



# Investor Relations Overview

November 2020

# Disclaimer

## Forward-looking statements

This communication contains “forward-looking statements” 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. Words such as “guidance,” “confident,” “believe,” “expect,” “anticipate,” “plan,” “intend,” “foresee,” “should,” “would,” “could,” “may,” “will,” “likely,” “predicated,” “estimate,” “outlook” and similar expressions are intended to identify forward-looking statements, which are generally not historical in nature.

Such forward-looking statements involve significant risks, uncertainties and assumptions that could cause actual results to differ materially from our historical experience and our present expectations or projections, including the following known material factors: risks associated with disease outbreaks and other public health issues, including the coronavirus disease 2019 (“COVID-19”), their impact on the global economy and the business of our company, customers, suppliers and other partners, changes in, and the administration of, treaties, laws, and regulations, including in response to such issues and the potential for such issues to exacerbate other risks we face, including those related to the factors listed or referenced below; risks associated with our ability to consummate our proposed separation and spin-off; unanticipated changes relating to competitive factors in our industry; demand for our products and services, which is affected by changes in the price of, and demand for, crude oil and natural gas in domestic and international markets; our ability to develop and implement new technologies and services, as well as our ability to protect and maintain critical intellectual property assets; potential liabilities arising out of the installation or use of our products; cost overruns related to our fixed price contracts or capital asset construction projects that may affect revenues; our ability to timely deliver our backlog and its effect on our future sales, profitability, and our relationships with our customers; our reliance on subcontractors, suppliers and joint venture partners in the performance of our contracts; our ability to hire and retain key personnel; piracy risks for our maritime employees and assets; the potential impacts of seasonal and weather conditions; the cumulative loss of major contracts or alliances; U.S. and international laws and regulations, including existing or future environmental regulations, that may increase our costs, limit the demand for our products and services or restrict our operations; disruptions in the political, regulatory, economic and social conditions of the countries in which we conduct business; risks associated with The Depository Trust Company and Euroclear for clearance services for shares traded on the NYSE and Euronext Paris, respectively; the United Kingdom’s withdrawal from the European Union; risks associated with being an English public limited company, including the need for “distributable profits”, shareholder approval of certain capital structure decisions, and the risk that we may not be able to pay dividends or repurchase shares in accordance with our announced capital allocation plan; compliance with covenants under our debt instruments and conditions in the credit markets; downgrade in the ratings of our debt could restrict our ability to access the debt capital markets; the outcome of uninsured claims and litigation against us; the risks of currency exchange rate fluctuations associated with our international operations; risks related to our acquisition and divestiture activities; failure of our information technology infrastructure or any significant breach of security, including related to cyber attacks, and actual or perceived failure to comply with data security and privacy obligations; risks associated with tax liabilities, changes in U.S. federal or international tax laws or interpretations to which they are subject; and such other risk factors as set forth in our filings with the U.S. Securities and Exchange Commission and in our filings with the Autorité des marchés financiers or the U.K. Financial Conduct Authority.

We caution you not to place undue reliance on any forward-looking statements, which speak only as of the date hereof. We undertake no obligation to publicly update or revise any of our forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise, except to the extent required by law.

# Contents

- 1 Q3 2020 Financial and operational highlights
- 2 Company overview

# Section 1:

## Q3 2020 Financial and operational highlights

# Strong third quarter results

## Winning

**\$2.2B**

Inbound orders

- ▶ 45% sequential growth in total Company inbound orders
- ▶ New project activity continues despite challenging environment

## Executing

**9.6%**

Adjusted EBITDA<sup>1</sup> margin

- ▶ Sequential improvement across all business segments
- ▶ Reflects stronger operational performance and greater benefit of cost savings

## Transforming

**100%**

Targeted savings achieved

- ▶ Early achievement of \$350+ million in run-rate savings
- ▶ Business model, innovative technologies and digital solutions to drive further gains

## Reaffirming full year 2020 guidance

<sup>1</sup>Adjusted EBITDA is a non-GAAP measure. Adjusted EBITDA as presented excludes the impact of charges and credits from continuing operations as identified in the reconciliation of GAAP to non-GAAP financial schedules included in the appendix.

