



# ***COMPANY PRESENTATION***



January 2008

# TECHNIP KTI GROUP



## THE COMPANY

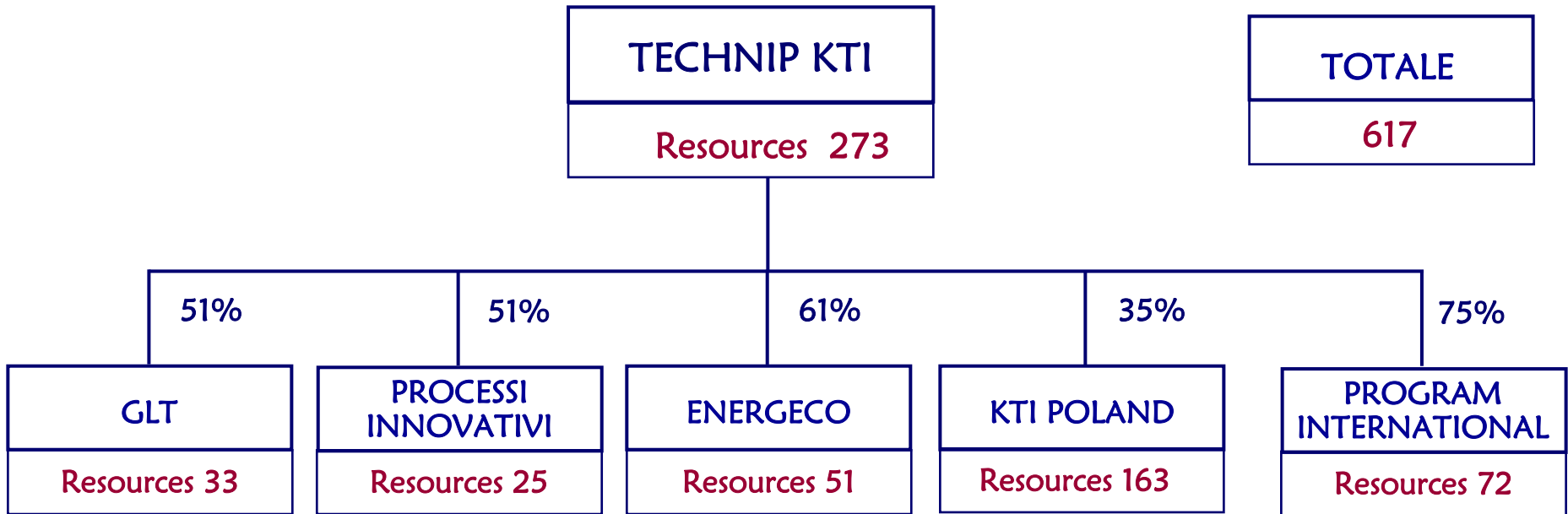
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- **TECHNIP KTI has unique features of Process Engineering Contractor in every field of oil and gas industry, including a consolidated experience as technological provider of Sulphur Recovery and Hydrogen Production units**
- **Established in 1971, TECHNIP KTI has been supplying integrated value added services for 35 years and has successfully implemented more than 500 major projects on the five continents, for leading Customers**
- **An aggregated staff of more than 600 employees (end 2007)**
- **Order intake of 267 million Euro (end 2007)**
- **Annual production: approx. 760,000 engineering hours (end 2007)**
- **Since 2004 participated 75% by KTI Management and 25% by TECHNIP ITALY**
- **Head Office located in Rome - Italy**

### TECHNIP KTI has participations in:

- ***ENERGECO*** – Process engineering company with 51 employees
- ***PROCESSI INNOVATIVI*** – Process engineering company with 25 employees
- ***GLT*** – Transport / logistic company with 33 employees
- ***KTI POLAND*** – engineering company incorporated in September 2006 with 163 employees
- ***PROGRAM INTERNATIONAL*** – an engineering and manufacturing company active in the field of automation and process control with 72 employees

# TECHNIP KTI GROUP - ORGANIZATION



- 60 Project Management and Cost Control
- 343 Process and Engineering
- 40 Procurement Inspection and Logistics
- 36 Construction and Start-up
- 138 General Management, Marketing, Administration and Finance, R & D, IT, Legal, etc.

