

CA CHEUVREUX EUROPEAN OIL SERVICES CONFERENCE December 9, 2004



Daniel VALOT

Chairman & Chief Executive Officer

Technip

I. MARKETS

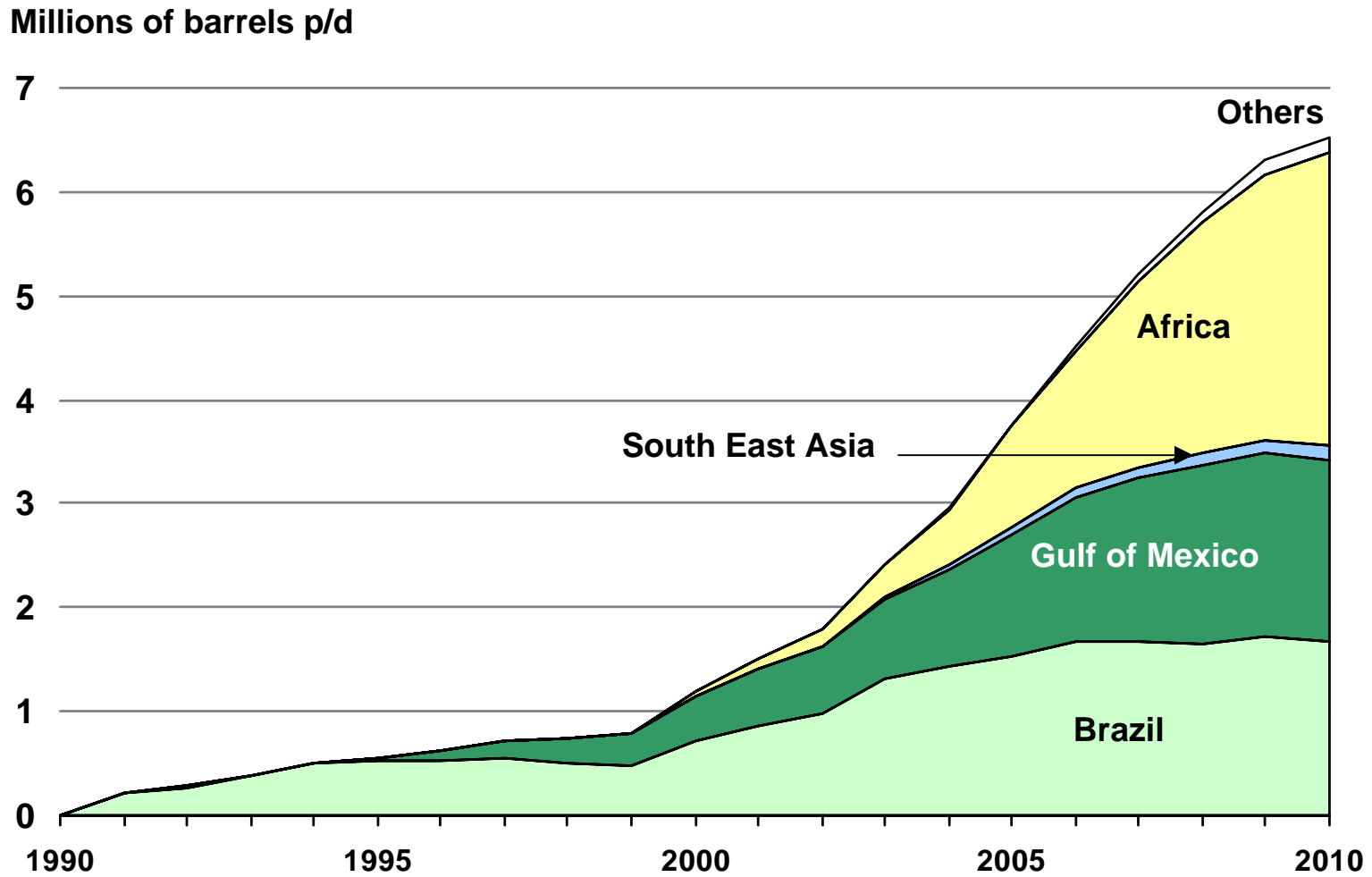
II. VISION

I. MARKETS

A) OFFSHORE

1. DEEP WATER
 - OIL PRODUCTION
 - MAIN OPERATORS
 - CAPEX
2. TECHNIP POSITIONING
3. PROSPECT DATA BANK

DEEP WATER: OIL PRODUCTION



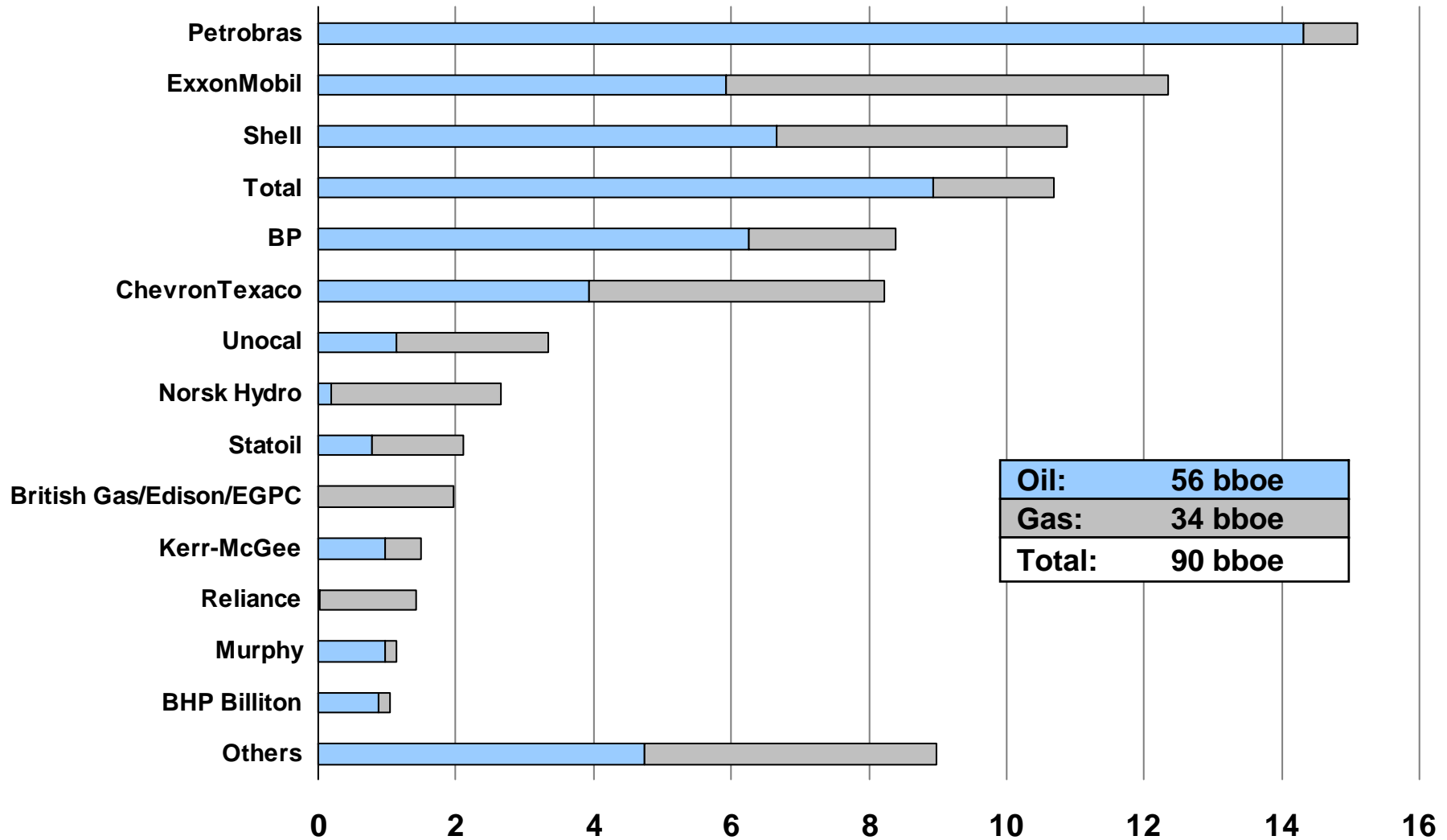
Going from 3.0 mb/d in 2004 to 6.5 mb/d in 2010