# Resilient award activity

-  Subsea award
-  Technip Energies award
-  Surface Technologies award



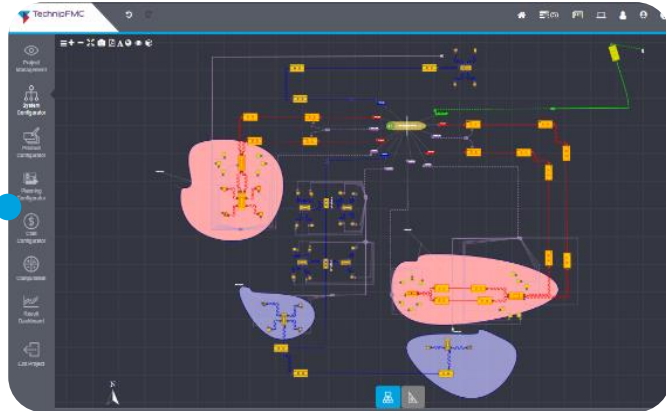
## Q3 award highlights

- ▶ 6 projects announced globally; \$2.8 billion aggregate contract value<sup>1</sup>
- ▶ Middle East growth opportunities; leveraging international strength of Surface Technologies
- ▶ Subsea orders of \$1.6 billion; confident in full-year order outlook of \$4 billion
- ▶ Subsea front-end engineering activity trending above expectations; 50% focused on iFEED™

<sup>1</sup>The Company is working with ANOPC to complete the remaining conditions precedent to enable project work to commence and will include the contract award in its inbound when all the requirements are fulfilled.  
<sup>2</sup>Inbound order was included in the Company's first half 2020 results.

# Accelerating our digital transformation

*Creating value for our clients and TechnipFMC throughout the project lifecycle*



## Subsea Studio™

- ▶ Transforming conventional concept, FEED and tendering phases into ultra-fast digital field development
- ▶ Built using open digital architecture and fully integrated with our suite of latest products and technologies

**70%**

FEED studies  
hosted on platform

Up to  
**50%**

Reduction in  
FEED cycle



## iComplete™

- ▶ Integrated completions pad provides simplification and greater efficiency, with digital automation and controls
- ▶ Digital integration enables operators to make evidenced-based decision throughout the process

**50%**

Fewer  
components

**30%**

Reduction in  
operating expenditures

# Business transformation

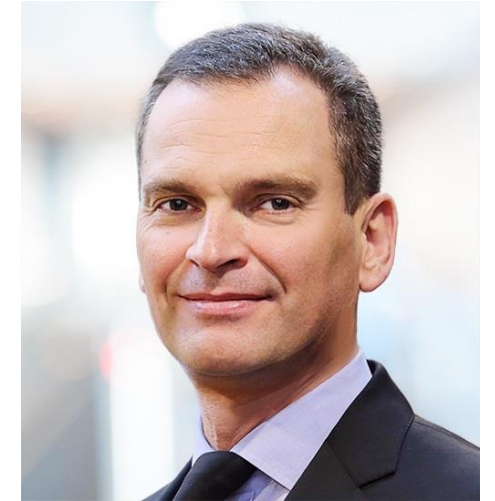
## Leadership – Seasoned professional

- ▶ Arnaud Pieton appointed President and CEO-elect of Technip Energies
- ▶ Member of Executive Leadership Team since formation of TechnipFMC
- ▶ Aligned on business strategy; committed to realizing a successful future for Technip Energies

**22 years** of industry experience

**15+ years** with TechnipFMC; **ELT member** since merger

Most recently served as **President Subsea**



**McPhy**  
Driving  
clean energy  
forward

## Energy Transition – Green hydrogen

- ▶ Strategic collaboration and equity investment with McPhy to accelerate development of green hydrogen
- ▶ McPhy is a Paris-listed leading manufacturer and supplier of green hydrogen production and distribution equipment
- ▶ Developing large scale and competitive green hydrogen solutions through joint technology development and project implementation



# Q3 2020 Company results

## Key highlights

- ▶ Cash flow from operations of \$168 million, free cash flow of \$95 million in the quarter
- ▶ Achieved full-year targeted run-rate savings of more than \$350 million, ahead of schedule
- ▶ Adjusted EBITDA improved sequentially across all segments, driven by strong project execution and cost reduction activities

