



# 46<sup>th</sup> Annual Scotia Howard Weil Energy Conference

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# Disclaimer

## Forward-looking statements

We would like to caution you with respect to any “forward-looking statements” made in this presentation as defined in Section 27A of the United States Securities Act of 1933, as amended, and Section 21E of the United States Securities Exchange Act of 1934, as amended. The words such as “believe,” “expect,” “anticipate,” “plan,” “intend,” “foresee,” “should,” “would,” “could,” “may,” “estimate,” “outlook” and similar expressions are intended to identify forward-looking statements, which are generally not historical in nature.

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# 2017

was a transformational year

# 2018

Growth  
potential

Driven by

new business model,  
new technologies, and  
industry leadership

# A transformational journey – year 1

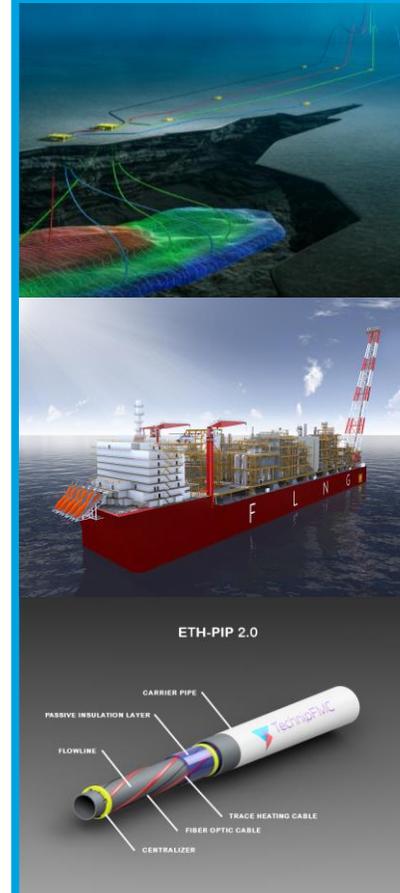
## Executing

- ▶ **Strong** financial performance
  - Segment margins ahead of guidance
- ▶ **Robust** project execution
  - **Yamal LNG**: first cargo loaded
  - **Prelude FLNG**: hook-up and commissioning progressing well
  - Subsea: **Kaombo, Appomattox, Trestakk**
- ▶ \$200M+ of year one synergies **delivered early; target increased**
  - Raised target to \$450M by end of 2019



## Winning

- ▶ Increase in **Subsea orders**
  - \$5.1B in 2017, +27%<sup>(1)</sup> vs 2016
- ▶ **Differentiated** commercial model
  - **XOM Liza**: new technology
  - **ENI Coral**: 3<sup>rd</sup> FLNG
  - **VNG Norge Fenja**: 6<sup>th</sup> iEPCI™, Major<sup>(2)</sup> award
  - **Bapco Sitra**: early engagement
- ▶ **Technology** leadership
  - Subsea 2.0™ launched
  - Next Gen LNG/FLNG progressing
  - Surface scope and integration