**Ratio direct/total = 80%**

56% University degree

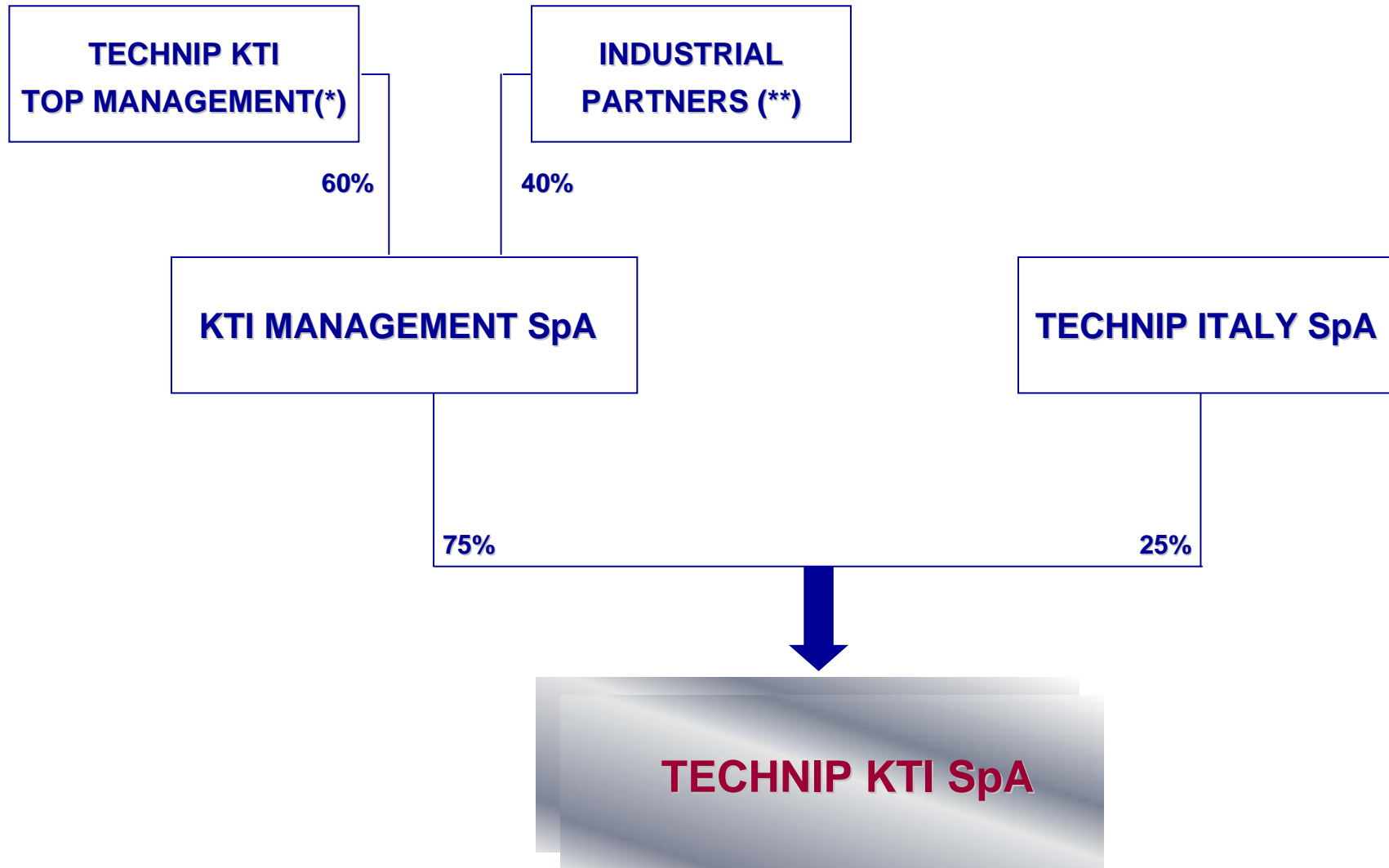
Average age: 39 years

Average work experience: 18 anni

# THE COMPANY



# TECHNIP KTI SHAREHOLDING



(\*)