**Revenue of \$3.3 billion**

**Adjusted EBITDA of \$321 million**

**Free cash flow of \$95 million**

**Backlog of \$19.6 billion**

## Q3 2020 EPS walk

	\$ millions		\$ / share	
<b>GAAP net income, as reported</b>	\$	(3.9)	\$	(0.01)
Charges and credits, after-tax	\$	76.1	\$	0.17
<b>Adjusted net income, as reported</b>	<b>\$</b>	<b>72.2</b>	<b>\$</b>	<b>0.16</b>
Other items impacting results:				
<i>Foreign exchange (F/X) gains, after-tax</i>	\$	(7.0)	\$	(0.02)
<i>Increased liability payable to JV partners (MRL<sup>1</sup>)</i>	\$	61.9	\$	0.14

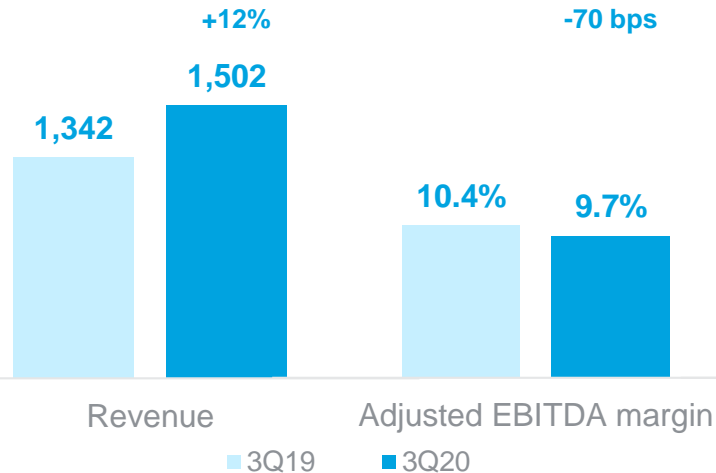
*Company does not provide guidance for F/X or MRL which together unfavorably impacted results by \$0.12 per share*

