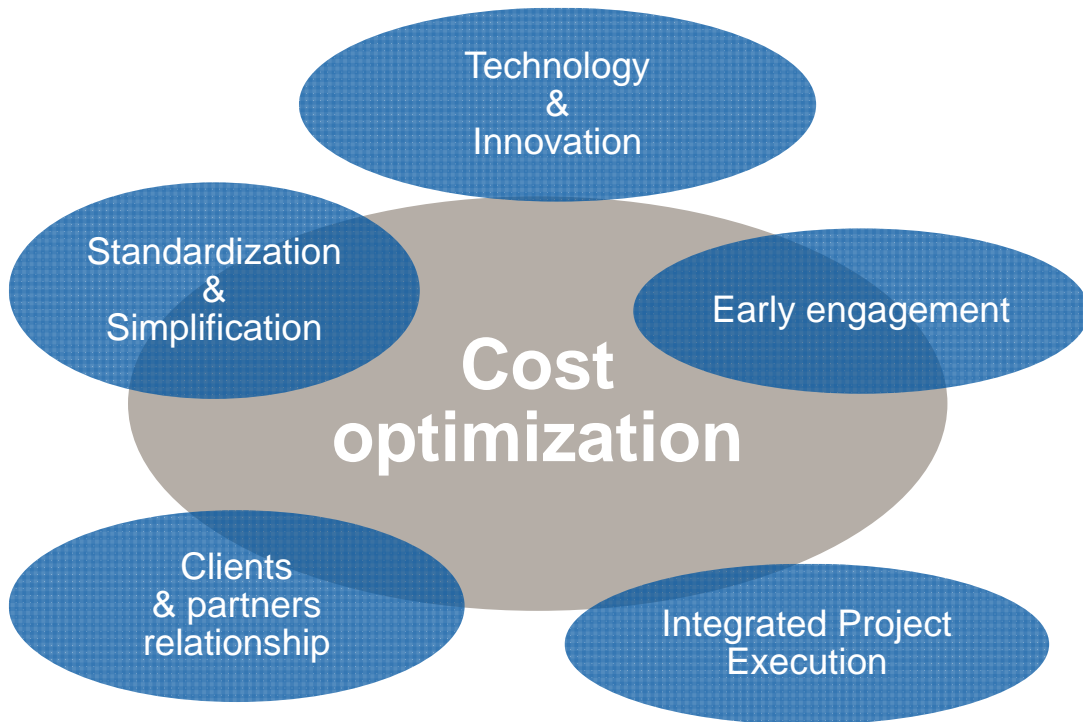
The expectation

- **Customer side:**
 - Reducing total investment cost
 - Reduce Opex
 - Project execution respecting quality, cost and time
- **Contractor side:**
 - Investment already sanctioned should proceed with no stop
 - Reduced time frame between bidding and award (sometime 2 years)
 - Early engagement and increased collaboration
 - Relaxation on Contractual Terms and Conditions and/or different approach
 - Cost structure optimization
- **Compromise** to maintain oil and gas chain actives to overcome the transformation period

Contractor: reduce and/or optimize at bottom Project Execution

Customer: ??

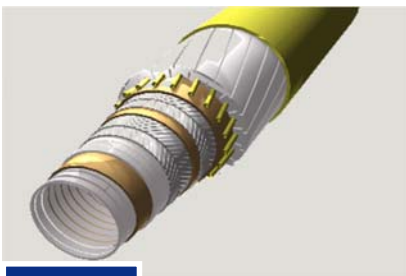
What we are doing



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Technology: Highlight



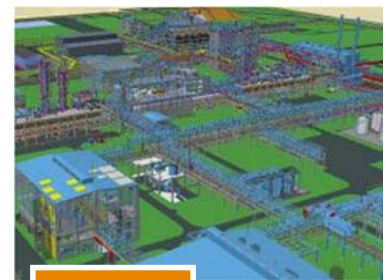
Subsea

- Subsea process system
- Umbilicals
- Flexible pipes
- Innovation & Technology Centre



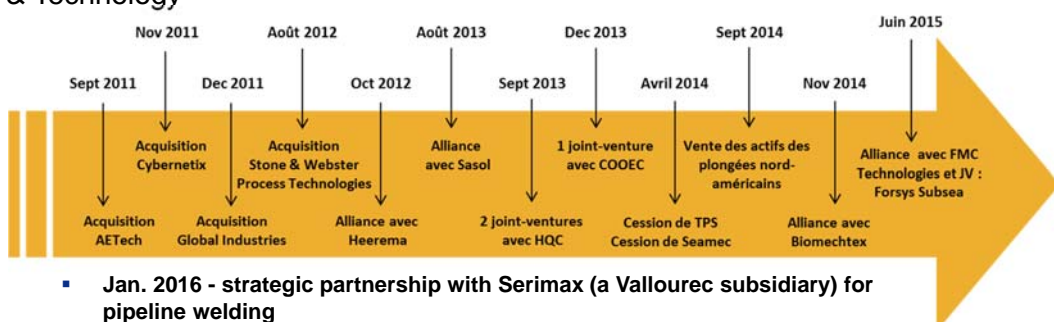
Offshore

- Floating LNG
- Float over
- Spar, Tension Leg Platforms
- Heave & Vortex suppression



Onshore

- Process Technology:



- Jan. 2016 - strategic partnership with Serimax (a Vallourec subsidiary) for pipeline welding

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Integrated Project Execution: main topics

- Optimized project execution model and respect of quality, costs and project schedule
- 3D Model centric engineering
- Vendors manufacturing cycle integrated in project 3D model
- Management of allowed workfront for prefabrication and erection activities
- Erection and installation available workfront at site

Technip: a Long Term Partner

▪ Air Products

20-year milestone of the longest and most productive global hydrogen alliance supporting the oil and gas industry



▪ Heerema

Alliance through combination of unique assets and engineering resources to help clients best address the fast growing subsea ultra-deepwater market

▪ COOEC

Combines the know-how, technical resources, complementary assets, commercial and financial capabilities of both companies to target deepwater EPCI SURF projects in China



▪ HQC

Two joint ventures to improve access to the European and Chinese procurement markets

▪ MMHE

Long-term strategic collaboration to work jointly on onshore and offshore projects, designing and building offshore platforms, exchanging expertise and developing technology



▪ Haldor Topsoe

Design for a gas to gasoline floating unit

▪ FMC Technologies

Agreement to form an exclusive alliance and to launch Forsys Subsea, a 50/50 joint venture that will unite the skills and capabilities of two subsea industry leaders.

▪ Sasol

Front-end engineering services for future Sasol GTL projects

▪ Shell

Agreement to enhance collaboration on the design, engineering, procurement, construction and installation of future FLNG facilities

A Unique One Procurement Network



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Construction

- In-depth knowledge of the local construction markets
- A Construction Development division aiming at:
 - increasing Technip's supervisory resources
 - developing construction methodologies and processes
 - fostering long-term construction partnerships providing an additional edge to Technip in construction



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Thank you



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