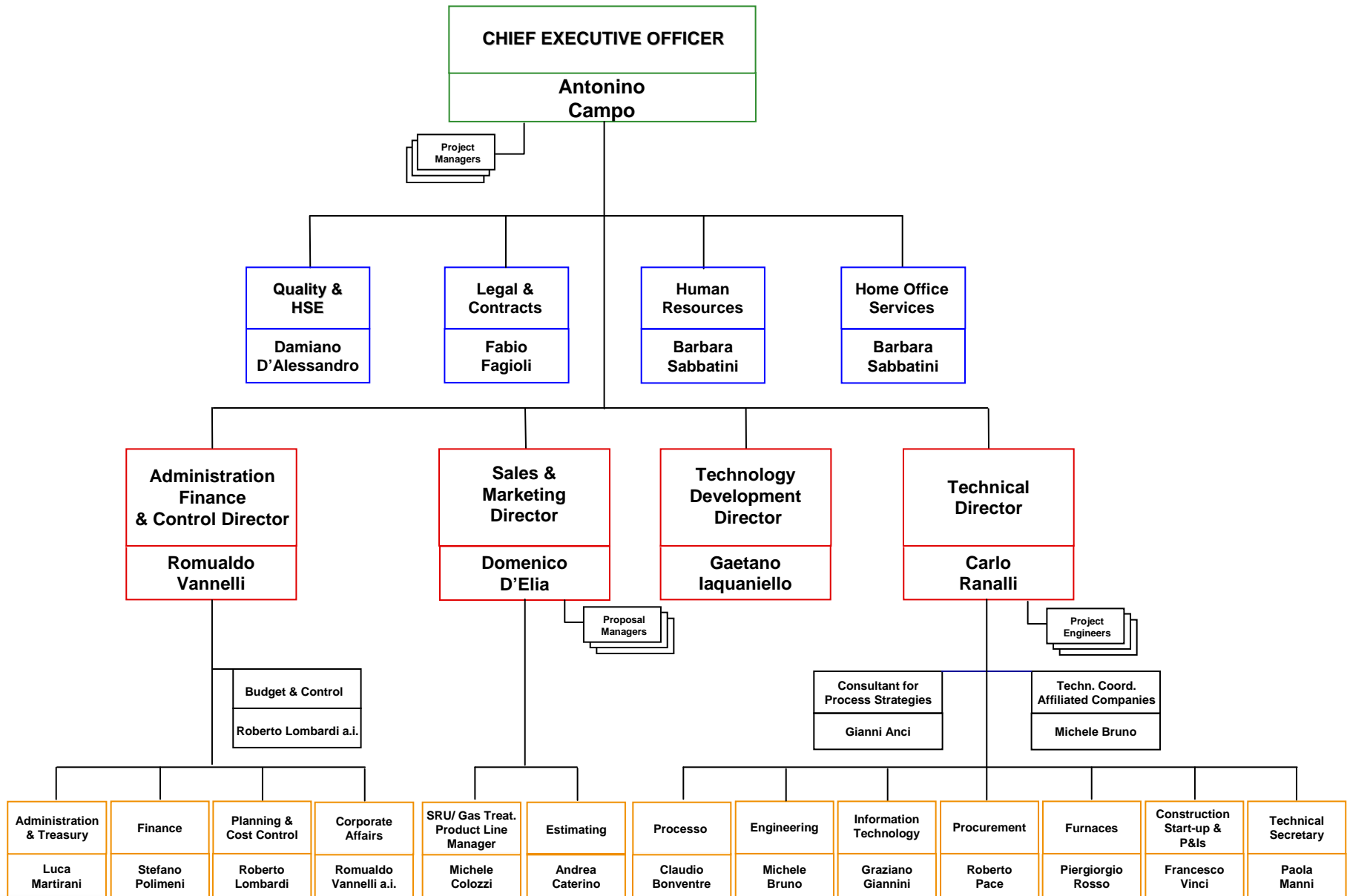
- Mr. Leonello Pari
- Mr. Antonino Campo
- Mr. Domenico D'Elia
- Mr. Gaetano Iaquaniello
- Mr. Carlo Ranalli

- Chairman
- C.E.O.
- Vice President Sales & Marketing
- Vice President Technology & Business Development
- Technical Director

(\*\*)

- FINAVAL SpA
- SVILUPPO INDUSTRIALE Srl
- IMESA SpA

# TECHNIP KTI ORGANIZATION CHART



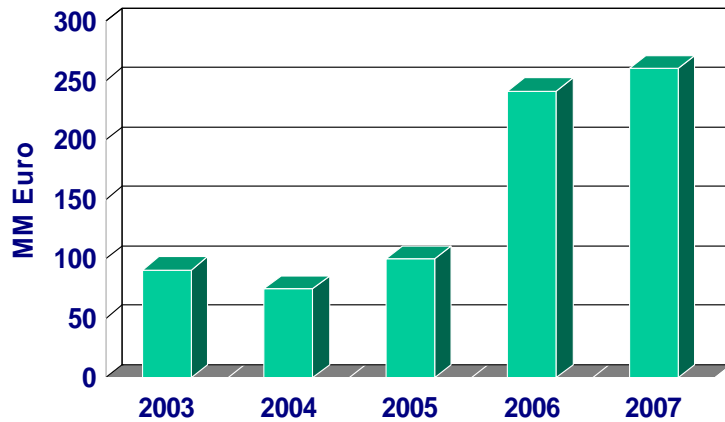
## FINANCIAL INFORMATION

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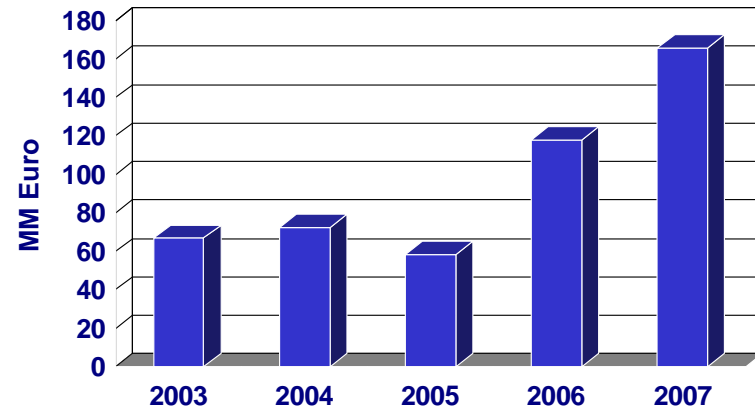
▪ Order Intake 2007:	260.0	M€
▪ Order Intake 2006:	241.0	M€
▪ Order Intake 2005:	100.0	M€
▪ Order Intake 2004:	75.0	M€
▪ Order Intake 2003:	91.0	M€
▪ Turnover 2007:	166.0	M€
▪ Turnover 2006:	118.0	M€
▪ Turnover 2005:	58.5	M€
▪ Turnover 2004:	72.6	M€
▪ Turnover 2003:	66.9	M€
▪ EBIT 2007:	10.0	M€
▪ EBIT 2006:	8.6	M€
▪ EBIT 2005:	3.5	M€
▪ EBIT 2004:	2.2	M€
▪ EBIT 2003:	1.1	M€
▪ Shareholder Equity 2007:	15.0	M€
▪ Shareholder Equity 2006:	10.9	M€
▪ Shareholder Equity 2005:	7.2	M€
▪ Shareholder Equity 2004:	3.3	M€
▪ Shareholder Equity 2003:	1.7	M€
▪ <b>Net Financial Position</b>	<b>107.0</b>	<b>M€</b>
▪ <b>Credit Lines</b>	<b>180.0</b>	<b>M€</b>