Source: IFP

DEEP WATER: MAIN OPERATORS

Reserves in Billions of Barrels of Oil Equivalent (bboe)



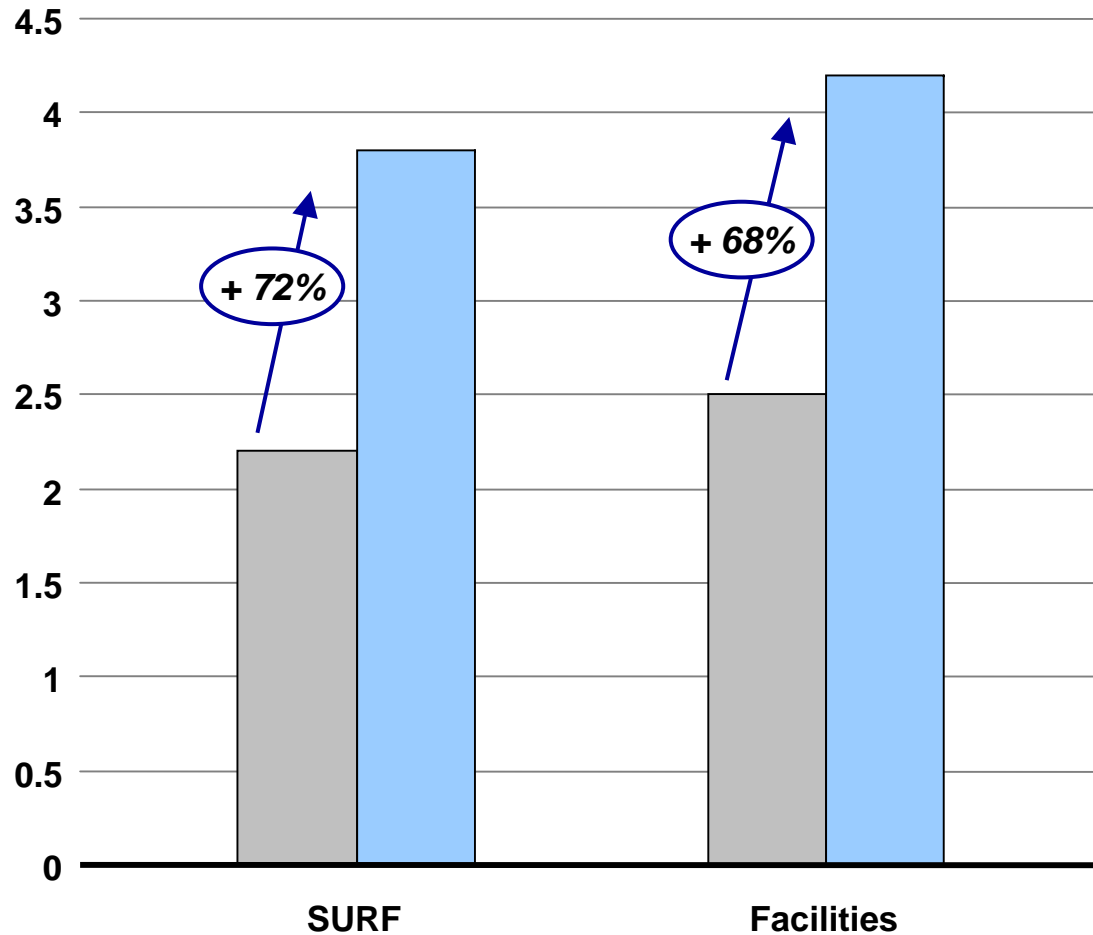
Source: Infield

DEEP WATER: CAPEX

(Excluding Exploration, Drilling and Subsea Hardware)

\$ in billions

Average Yearly Deep Water Capex



● \$40 bn deep water capital expenditures forecast over the 2004 - 2008 period:

➔ \$19 bn on SURF
(subsea, umbilicals, risers and flowlines)

➔ \$21 bn on facilities
(FPSOs, TLPs, SPARs, semi-submersibles)

■ Average 2000 - 2003

■ Average 2004 - 2008

OFFSHORE: TECHNIP POSITIONING

Technip is present on:

- SURF (Subsea, Umbilicals, Risers and Flowlines)
- Floating facilities (FPSO, semi-submersibles, SPAR...)

- **Market Leader in SURF**
 - 52% share in 2003
 - 35% share over the 2000-2003 period

- **10% share on the floating facilities market**
 - **Dry tree concepts:**
 - 10 SPAR platforms delivered
 - 1 currently under fabrication

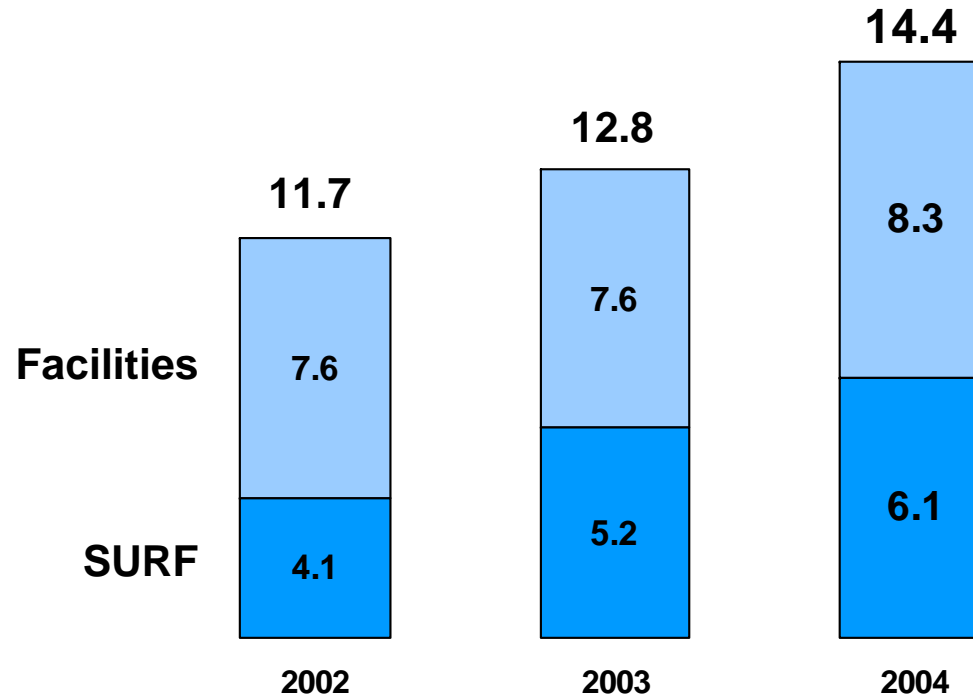
- **FPSO: Girassol (sub contract), Dalia in Africa**
- **Semi-submersibles: P51 and P52 in Brazil**



OFFSHORE PROSPECT DATA BANK

€in billions

Expected Industry Awards in Next 12 Months (at September 30, 2004)



Technip targeting FPSOs and associated SURF packages in West Africa as well as projects in Brazil, GoM, SE Asia and the Mid East