<sup>1</sup>MRL = Mandatorily redeemable financial liability

# Q3 2020 Segment results

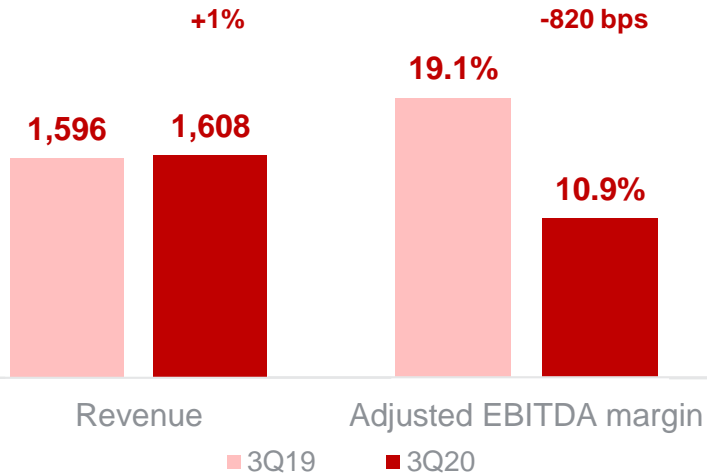
## Subsea

USD, in millions



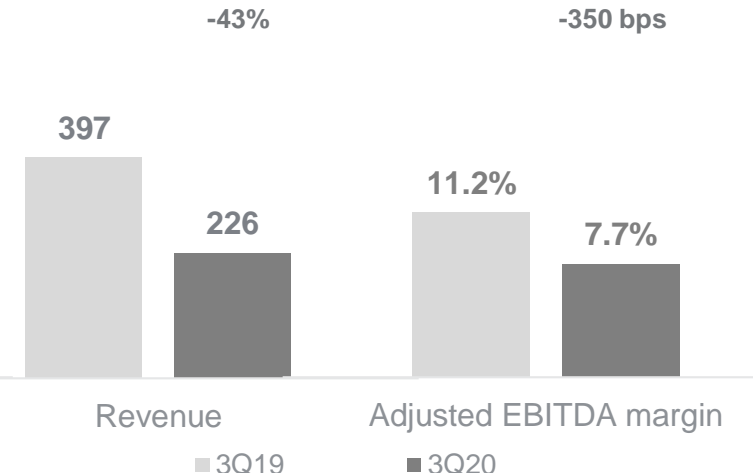
## Technip Energies

USD, in millions



## Surface Technologies

USD, in millions



### Operational highlights

- ▶ Revenue increased 12%: driven by continued strong execution of our backlog; project activity was most significant in the United States, Norway and Africa
- ▶ Adjusted EBITDA margin decreased 70 bps to 9.7%: higher activity and the benefits of our cost reduction initiatives were partially offset by the COVID-19 related inefficiencies
- ▶ Inbound orders of \$1.6 billion; book-to-bill of 1.1; period-end backlog at \$7.2 billion

### Operational highlights

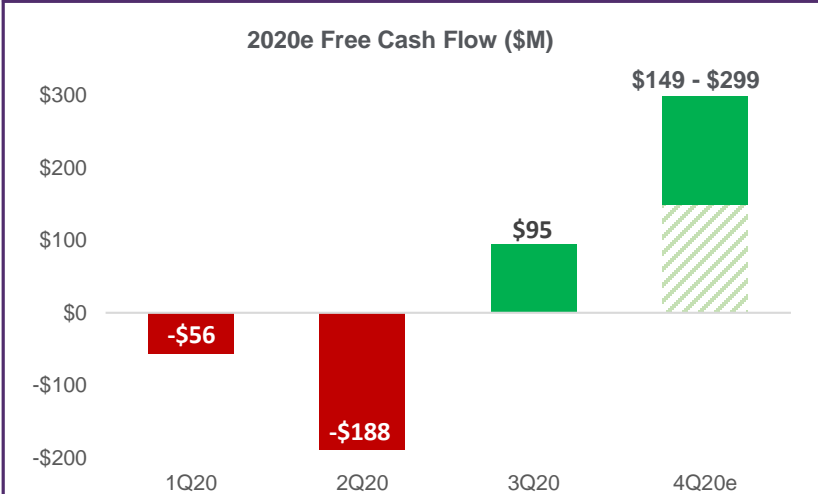
- ▶ Revenue increased 1%: benefited from the continued ramp-up of Arctic LNG 2 and higher activity on downstream projects, offsetting the anticipated decline in revenue from Yamal LNG
- ▶ Adjusted EBITDA margin decreased 820 bps to 10.9%: reduced contribution from Yamal LNG and lower margin realization on early phase projects, including Arctic LNG 2
- ▶ Inbound orders of \$413 million; book-to-bill of 0.3; period-end backlog at \$12.1 billion

### Operational highlights

- ▶ Revenue decreased 43%: sharp reduction in operator activity in North America; revenue outside of North America displayed resilience, with a more modest decline
- ▶ Adjusted EBITDA margin decreased 350 bps to 7.7%: lower activity in North America driven by decline in rig count and completions-related activity, partially offset by cost reduction actions
- ▶ Inbound orders of \$208 million; book-to-bill of 0.9; period-end backlog at \$369 million