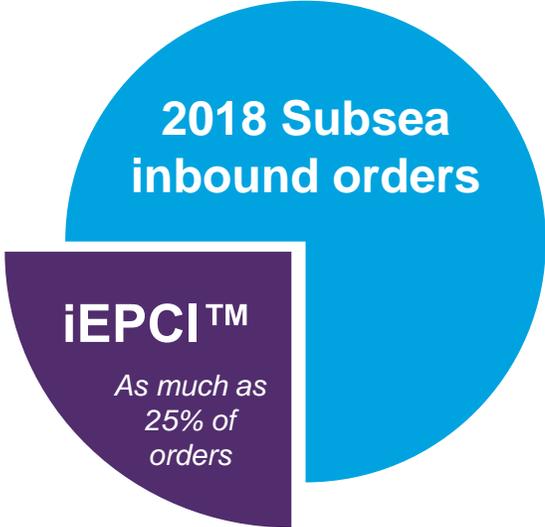
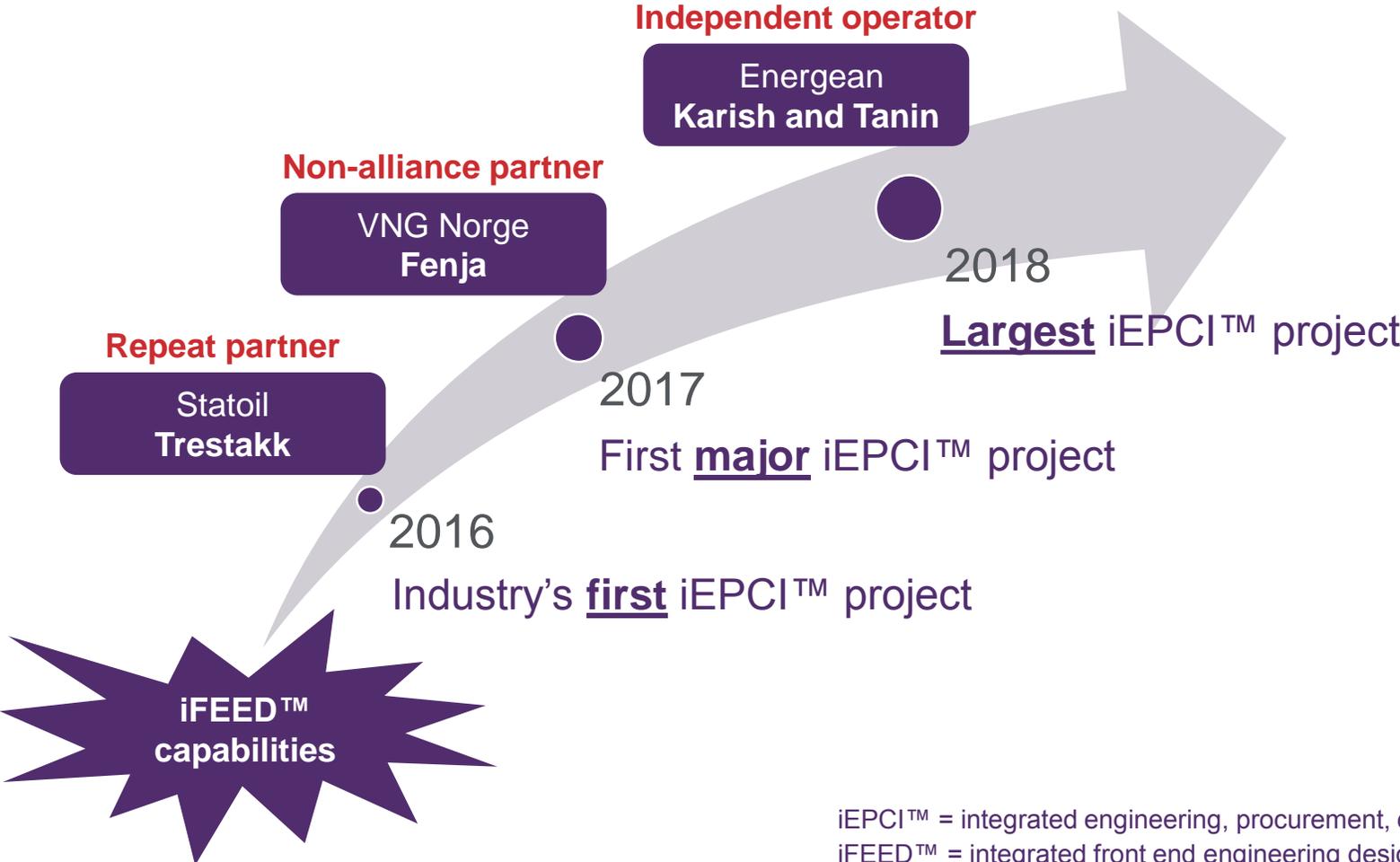


<sup>(1)</sup> Calculated as the difference in 2017 Subsea inbound orders versus the combined FMC Technologies Inc. and Technip S.A. Subsea inbound orders in 2016.

<sup>(2)</sup> Major award is defined as \$250 million or greater in value.