Source: Technip Tender Bank

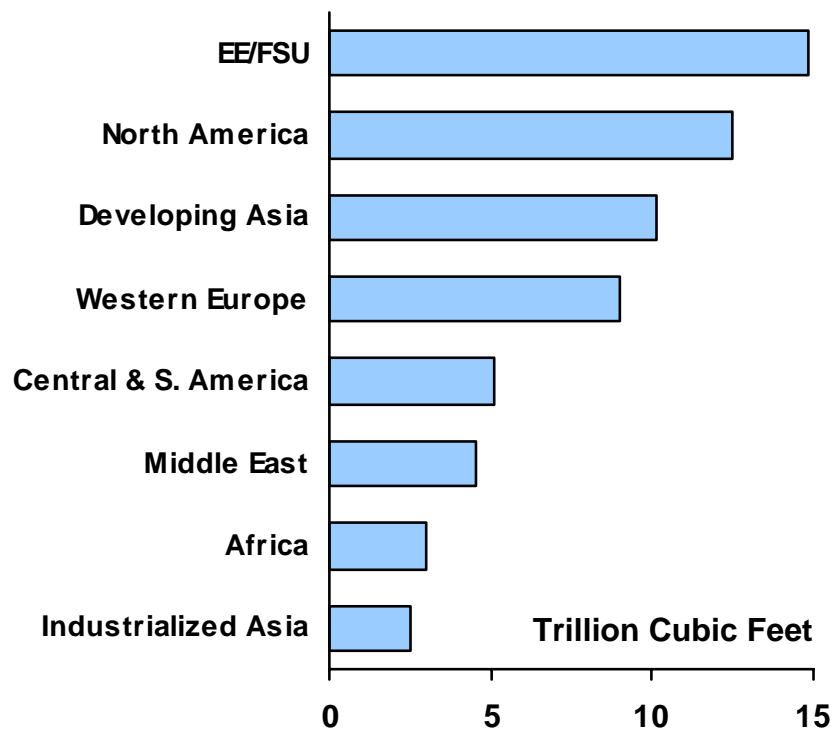
I. MARKETS

B) ONSHORE

1. NATURAL GAS:
 - GROWING DEMAND
 - MARKET GROWTH FACTORS
2. LNG:
 - MARKET TRENDS
 - EXISTING & POTENTIAL INSTALLATIONS
3. GTL: FUTURE PROJECTS
4. PETROCHEMICALS: ETHYLENE CAPACITY GROWTH
5. PROSPECT DATA BANK

NATURAL GAS GROWING DEMAND

Increase in Natural Gas Consumption
by Region 2001 - 2025

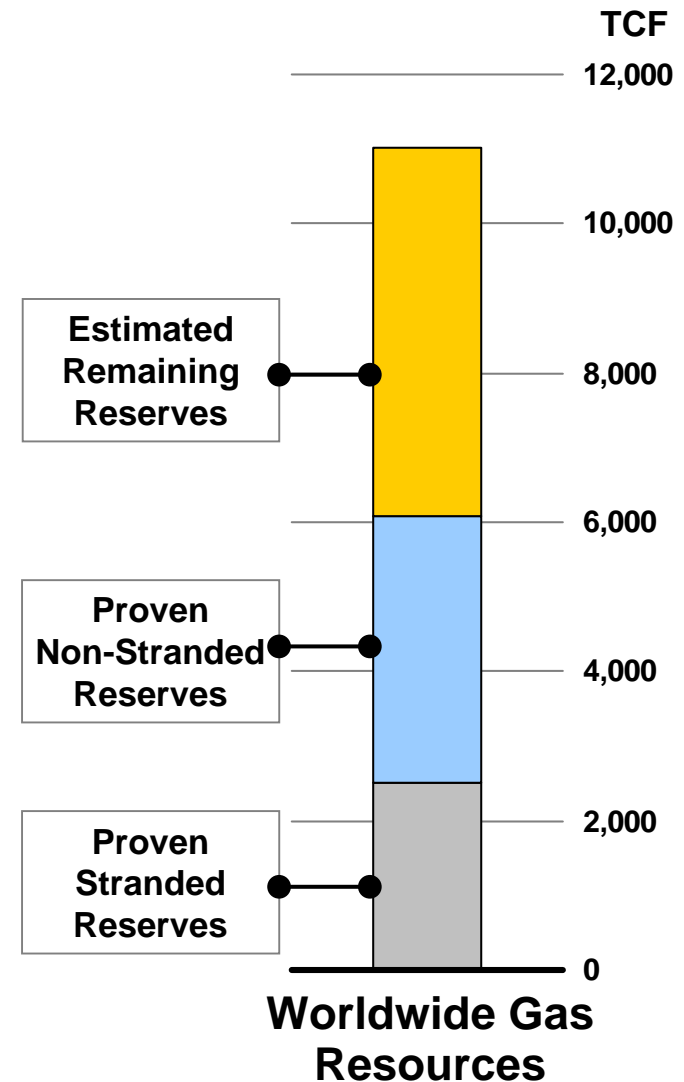


- **North America**
→ Market tightly integrated at present but future extra-regional imports are foreseen
- **Asia**
→ China and India together account for 57% of the expected regional increment in natural gas use.
- **Western Europe**
→ Increasing consumption and dependence on imports over the period, mainly as LNG.

- Consumption in 2025 is projected to be 70% higher than in 2001 (90 TCF)
- Natural gas share in energy supply is projected to increase to 25% in 2025

NATURAL GAS: MARKET GROWTH FACTORS

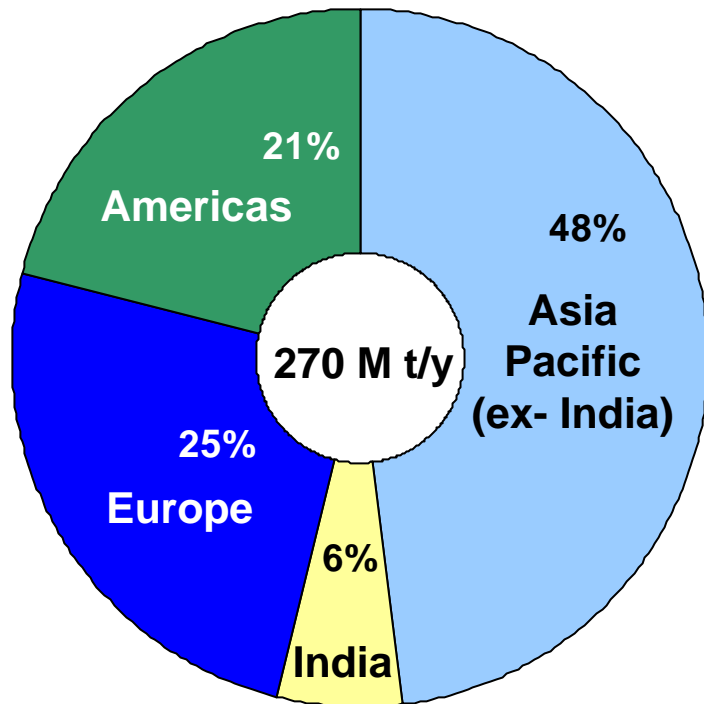
- **Booming LNG Market:**
 - ➔ Growing dependence on gas imports in OECD countries, esp. USA and UK
- **Emerging GTL Market:**
 - ➔ Ability to monetize “stranded gas”
 - ➔ Non-flaring policy for associated gas (current worldwide gas flaring = 10 bcf/d)
- **Rising natural gas consumption in developing countries, eg. China and India**
- **Natural gas is more environmentally friendly than other fossil fuels**
- **Growing importance of gas in production of synthetic fuels and petrochemicals**