# FINANCIAL INFORMATION

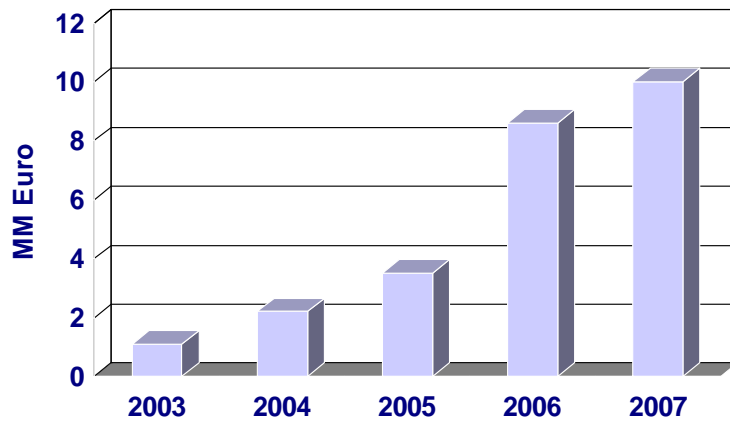
## ORDER INTAKE



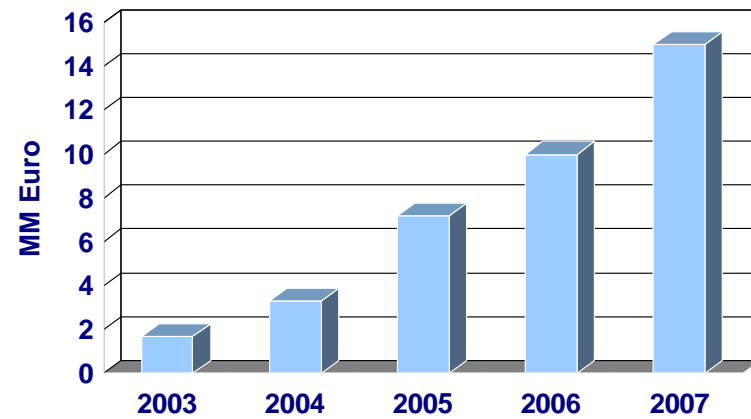
## TURNOVER



## EBIT



## SHAREHOLDER EQUITY

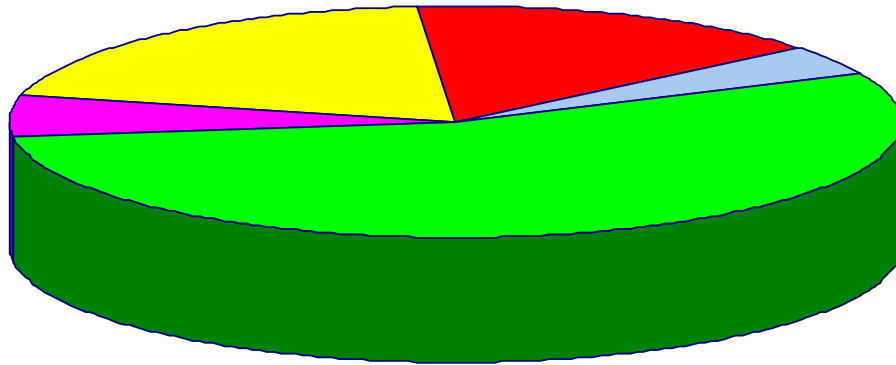


## ORDER INTAKE PER GEOGRAPHICAL AREA

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*Average 2005 - 2007*

- Consolidated role in Europe
- Growing operations in Middle East
- Steady position in Africa