# iEPCI™: New business model

## Growing in value and mix



iEPCI™ = integrated engineering, procurement, construction and installation  
iFEED™ = integrated front end engineering design

# iEPCI™: Energean Karish and Tanin

## Leveraging capabilities of the broader portfolio

### Leveraging capabilities across business segments

- ▶ Early iFEED™ engagement leads to direct project award
- ▶ Fully integrated offering – seabed to shore
- ▶ New entrant seeking a trusted partner to provide seamless project delivery through a single, unified project team

<b>Largest</b> iEPCI™ project award to date	<b>Greenfield</b> <b>Development</b> full field	<b>End-to-end</b> project management of the full scope
		
<b>Karish and Tanin</b>		
		
<b>Subsea Production System</b>	<b>SURF</b>	<b>FPSO</b>

# iEPCI™: Shell Kaikias

## Leveraging benefits of Subsea 2.0™

### iEPCI™

#### Integrated approach

- ▶ Early engagement and seamless customer partnership
- ▶ Simplified architecture eliminated interface risks
- ▶ Single execution team



### Subsea 2.0™

#### New product platform

- ▶ Next generation products enabled optimized field layout
  - Inline manifold / PLEM
  - Horizontal connections
  - Flexible jumpers
- ▶ Streamlined installation



### Impact

#### Improved project economics

- ▶ Hardware cost reduction
- ▶ Project team consolidation
- ▶ Total project cost reduction

#### Reduced time to first oil

- ▶ Improved schedule certainty
- ▶ 6 month schedule reduction
- ▶ 13 month manifold delivery

# iEPCI™: LLOG Who Dat

## Leveraging capabilities in subsea processing

### Brownfield expansion with subsea processing

- ▶ Early engagement to meet field specific requirements – boost pressure, uptime and incremental recovery
- ▶ Well-established relationship as an alliance partner
- ▶ Integration delivers value through schedule assurance, cost savings, and reduced risk