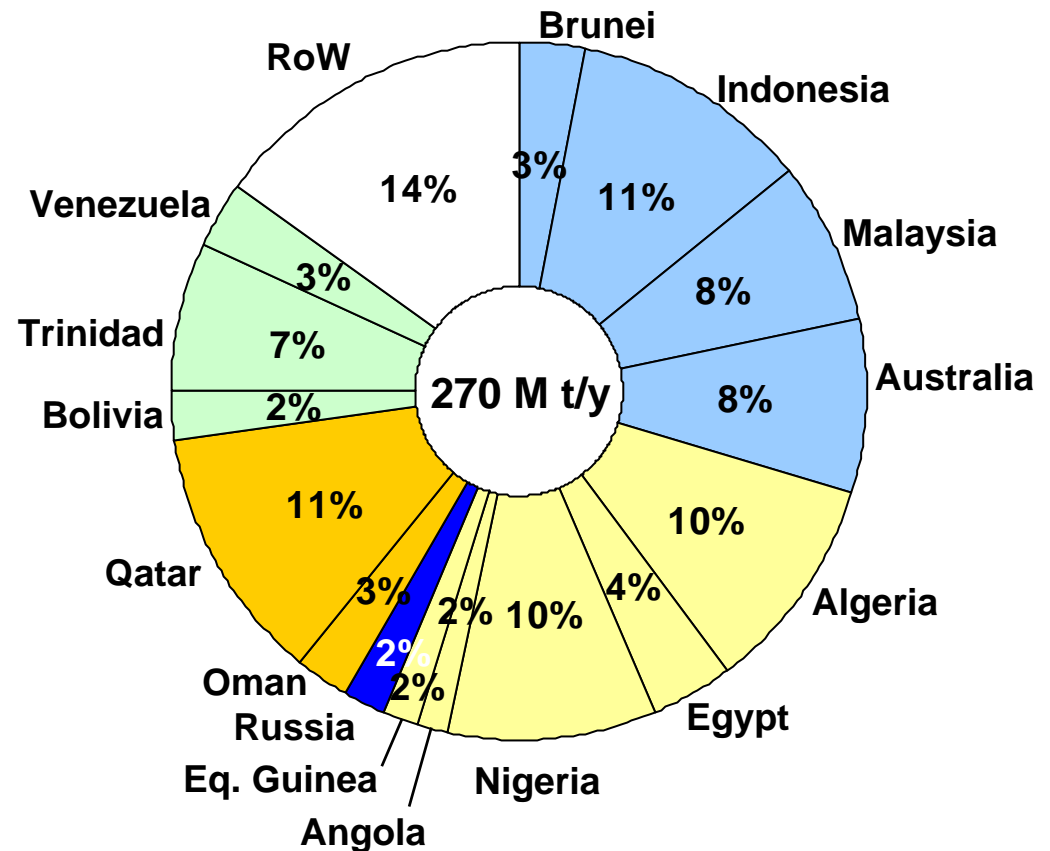
LNG: MARKET TRENDS

- Current worldwide LNG demand/supply at around 125 Mt/y
- LNG demand increase over the period 2000-2030 is projected to be *fivefold*

