Technip, Share Fair 2014

Caroline BENNETT – Contracts & Insurance Manager
Debbie WYNESS – UKBU Supply Chain Manager
5th November 2014, Share Fair
Part of the global Technip Group, Technip UK Limited is a leading subsea company with more than 20 years’ experience

- Employs more than 1,200 people
- Headquartered in Aberdeen
- Business Delivery onsite comprises;
  - Subsea project management for projects offshore UK, Denmark, Netherlands and W. Ireland
  - Fleet and equipment management (global)
  - Specialist engineering support (global)

- Operational bases in Evanton, near Invergordon (Pipeline fabrication & spoolbase); and Leith, near Edinburgh

- Other Technip UK based Businesses are;
  - Technip Umbilicals Ltd (Umbilical Manufacturing in Newcastle)
  - Genesis (Upstream Oil & Gas Consultancy in Aberdeen and London)
Technip in the UK

- Consists of the following business units:
  - Offshore Engineering Division (OED)
    - Global R&D and specialist project support

- Technip Marine Operation Services (T-MOS)
  - Global fleet management:
    - Vessels & vessel management;
    - Equipment
    - Offshore Personnel
    - Logistics

- Marine New Builds
  - Delivery of new assets to support global subsea business

- Shared Services
  - Base Services; Finance; HR; Communications; IT; Legal; QHSES
UK Business Unit (UKBU)

- **Subsea Project Delivery**
  - Activity supports development of offshore oil and gas fields
  - Achieved through project management, engineering and installation of equipment including pipelines and subsea structures
  - Focused on technological advancement where-ever possible
  - Work with a variety of UK and European suppliers to deliver a wide variety of projects
  - Contracts awarded range in value from £1 - £500 million
Contract award for Technip in the UK

- **EnQuest selects Technip for a large subsea contract**
  - Client support from concept to execution – Technip to manage design, fabrication and installation
  - First class assets – Technip to leverage its spoolbase, technologically advanced steel tube umbilical plant and high performing vessels

  Technip was awarded by EnQuest earlier this year a large engineering, procurement, installation and construction (EPCI) contract for the Kraken development located in the North Sea, 400 kilometers North-East of Aberdeen and 130 kilometers East of Shetland, at a water depth of approximately 120 meters.
  - The contract covers various project management engineering and installation works, which include:
    - fabrication and pipelay of approximately 50km of rigid pipe - 25km of metallurgically clad pipe and 25km of HDPE lined,
    - installation of 3 umbilicals totaling 14km,
    - installation of 7km of flexible risers and jumpers,
    - template and manifold installation at three drill centers,
    - diverless tie-ins to pipelines and manifolds,
    - pipeline flooding, hydro testing and leak testing.

  Technip’s operating center in Aberdeen, United-Kingdom, will execute the contract.

  The Group will leverage its unique vertical position in the subsea business. The Group’s spoolbase in Evanton, UK, will weld and load-out the rigid pipe and Technip Umbilicals, Technip’s wholly-owned subsidiary in Newcastle, United-Kingdom, will manufacture the umbilical. All construction work on the project will be undertaken via diverless construction methods.

  A number of vessels from the Technip fleet will be utilized for the offshore campaign, including Technip’s Deep Energy, one of the largest pipelay vessels ever built.
Technip Marine Operations Services (T-MOS)

Caroline BENNETT – Contracts Manager, T-MOS
Fleet Management Organisation

Group SVP
Subsea Operations,
Subsea Division, Paris

Technip
Marine Operations Services
Aberdeen

T-MOS Houston*

Asia-Pacific
Marine Operations Services

Brazil
Marine Asset Operations
Key Facts

Based in **Westhill** with operational bases in **Le Trait**, **Mobile**, **Houston** and **Leith**

-Manages a fleet of owned and chartered vessels operating worldwide
- + 3 currently under construction

**Rigid reel-lay, S-lay & J-lay**

**Flexible-lay & construction**

**Diving & multi support**

- Workforce of **c.2000** people, of which **1780** work offshore

Reports to **Group SVP Subsea Operations** as part of the **Subsea Division** in Paris

**Customers** are Technip’s Regional Business Units
### What does T-MOS do?

<table>
<thead>
<tr>
<th>Fleet management</th>
<th>New Builds</th>
<th>Offshore Personnel</th>
<th>Equipment/Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessel operations</td>
<td>Vessels &amp; equipment</td>
<td>Recruitment / manning of owned &amp; charter vessels</td>
<td>ROVs</td>
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<tr>
<td>Maintenance</td>
<td>New asset specification</td>
<td>Training &amp; competence</td>
<td>Flexilay towers</td>
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<tr>
<td>Dry docks / upgrades / improvements</td>
<td>Project management</td>
<td>Succession planning</td>
<td>Mobile equipment</td>
</tr>
<tr>
<td>QHSES</td>
<td>New asset construction &amp; procurement</td>
<td>Communication</td>
<td>Spares</td>
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<tr>
<td>Planning &amp; scheduling</td>
<td></td>
<td></td>
<td>Maintenance &amp; support</td>
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<tr>
<td>Risk management</td>
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</tr>
</tbody>
</table>