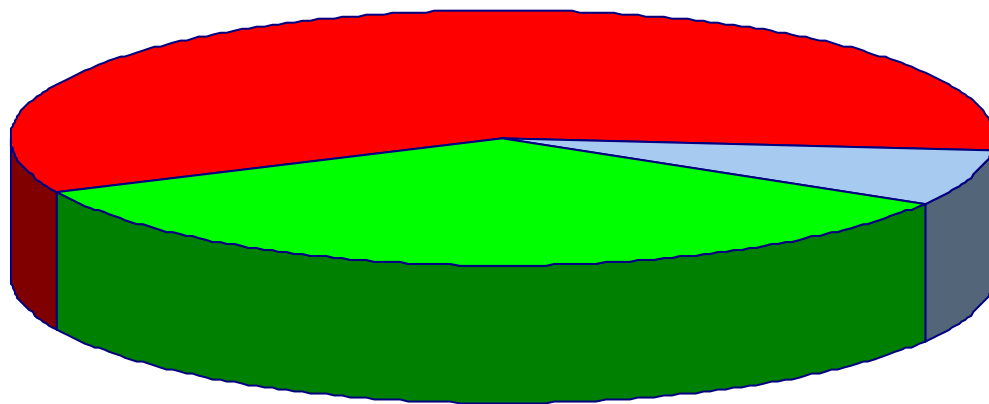
■ Middle East	15%
■ Far East	4%
■ Europe	55%
■ Africa	20%
■ Americas	6%




## ORDER INTAKE PER TYPE OF CONTRACT

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*Average 2005 - 2007*

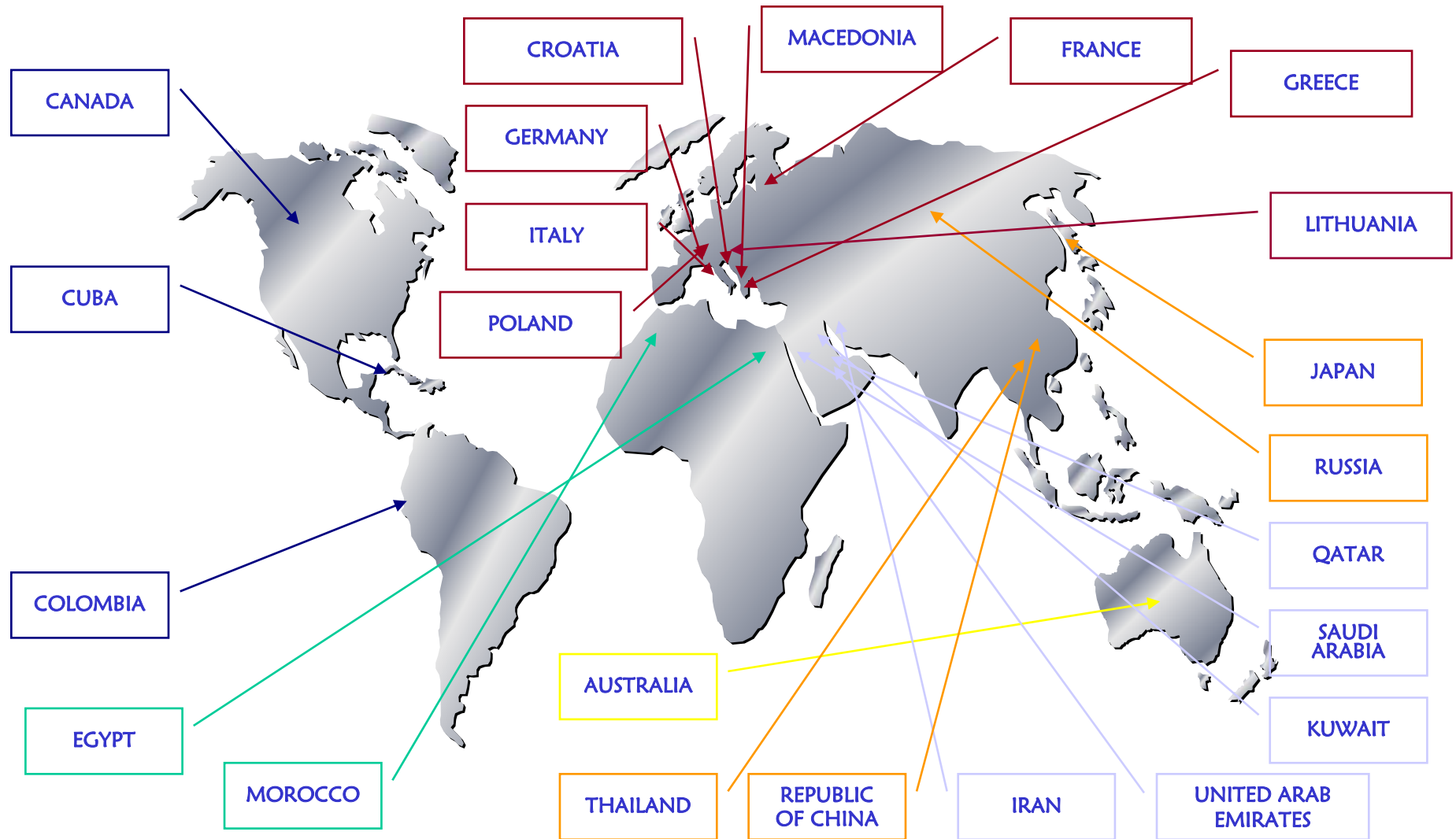
- Outstanding capability and experience in LSTK projects
- Keys to successful contracting:
  - hands-on project management
  - in-depth cost analysis
  - sound budget control
  - timely monitoring of project schedule guaranteeing total project quality