LNG Demand - 2012

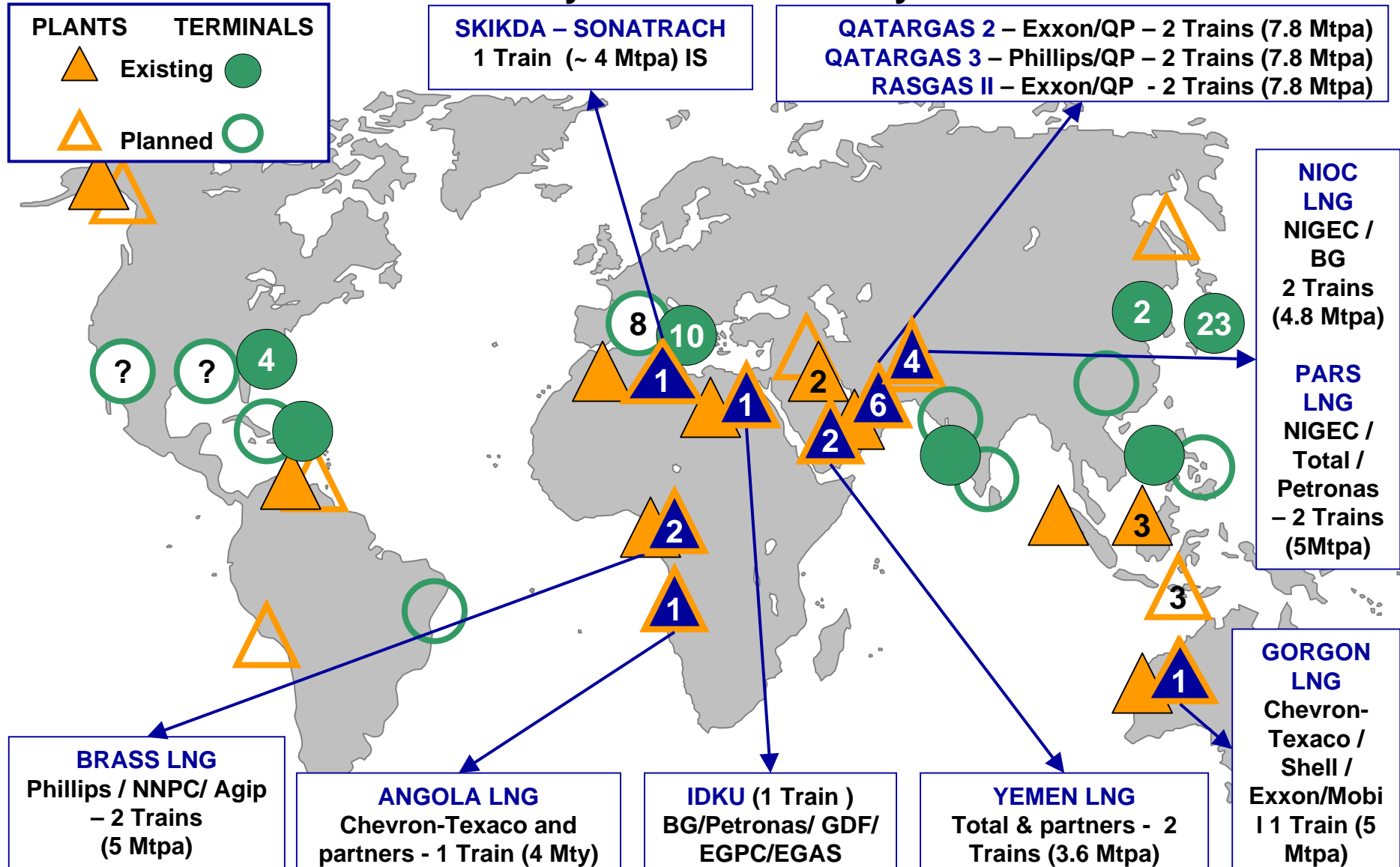


LNG Potential Supply - 2012

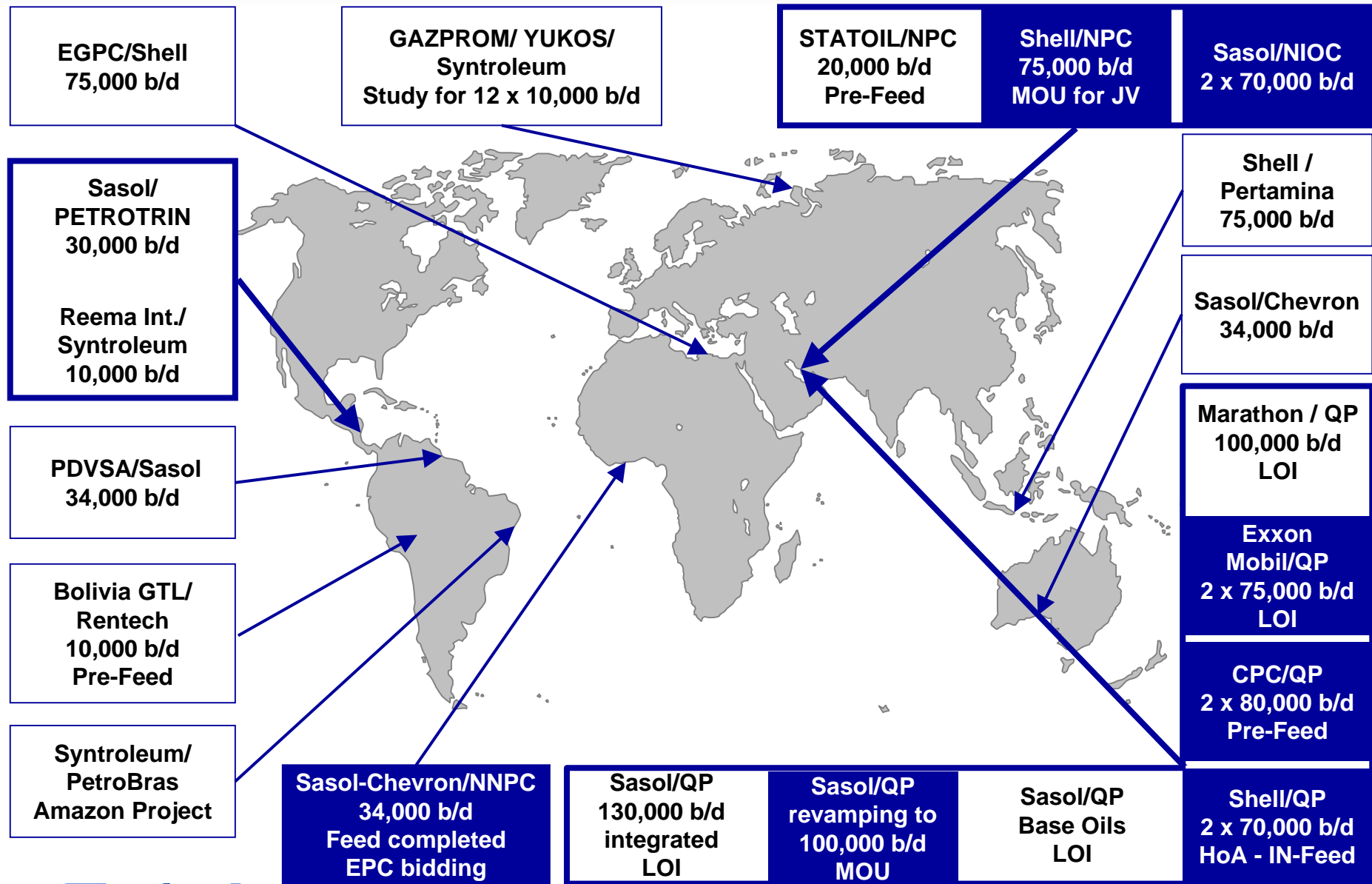


LNG: EXISTING AND POTENTIAL INSTALLATIONS (2004 – 2012)

from 125 mt/y in 2004 to 270 mt/y in 2012



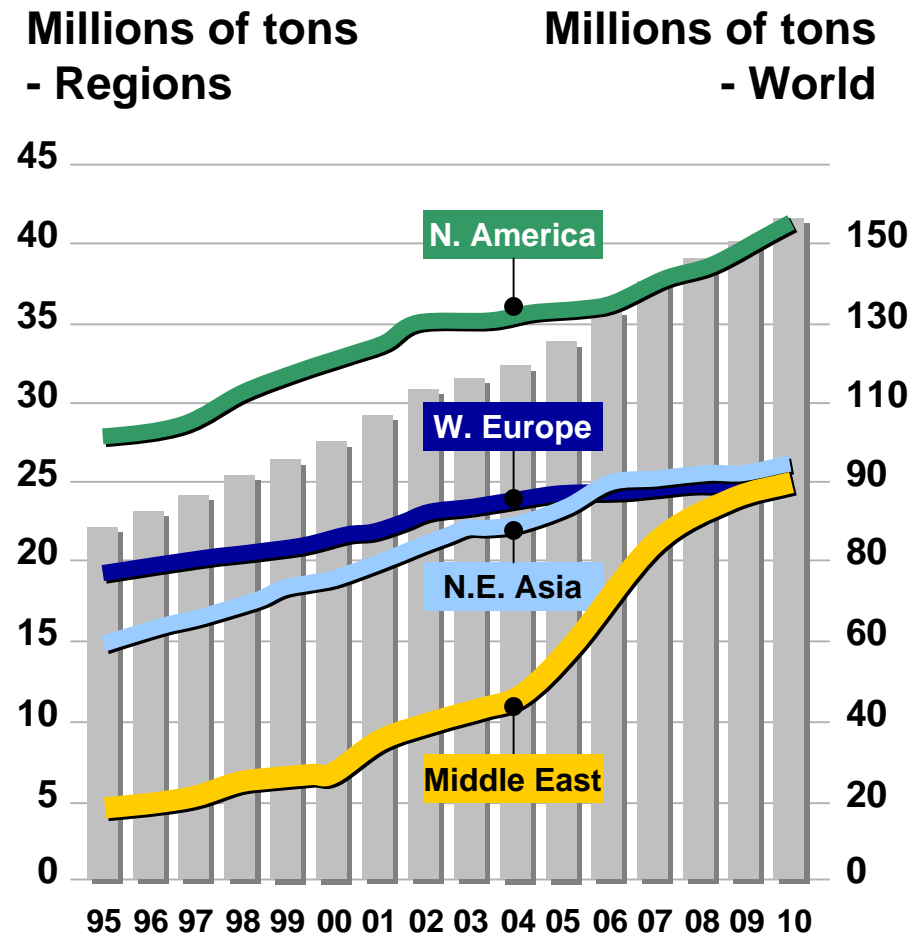
GTL: FUTURE PROJECTS



BASIC PETROCHEMICALS: ETHYLENE CAPACITY GROWTH

NEW PLAYERS

- Middle East producers have efficient, modern production facilities to meet an exploding Far East demand
- New world-class players who invest alone or associated with Western petrochemical companies:
 - ➔ NPC (Iran)
 - ➔ Sabic (KSA)
 - ➔ Sinopec (China)
 - ➔ Sasol (S.A.)
 - ➔ NPC (Thailand)
 - ➔ Q-Chem (Qatar)

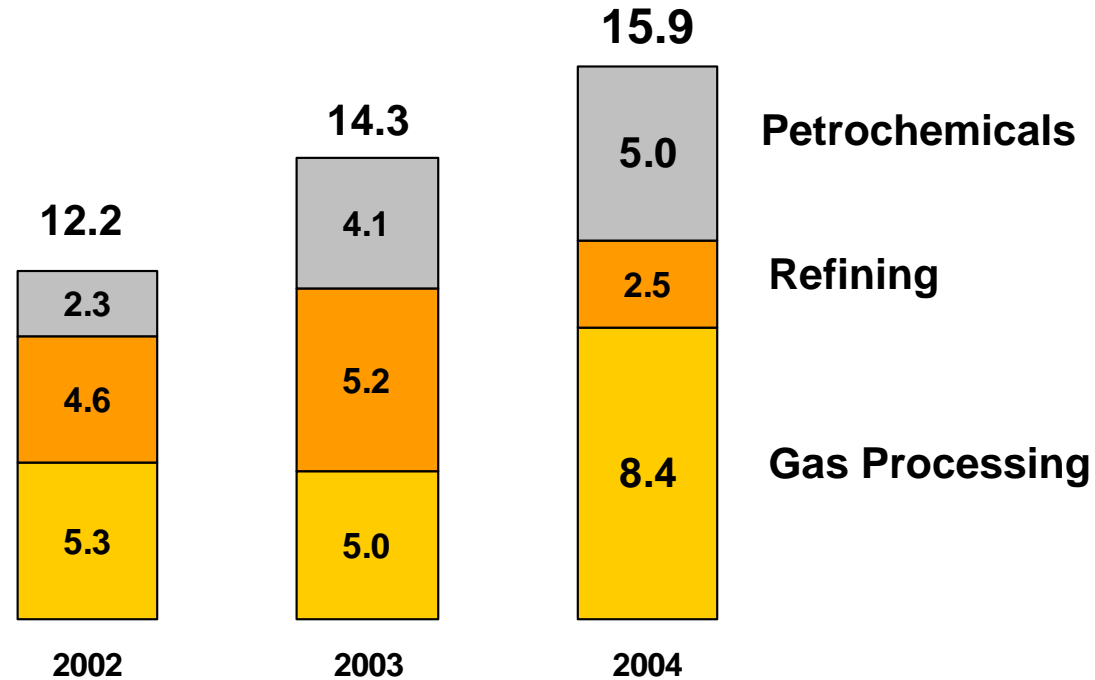


(Source: OGJ/CMAI)