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**And much more...**
A High Performing Fleet

### Flexible-Lay & Construction
- **15 units**
  - Deep Pioneer
  - Normand Pioneer
  - Sunrise 2000
  - Deep Constructor
  - North Sea Giant
  - Skandi Niteroi
  - Skandi Vitoria
  - 2 x 550t PLSVs*
  - North Sea Atlantic*
  - Deep Orient*
  - 2 x 650t PLSVs*
  - 2 x 300t PLSVs*

### Rigid S-Lay and Heavy Lift
- **2 units**
  - G1200
  - G1201

### Rigid Reel-Lay & J-Lay
- **4 units**
  - Deep Blue
  - Deep Energy
  - Chickasaw
  - Apache II

### 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

[Technip logo]
TECHNIP FORWARD WORKPLAN: from Q1 2015

Technip UK’s forward work plan relating to business opportunities within the next 12 months

Visit the FPAL website to see our information online: www.fpal.com
## PILOT Forward Workplan

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Description</th>
<th>Potential Bid Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>FACILITIES</td>
<td>Provision of Security Services</td>
<td>01/12/2014</td>
</tr>
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<td>CRANES</td>
<td>Crane Hire Frame Agreement</td>
<td>31/12/2014</td>
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<tr>
<td>WORKING AT HEIGHT</td>
<td>Working at height / confined space entry equipment</td>
<td>31/12/2014</td>
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<tr>
<td>FACILITIES</td>
<td>Mechanical and Electrical Maintenance</td>
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<td>ROVs</td>
<td>Provision of Specialist Connectors (incl slip rings)</td>
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<td>CHEMICALS</td>
<td>Diving Chemicals</td>
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<tr>
<td>COMMS</td>
<td>Provision of Emergency Response Media Training and Support Services</td>
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<td>CONSUMABLES</td>
<td>Provision of Industrial Supplies</td>
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<td>HIRE</td>
<td>Containers &amp; Associated Equipment</td>
<td>31/01/2015</td>
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<td>Ships Agency &amp; Associated Services</td>
<td>31/01/2015</td>
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<td>FACILITIES</td>
<td>Total Waste Management Services of the Westhill Site</td>
<td>31/01/2015</td>
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<td>Ships Agency &amp; Associated Services</td>
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<td>ACCOMMODATION</td>
<td>Accommodation Refurbishment</td>
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<td>Data Management / Archiving Contract</td>
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<td>Provision of Emergency Response Training and Support Services</td>
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<td>DIVING</td>
<td>Provision of Dive Analysis</td>
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<td>SAFETY</td>
<td>Emergency Response Telephone / Pager System</td>
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<td>Survey &amp; Positioning Services</td>
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<td>SAFETY</td>
<td>Provision of Confined Space Entry Equipment and Services</td>
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<td>Commodity</td>
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<td>Provision of NDT Inspection Services</td>
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<td>Supply and Management of Fire Fighting Equipment</td>
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<td>Provision of Industrial Gases, Chemicals and Degreasers</td>
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<td>Hire of UHF Radios</td>
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</table>
Supply Chain
How to Qualify as a Technip Supplier

Supply Chain Policy

All Technip procurement activities shall be performed in compliance with Technip UK's supply chain procedures, its business objectives and with Technip's core values which are:

- Doing the right thing
- Trusting the team
- Encouraging a fair return for all
- Building the future

It is the responsibility of Technip managers, supervisors and employees to ensure that best value and technical solutions are secured through the optimal use of in-house and external supplier resources and to provide products and services of the right quality, at the right time.

Technip will work in partnership with its supply chain to create and sustain business for the long term by effective and efficient supply chain management.

To this end Technip will:

- Engage with suppliers who consistently operate in accordance with Technip's values, high HSE, quality, ethical and socially responsible standards.
- Foster, manage and maintain relationships with its strategic supply chain.
- Manage and measure the performance of its suppliers.
What does Supplier & Subcontractor Management mean to me?

For further information please refer to the Quality pages on The Lisk Group.

SUPPLIER / SUBCONTRACTOR MANAGEMENT

Quartz

Technip
Any Questions?
Appendix: Press Releases, UK Project Awards