TechnipFMC's **first** multiphase pump in Gulf of Mexico

**Early engagement** to meet field specific requirements

**Mature field** with declining reservoir pressure

**Who Dat**  
multiphase pump

**LLOG**  
exploration



# Subsea orders underpinned by differentiated offerings

## 2018 Highlights

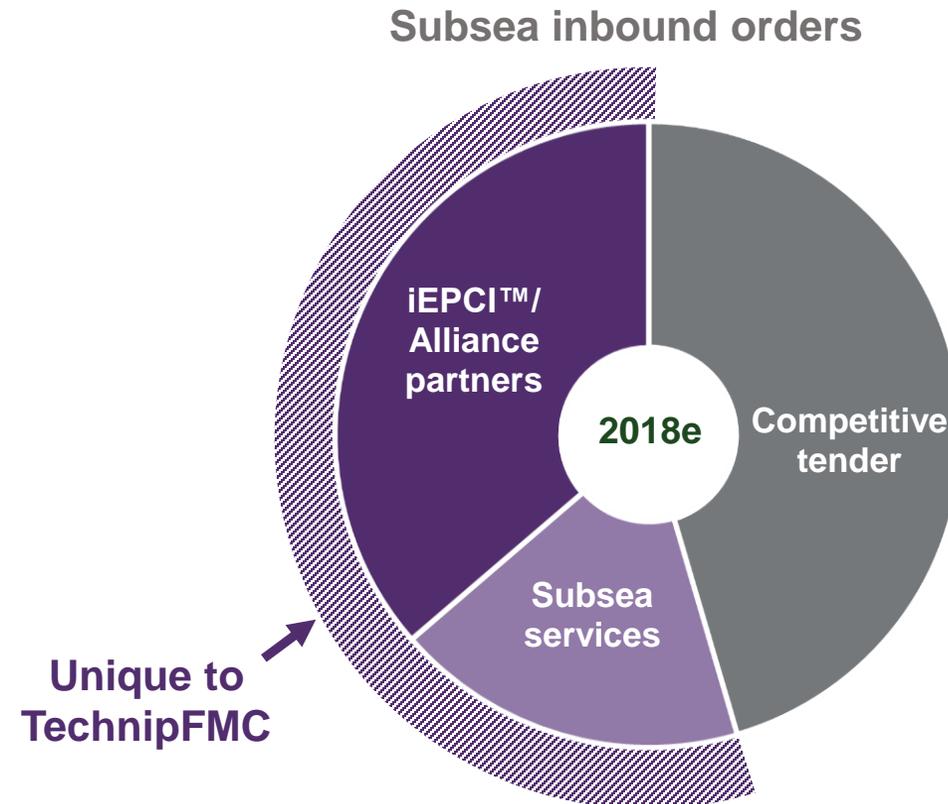
### ▶ New iEPCI™ project awards

- ▶ Energean Karish and Tanin
- ▶ LLOG Who Dat
- ▶ Shell Gumusut Phase 2

### ▶ Subsea services

- ▶ Confidence in revenues of ~\$1 billion
- ▶ iLoF™ well intervention with Island Offshore

iLoF™ = integrated life of field services



# Growth potential driven by new technologies

## Magma Strategic Collaboration Agreement

- ▶ Magma's composite technology accelerates development of next generation Hybrid Flexible Pipe (HFP)
- ▶ HFP will complete our Subsea 2.0™ product offering (tree, control system, manifold, and flexible pipe)



### Higher corrosion tolerance

CO<sub>2</sub> and H<sub>2</sub>S resistance  
**100x improvement**

### Automated manufacturing

Cost reduction\*  
**25%**

### More efficient installation

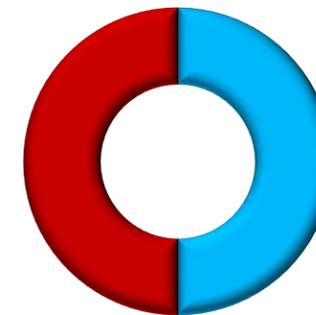
Weight reduction\*  
**60%**

*\*data obtained on typical 8inch UDW application*

## Subsea 2.0™

- ▶ Subsea 2.0™ components have been included in 50% of 2018 FEED studies
- ▶ Received first order for next generation automation and control system

■ Subsea 2.0™ ■ Other



FEED Studies Incorporating  
Subsea 2.0™ Technologies  
*January 2018 YTD*

# Growth potential driven by market leadership

## LNG leadership

**90** Mtpa  
Global production  
delivered

**>20%**  
Of operating LNG  
capacity<sup>(1)</sup>

**7.8** Mtpa  
World's largest LNG  
trains delivered

### ▶ 50 year track record in LNG

- **World's first LNG** Algeria (1964)
- **World's largest LNG trains** Qatar
- **Largest Arctic project** Yamal

### ▶ Pioneer in floating LNG (FLNG)

- **World's first** FLNG delivered  
Petronas Satu in Malaysia
- **World's largest** floating vessel  
Shell Prelude in Australia
- **New frontier**  
Eni Coral in Mozambique



## Differentiation

- ▶ An **integrated offering** from wellhead to LNG loading
- ▶ **Diversity in scale and technology**
  - Solutions for remote locations; **modularization methodology**
  - Growing technology portfolio: loading arms, heat exchangers
- ▶ **Presence in all regions** with large gas reserves
  - Middle East
  - Russian Arctic
  - East/West Africa
  - North America
- ▶ **Next generation LNG/FLNG**
  - Economic solutions for large scale reserves

<sup>(1)</sup> Percentage is based on 71.5 / 340.2 Mtpa (million tonnes per annum) of TechnipFMC / industry operating capacity as of December 31, 2017; source: IHS.

# TechnipFMC: Transforming to deliver new avenues for growth

## **2017 was a transformational year for TechnipFMC**

- ▶ Strong financial performance driven by robust project execution
- ▶ \$450m synergy target ahead of plan; remaining \$250m of run-rate savings to be realized by end of 2019
- ▶ Flexibility to both invest and distribute capital; initiated quarterly dividend and share repurchase

## **Growth potential driven by new business model, industry leadership, and new technologies**

- ▶ iEPCI™ market penetration continues; integrated awards growing in size and scope
- ▶ New technologies drive new growth opportunities – composite materials, Subsea 2.0™
- ▶ Leveraging leadership positions in gas monetization to capitalize on growing demand for natural gas