	LSTK	60%
	E+P	35%
	Reimbursable & Other	5%

# WHERE WE ARE

## MORE THAN 25 PROJECTS UNDER EXECUTION



# DISTINGUISHING VALUES



# DISTINGUISHING VALUES

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## PERFORMANCE EXCELLENCE

Confirmed by:

- Zero arbitration vs Customers, Suppliers and Subcontractors
- Improved Customer perception of the Company's image and performance = greater Customer loyalty proved by repeat contracts and official declarations of satisfaction
- Increased competitiveness and commercial capacity
- Increased productivity and efficiency with consequent cost reduction in project "non-quality" and continual development of innovatory production methodologies and tools
- Increased staff perception of own tasks through higher levels of:
  - Communication
  - Flexibility
  - Delegating responsibility within the project team
  - Job satisfaction
- Increased co-operation from vendors and partners, implementing successful projects together

# DISTINGUISHING VALUES

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## CREATIVITY & FLEXIBILITY

- **TECHNIP KTI is a Customer-oriented structure, committed to interpreting and satisfying the Customer's requests, optimizing its own organization to meet project requirements and implement plants that even exceed contractual performance requirements**
- **Total flexibility in interpreting, organizing and managing different work contexts, such as JVs, Consortiums, subcontracts, and operating according to the standards, rules and laws of organizations and countries throughout the world**
- **Suppliers/Construction Firms international market knowledge that allows to optimize project overall cost, time schedule, maintaining the highest standard of quality**

### PROJECT MANAGEMENT: THE PIVOT OF THE COMPANY SYSTEM

- **Company organization and system pivoting on project management**
- **Project implementation is the major target for all staff, who live their jobs not as a specialization, but as global involvement for the success of the project**
- **Full Powers: a Company tradition guaranteeing success:**



*Project Managers, with wide and diversified international experience, have full powers to manage highly qualified project teams, thus ensuring optimal control of the Company matrix organization. The Project Manager Reports directly to the Company CEO throughout the complete business cycle*

# TECHNOLOGIES & SERVICES



# QUALITY, HEALTH, SAFETY and ENVIRONMENT

TECHNIP KTI certified ISO 9001 since 1993 – has been the first Italian engineering company to be awarded this compliance certificate.

TECHNIP KTI is committed to supplying a product that fulfills specific requirements and to the Customer's entire satisfaction, at the expected costs and on schedule, safeguarding the primary rights of the health and safety of its own employees, and of the environment and community where the work is executed.



# RANGE OF SERVICES AND PRODUCTS

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## SERVICES

- **Feasibility Studies and Pre-projects**
- **Financial Engineering**
- **Process Studies and Basic Engineer. Packages**
- **Detailed Engineering and Procurement**
- **Project Management**
- **Construction Management**
- **Plant Erection**
- **Plant Start-up**
- **Plant Operation and Maintenance**
- **Client Personnel Training**
- **After Sales Services**

## RANGE OF SERVICES AND PRODUCTS

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### TECHNIP KTI GROUP FIELDS OF ACTIVITIES

- Oil Refining
- Gas Processing
- Petrochemicals
- Chemicals
- Environmental Engineering
- Energy
- Plant Automation and Management Information Systems

## RANGE OF SERVICES AND PRODUCTS

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### PORTFOLIO OF PROPRIATORY TECHNOLOGIES

#### ■ Synthesis gas for :

- Hydrogen Plant
- Carbon Monoxide
- Ammonia
- Methanol

#### ■ Sulphur recovery and Tail Gas Treatment

- Modified CLAUS
- RAR Tail Gas Treatment
- MULTIPURPOSE Tail Gas Treatment

#### ■ Gas Treatment

- Complete train from well head up to Sales Gas specifications

#### ■ Environmental Units

- Sour Water treatment units
- Liquid/Solid/Gas Industrial Waste treatments
- Flue Gas Treatment (Dry / Semi Dry Process)

#### ■ Heat Recovery Systems and Process Furnaces

- Refinery Furnaces
- Petrochemical Reaction Furnaces (Ethylene, EDC Cracking, Acetic Acid Cracking)
- Heating Furnaces
- Waste Heat Recovery Systems

## AFTER SALES – SERVICE GROUP

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The TECHNIP KTI Service Group have capability to improve customers' business performance through:

- Capacity Recovery and De-Bottlenecking
- Emissions Management
- Equipment Reliability
- Thermal Efficiency and Yields

The TECHNIP KTI Service Group will also provide:

- Support Operation and Maintenance needs in specific facilities
- Helps to minimize the total life cycle costs of new and existing installations
- Complete aftermarket support for specific systems including:
  - Technical training
  - Service parts
  - Overhauls services
  - Full/global operation and maintenance services