ONSHORE PROSPECT DATA BANK

€in billions

Expected Industry Awards in Next 12 Months (at September 30, 2004)



Technip targeting unprecedented, large value contracts, primarily in the Mid East, but also in the Americas and West Africa



Source: Technip Tender Bank

I. MARKETS

C) INDUSTRIES

1. MAIN MARKET TRENDS
2. TECHNIP POSITIONING
3. PROSPECT DATA BANK

INDUSTRIES: MAIN MARKET TRENDS

● INFRASTRUCTURES/BUILDINGS:

- Big push expected in Europe, mainly through “public-private partnerships” (PPP’s)
- Trans-European network: €600 Bn (2004-2020)

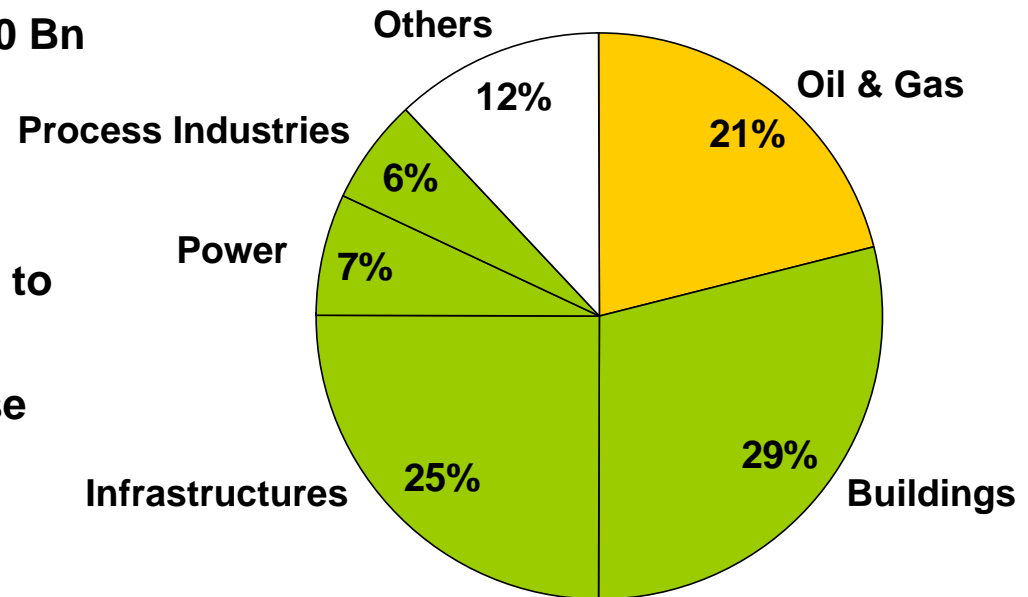
● METAL & MINING:

Upsurge in development projects to cope with the sharp increase in demand, mainly driven by Chinese growth

● POWER PLANTS:

New opportunities emerging for independent E&C firms following the deregulation / de-monopolization process in Europe

GLOBAL MARKET (\$372 Bn)



Source: ENR (The top 225 contractors)

INDUSTRIES: TECHNIP POSITIONING

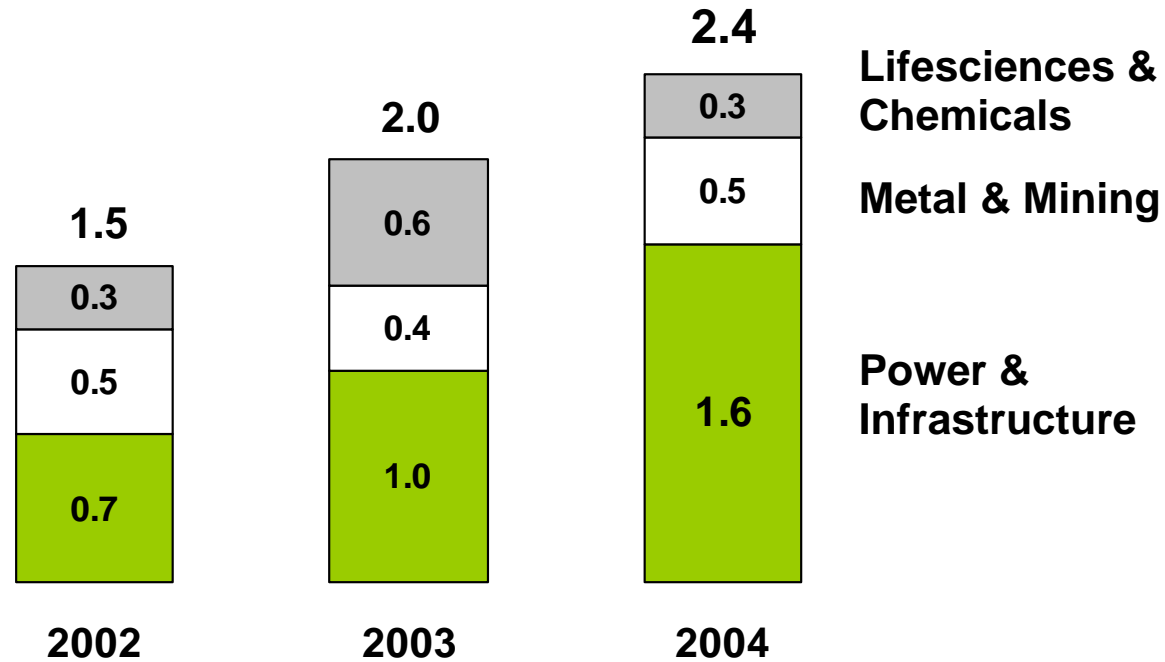
- **A major restructuring process (completed):**
 - **Numerous divestitures made in past 5 years**
(combined revenue ~ €245 M, workforce 1,000)
 - **Environment: discontinued**
 - **Cement: right-sized (Lyon)**
 - **Power: focused on main European market (Italy)**

- **A re-deployment process is underway:**
 - **Lifesciences: start-up launched in New Jersey in 2003**
 - **Manufacturing: emphasis on Metal & Mining**
 - **Chemicals: refocused on selected niches**

INDUSTRIES PROSPECT DATA BANK

€in billions

Expected Industry Awards in Next 12 Months as at September 30th



Technip targeting power generation in Italy, pharmaceuticals in the US and Europe, and metal & mining in Asia / Pacific



Source: Technip Tender Bank

VISION

1. TECHNIP OVER THE LAST FIVE YEARS
2. TECHNIP OVER THE NEXT FIVE YEARS
3. COMPETITIVE LANDSCAPE
4. THREATS AND CHALLENGES
5. OUR VISION OF TECHNIP IN 2008

TECHNIP OVER THE LAST 5 YEARS

€ in Millions	1998	2003	Change
Backlog	2,790	7,180	x 2.6
Revenues	1,846	4,711	x 2.5
Equity	502	1,938	x 3.9
Net Cash (Debt)	793	(237)	NA
<i>Workforce</i>	6,400	19,000	x 3.0

A high-speed growth fuelled by organic expansion plus 3 major acquisitions (KTI-MDEU, Aker DW, Coflexip)



TECHNIP OVER THE NEXT 5 YEARS

	Main Market Trends	Technip's Positioning
Offshore	<ul style="list-style-type: none"> ● Strong (and bumpy) growth ● Technological risks ● Toward a capacity squeeze? 	<ul style="list-style-type: none"> ● SURF: leadership ● Facilities: high growth potential ● Add capacity in due time (deep water pipe lay)
Long Haul Gas	<ul style="list-style-type: none"> ● LNG getting global ● GTL poised for high speed growth 	<ul style="list-style-type: none"> ● Become a first-tier player ● Capitalize on the ORYX reference
Refining / Petrochem.	<ul style="list-style-type: none"> ● Growth focused on non-OECD countries ● Heavy oil upgrading ● Cleaner fuels 	<ul style="list-style-type: none"> ● Major player in Mid East & Far East ● Orinoco belt experience ● Hydrogen/Sulphur: leadership
Industries / Power / Infrastructures	<ul style="list-style-type: none"> ● A booming market should emerge in Europe (deregulation, PPP's) 	<ul style="list-style-type: none"> ● Build on our local successes in Paris and Rome, and grow through acquisitions



COMPETITIVE LANDSCAPE OVER THE NEXT 5 YEARS

Offshore Construction

Capital-intensity (SURF), growing size of projects and rapid business growth should alleviate competitive pressure

Onshore-Downstream

Profitable growth expected in various areas (LNG, GTL, mega crackers, etc.) where entry barriers are created by large size and technological content of projects

Industries/Infrastructure

Highly fragmented markets for which a consolidation strategy can be a winner. Opportunities emerging in infrastructures with European PPP's

THREATS AND CHALLENGES

**Cyclical nature of the oil
& gas business**



Expand our third pillar (industries, infrastructures) to 10 - 15% of our business mix

**Terms and conditions
on LSTK contracts**



Grow the share of service contracts on cost + fee basis (industries, FEED studies, PMC)

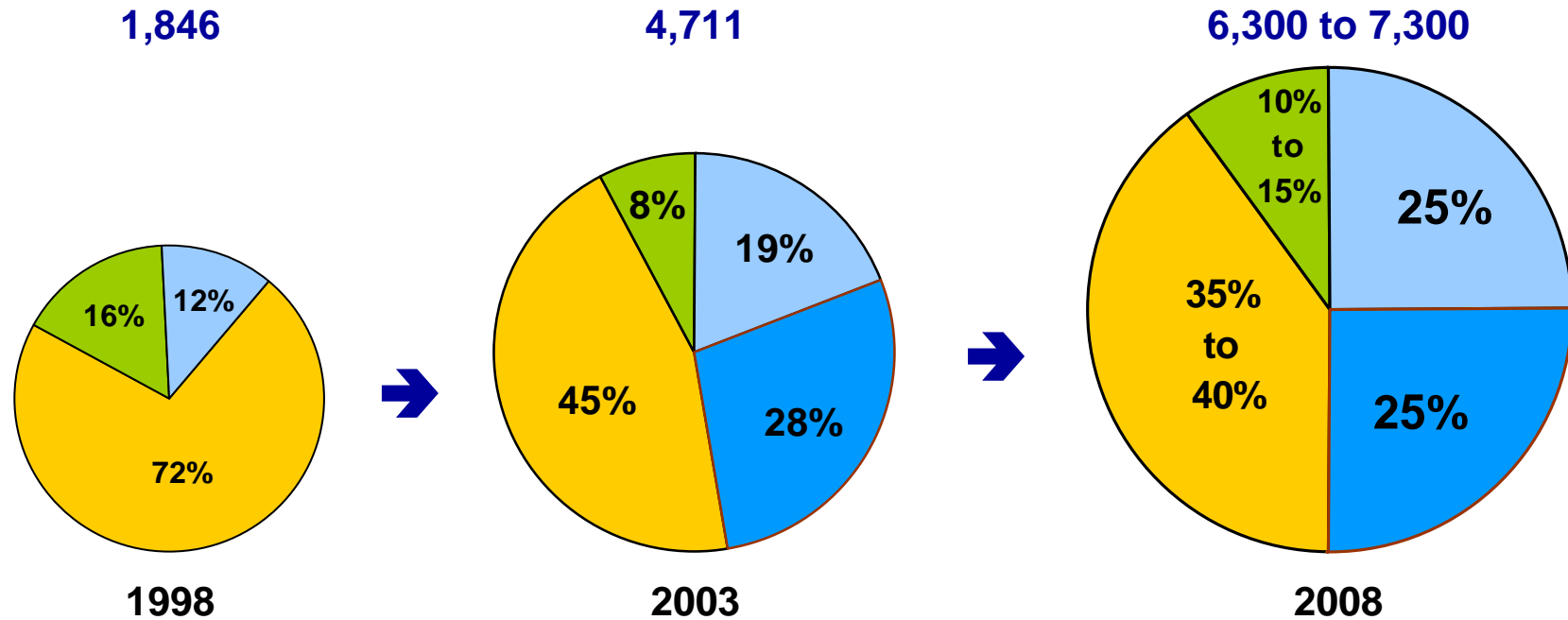
**Emerging competition from
low cost countries**



Focus on the high range of the business (technological niches, mega projects) and enhance our own low cost engineering and manufacturing centers

OUR VISION OF TECHNIP IN 2008: REVENUES

€ in Millions



■ Offshore Facilities
 ■ Offshore SURF
 ■ Onshore-Downstream
 ■ Industries

Top line growth: +5% to +9% CAGR
Mainly driven by Offshore and Industries projects
Onshore-Downstream focused on the most profitable projects



WHY WE BELIEVE WE CAN GROW FASTER THAN THE OVERALL MARKET

Due to our:

- Track record over the past twenty years
- Presence in fast growing regions (Middle East, Far East and China, Gulf of Mexico, Brazil, West Africa)
- Proven ability to manage large and complex LSTK projects
- Capacity to attract and retain high potential people
- Sound financial position

**Geography and topography of future projects
(non-OECD, big size, lump sum, local content) matches
with Technip's geography, experience and capabilities**



WHY WE WANT TO GROW OUR INDUSTRIES SEGMENT

- Revenue swap with low-end onshore oil & gas segment which may become “commoditized”
- Normalized margins of 5 to 6% (up to some 12% + in some niches)
- Lower risk profile as more cost + fee contracts
- Less cyclical activities than oil & gas
- Access to a new world of customers
- Ability to leverage our worldwide network of centers

WHAT IS NEEDED TO REACH OUR 2008 VISION OF TECHNIP

- **Capitalize on our capabilities (estimation, cost control, project management) and our technological edge**
- **Expand our deep water construction fleet if / when appropriate**
- **Perform a few, small acquisitions in the non-oil & gas segment**
- **Strengthen our presence in new high-potential markets (China, Russia ...)**
- **Enhance our competitiveness and expand our workforce primarily in emerging countries**

SAFE HARBOR

This presentation contains both historical and forward-looking statements. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements, or statements of future expectations. 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”, “anticipate”, “intend”, “foresee”, “likely”, “should”, “planned”, “may”, “estimates”, “potential” or 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 execute large integrated 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; interest rate fluctuations; currency fluctuations; the timing of development of energy resources; armed conflict or political instability in the Arabic-Persian Gulf or other regions; the strength of competition; control of costs and expenses; the reduced availability of government-sponsored export financing; the timing and success of anticipated integration synergies; and stability in developing countries.

The risk factors described in our Annual Report on Form 20-F as filed with the SEC on June 29, 2004 could affect our future results, 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 annual report are made only as of the date of this annual report. We cannot assure you that projected results or events will be achieved. Except as otherwise indicated, the financial information contained in this document has been prepared in accordance with French GAAP, and certain elements would differ materially upon reconciliation to US GAAP.