# REFERENCES



## MAIN RECENT PROJECTS

Country	Client	Unit	Scope of Work	Completion
CROATIA	INA INDUSTRIJA NAFTE	Hydrogen generation unit	EPC	2011
POLAND	GRUPA LOTOS S.A.	Crude and vacuum heaters	EP	2011
COLOMBIA	ECOPETROL	Modular claus unit (55 t/d)	EP	2010
SWEDEN	NYNAS REFINING AB	Hydrogen generation unit	FEED	2009
P.R. CHINA	TIANJIN DAGU CHEMICAL COMPANY	Process steam superheater	EP	2009
POLAND	GRUPA LOTOS S.A.	Sulphur recovery unit (2x75 t/d) + Tail gas treatment (150 t/d) + Sour water stripper (65 t/h) + ammonia (350 t/h)	EPC	2009
GERMANY	TOTAL LEUNA REFINERY	New air pre heating system for the atmospheric heater H 1001	EP	2009
REPUBLIC OF CUBA	MOA NIKEL S.A.	Hydrogen Plant (2,100 Nm <sup>3</sup> /h)	EP	2008
LITHUANIA	AB MAZEIKIU	Hydrogen plant 60,000 Nm <sup>3</sup> /h	EPC	2008
CROATIA	INA – SISAK REFINERY	Amine treatment + SRU + TGT	EPC	2008
MACEDONIA	OKTA REFINERY	Sulphur recovery unit	EPC	2008
EGYPT	EMG-AL ARISH	Compression station and off-shore facilities	EPC/PMC	2008
SAUDI ARABIA	SAUDI ARAMCO – AL JUBAIL EXPORT REFINERY	H2 Unit, SRU/TGT unit, SWS unit, amine units, WWT, cooling water system	FEED	2008

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
INA INDUSTRIJA NAFTE <i>Croatia</i>	Hydrogen generation unit	EPC	2011
GRUPA LOTOS S.A. <i>Poland</i>	Crude and vacuum heaters	EP	2011
CHINA PETROCHEMICAL INTERNATIONAL Co. <i>P.R. China</i>	Process design package for Sulphur Recovery Unit (630 t/d)	BEP	2011
TAKREER <i>UAE</i>	Replacement of hydrocracker heater tubes	EPC	2011
ECOPETROL <i>Colombia</i>	Modular claus unit (55 t/d)	EP	2010
CTCI <i>Thailand</i>	Incinerator burner supply	EP	2010

Legend:

E = Engineering  
P = Procurement

C = Construction  
CS = Construction Supervision

BEP = Basis Process Engineering  
FEED = Front End Engineering Design

FS = Feasibility Study

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
HELLENIC PETROLEUM S.A. <i>Greece</i>	Thermal reactor upgrading	EPC	2010
NYNAS REFINING AB  <i>Sweden</i>	Hydrogen generation unit (15,000 Nm <sup>3</sup> /h)	FEED	2009
TIANJIN DAGU CHEMICAL COMPANY <i>P.R. CHINA</i>	Process steam superheater	EP	2009
TOTAL LEUNAREFINERY <i>Germany</i>	New Air Pre Heating System for the Atmospheric Heater H 1001	EPC	2009
GRUPA LOTOS S.A. <i>Poland</i>	Sulphur recovery unit (2x75 t/d) + tail gas treatment (150 t/d) + sour water stripper (65 t/h + ammina (350 t/h)	EPC	2009

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## MAIN REFERENCES

<b>CLIENT COUNTRY</b>	<b>PROJECT</b>	<b>SCOPE OF THE WORK</b>	<b>COMPLETION</b>
<b>MOA NICKEL S.A.</b> <i>Republic of Cuba</i>	<b>Hydrogen plant</b> <b>2,100 Nm<sup>3</sup>/h</b>	<b>EP</b>	<b>2008</b>
<b>AB MAZEIKIU</b> <i>Lithuania</i>	<b>Hydrogen plant</b> <b>60,000 Nm<sup>3</sup>/h</b>	<b>EPC</b>	<b>2008</b>
<b>SK ENGINEERING &amp; CONSTRUCTION</b> <i>Kuwait</i>	<b>PIC KPPC</b> <b>Fired heaters aromatic project</b>	<b>EP</b>	<b>2008</b>
<b>AB MAZEIKIU</b> <i>Lithuania</i>	<b>Revamping heaters VDU unit</b>	<b>EPC</b>	<b>2008</b>
<b>EMG</b> <i>Egypt</i>	<b>Gas compression station</b>	<b>EPC</b>	<b>2008</b>
<b>OKTA AD Skopje</b> <i>Macedonia</i>	<b>Sulphur recovery unit (12 t/g)</b>	<b>EPC</b>	<b>2008</b>