**For more information,
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TRADING TECHNIP

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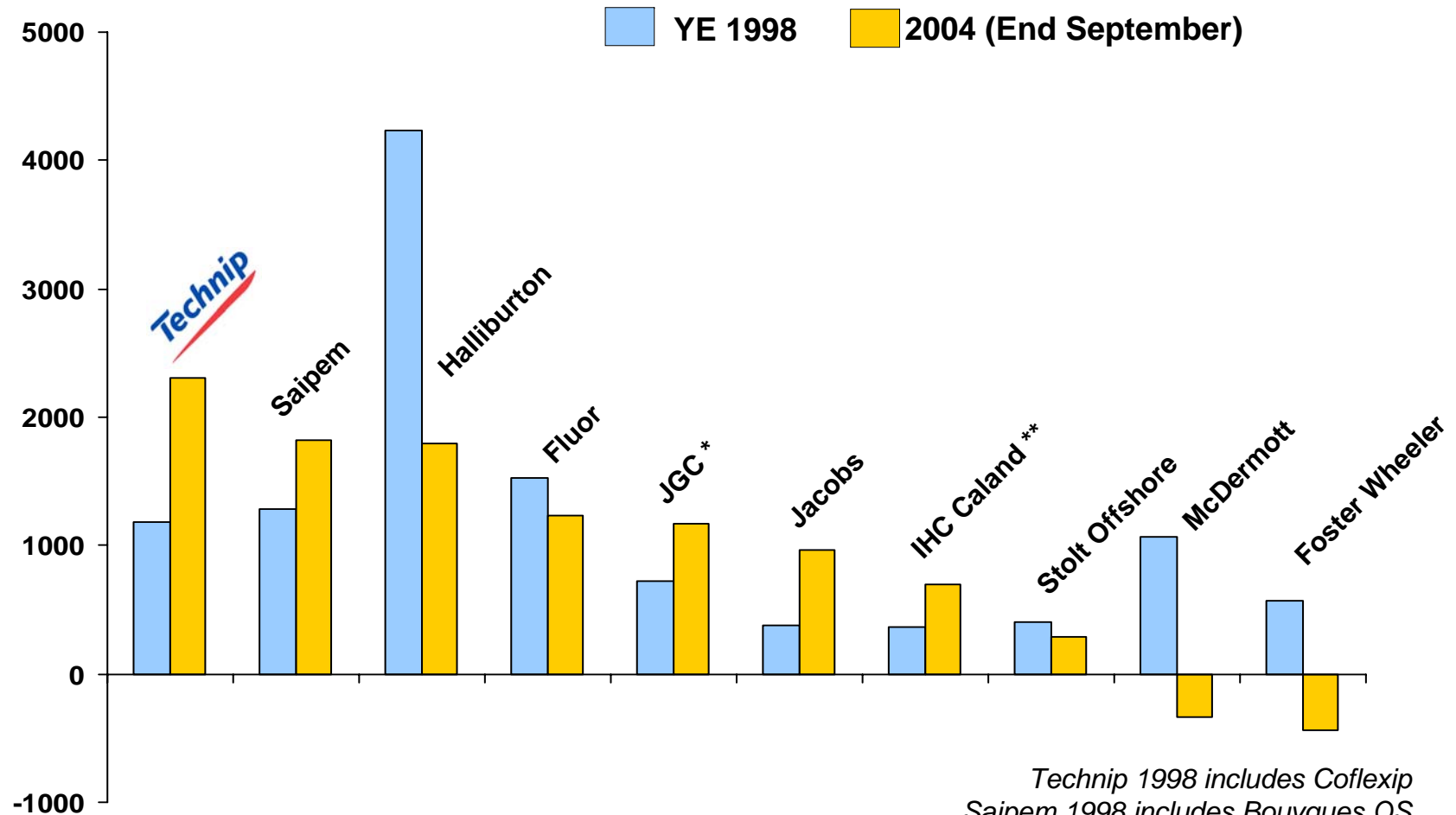


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TECHNIP TODAY: WHERE DO WE STAND

\$ in Millions

MAIN E&C COMPANIES: SHAREHOLDERS' EQUITY



*Technip 1998 includes Coflexip
Saipem 1998 includes Bouygues OS*

** JGC = 6 months 2004*

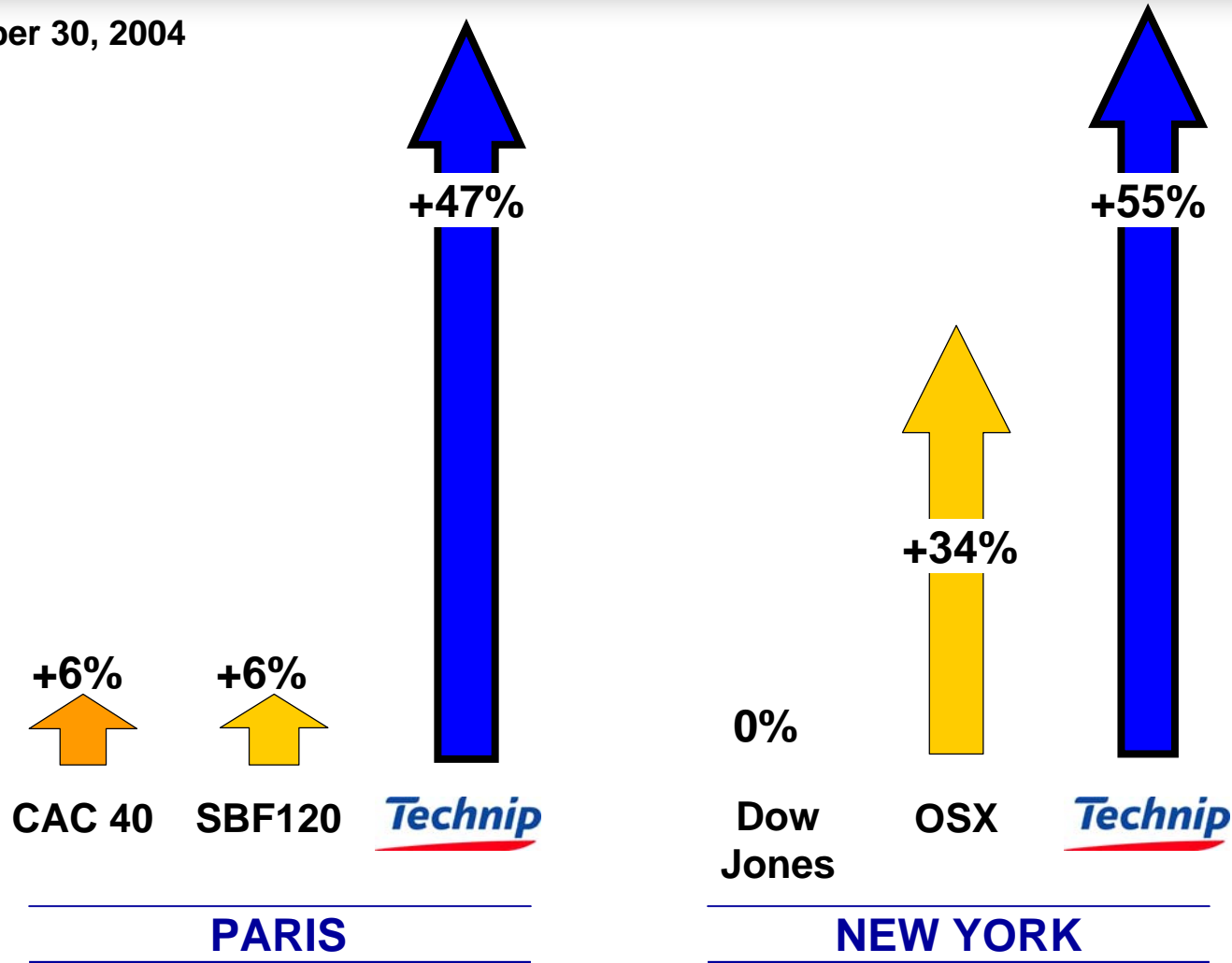
*** IHC Caland = YE 2003*

*Currencies converted in USD as of Sept.30 2004
Source: Bloomberg and companies' press releases*



TECHNIP SHARE PERFORMANCE

At November 30, 2004



Technip has outperformed the financial markets since Jan. 1st 2004