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
ENOC UAE	CR Fired Heaters	EP	2008
INA INDUSTRIJA NAFTE d.d. Croatia	Sulphur recovery unit 2x65 t/d + tail gas treatment 130 t/d	EPC	2008
CANADIAN NATURAL RESOURCES Ltd. Canada	EDS phase 2&3 support units	FEED	2007
SAMIR Morocco	Hydrogen reformer package 102.000 Nm <sup>3</sup> /h	EP	2007
WCM RESOURCES Ltd Australia	Hydrogen plant 8.000 Nm <sup>3</sup> /h	FS	2007

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
QATAR LIQUEFIED GAS COMPANY Ltd. <i>Qatar</i>	Sulphur recovery unit + tail gas treatment + incinerator 1.226 t/d	FEED	2006
PIC Kuwait	Ethane treatment	EP	2006
YAMBU <i>Saudi Arabia</i>	Pyrolysis gasoline hydrogeneration	E	2006
AB MAZEIKIU <i>Lithuania</i>	Crude oil & heating system	EPC	2006
PIC TOTAL <i>France</i>	Crude tower feed heating system	EPC	2006

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
ERGMED <i>Italy</i>	Sulphur recovery unit (2 x 75t/d) + tail gas treatment (1 x 150 t/d)	EPCM	2006
NIOC <i>Iran</i>	Refinery ammine units	BEP	2006
NPC MOBIN <i>Iran</i>	Petrochemical complex effluent disposal facilities	EP	2006
KINEF <i>Russia</i>	Hydrocracking furnaces and heat recovery facilities	EP	2005
TIANJING DAGU <i>P.R. China</i>	EDC cracking furnaces	EP	2005
MOTOR OIL HELLAS <i>Greece</i>	FCC off-gas tratment	EPC	2005
POLIMERI EUROPA <i>Italy</i>	Revamping platforming furnaces	EPC	2005

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
SAUDI ARAMCO <i>Saudi Arabia</i>	Sulphur recovery unit 70 t/d	EP	2005
NIOC <i>Iran</i>	Sulphur recovery unit + tail gas treatment 640 t/d	BEP	2005
SINOPEC <i>P.R. China</i>	Sulphur recovery unit + tail gas treatment 600 t/d	BEP	2005
ENOC <i>UAE</i>	Sulphur recovery unit + tail gas treatment 35 t/d	BEP	2005
SAUDI ARAMCO <i>Saudi Arabia</i>	Off-gas thermal oxidizer	EP	2005
QCPC <i>Qatar</i>	Off-gas incineration unit	EP	2005
ORYX GLT <i>Qatar</i>	Process furnaces	EP	2005

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
SAPIO <i>Italy</i>	Hydrogen plant 17.000 Nm <sup>3</sup> /h	EPC	2005
MOTOR OIL HELLAS <i>Greece</i>	Hydrogen plant 70.000 Nm <sup>3</sup> /h	BEP + EP	2005
SASOL/QGPC <i>Qatar</i>	Hydrogen plant 27.000 Nm <sup>3</sup> /h	BEP + EP	2005
ECOPETROL <i>Colombia</i>	Hydrogen Plant 20.000 Nm <sup>3</sup> /h	BEP	2004
ENGELHARD <i>Italy</i>	Vent gas thermal treatment	EPC	2004
TAKREER <i>UAE</i>	Revamping of hydrocracking fractionator	EPC	2004
IES <i>Italy</i>	Sulphur recovery unit 63 t/d	EPC	2004

## MAIN REFERENCES

CLIENT COUNTRY	PROJECT	SCOPE OF THE WORK	COMPLETION
DOLPHIN <i>Qatar</i>	Sulphur recovery unit + tail gas treatment 585 t/d	FEED	2004
TURKMENBASHI <i>Turkmenistan</i>	Sulphur recovery unit + tail gas treatment 23 t/d	EP	2004
PETROCHINA <i>Qatar</i>	Sulphur recovery unit + tail gas treatment 70 t/d	EP	2004
MOTOR OIL HELLAS <i>Greece</i>	Sulphur recovery unit + tail gas treatment 585 t/d	FEED	2004

## MAIN REFERENCES

## After Sales – Service Group

REFINERIES		PETROCHEMICAL - CHEMICAL		OTHERS	
AGIP PETROLI	- Italy	BP AMOCO	- Belgium	BP AMOCO	- Belgium
SAMIR	- Morocco	SATOMO/INDOVIL	- Malaysia	SATOMO/INDOVIL	- Malaysia
DEA	- Germany	EVC	- Italy	EVC	- Italy
ISAB Energy	- Italy	CONDEA	- Italy	CONDEA	- Italy
MOTOR OIL HELLAS	- Greece	POLYNT (former LONZA)	- Italy	POLYNT (former LONZA)	- Italy
NYNAS	- Sweden	ENICHEM	- Czech Republic	ENICHEM	- Italy
PETRONAS	- Malaysia	SPOLANA	- Hungary	SPOLANA	- Czech Republic
SCANRAFF	- Sweden	BORSODCHEM	- Slovak Republic	BORSODCHEM	- Hungary
RAFFINERIA DI MILAZZO	- Italy	CENON		CENON	- Slovak Republic
TAKREER	- UAE				
TOTAL	- Holland				