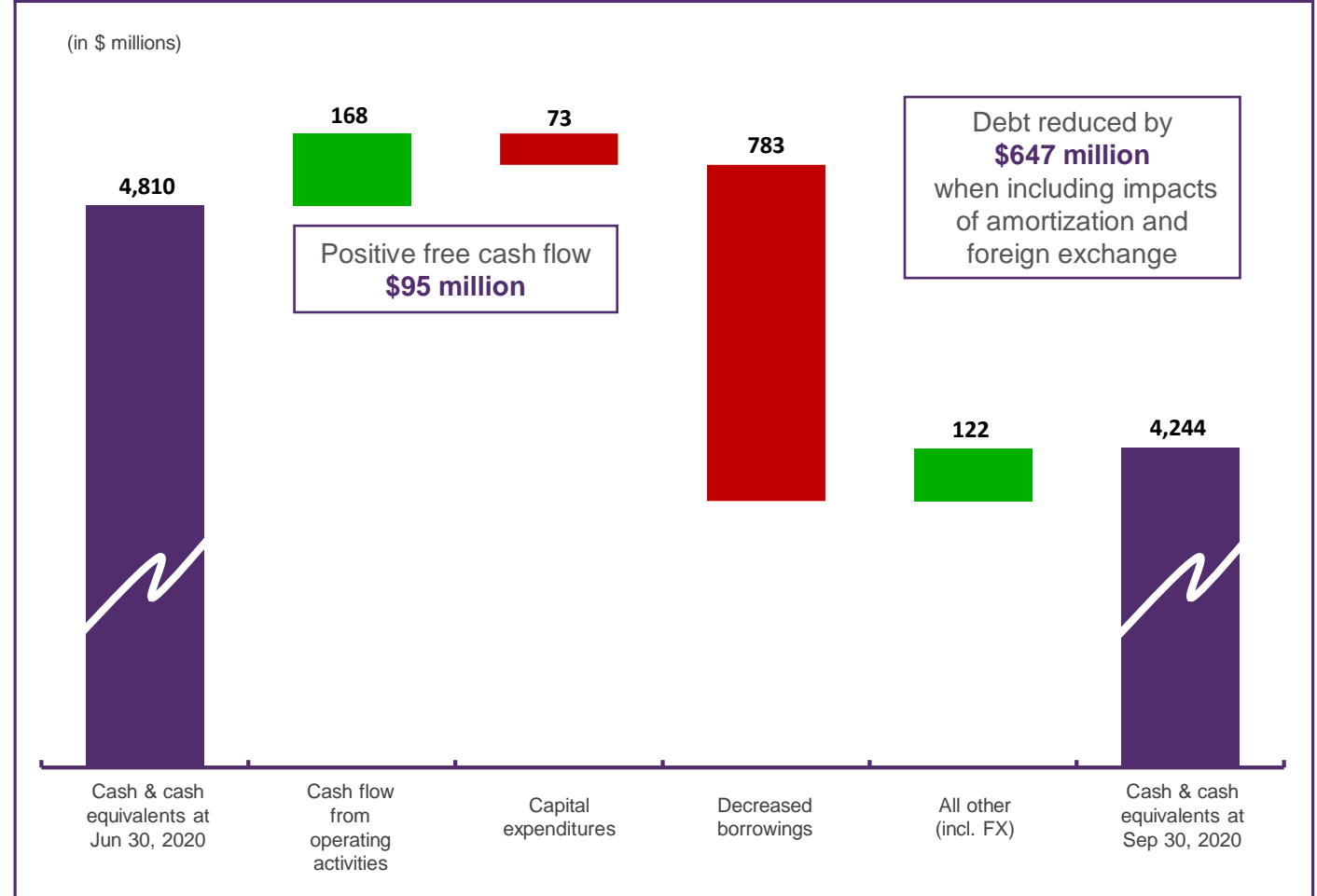
# Q3 2020 cash flow

## Q3 2020 Items of note



- ▶ **Positive free cash flow of \$95 million**
  - Increased \$283 million sequentially; maintain full-year guidance of neutral to \$150 million
- ▶ **Capital expenditures of \$73 million**
  - Decreased \$21 million sequentially; maintain full-year guidance of \$300 million
- ▶ **Net cash increased \$81 million**
  - Increased net cash position to \$384 million sequentially; includes significant debt reduction

## Q3 2020 Cash flow walk



# Summary

- ▶ **Strong operational results – all segments delivered sequential improvement in adjusted EBITDA margin**
- ▶ **Total Company inbound orders of \$2.2 billion – sequential growth in Subsea backlog**
- ▶ **Achieved targeted run-rate savings of more than \$350 million – ahead of schedule**
- ▶ **Significant debt reduction – focused on balance sheet management**
- ▶ **Operational momentum continues – expect further sequential improvement in net cash**

# Section 2: Company overview

# TechnipFMC snapshot

1

Integrated solutions provider for the oil and gas industry

2

Stock exchange listings – NYSE and Euronext Paris

>75%

Total company revenue outside of U.S.<sup>1</sup>

\$13B

Total company revenue<sup>2</sup>

\$20B

Total company backlog<sup>3</sup>

\$4B

Total company cash balance<sup>4</sup>

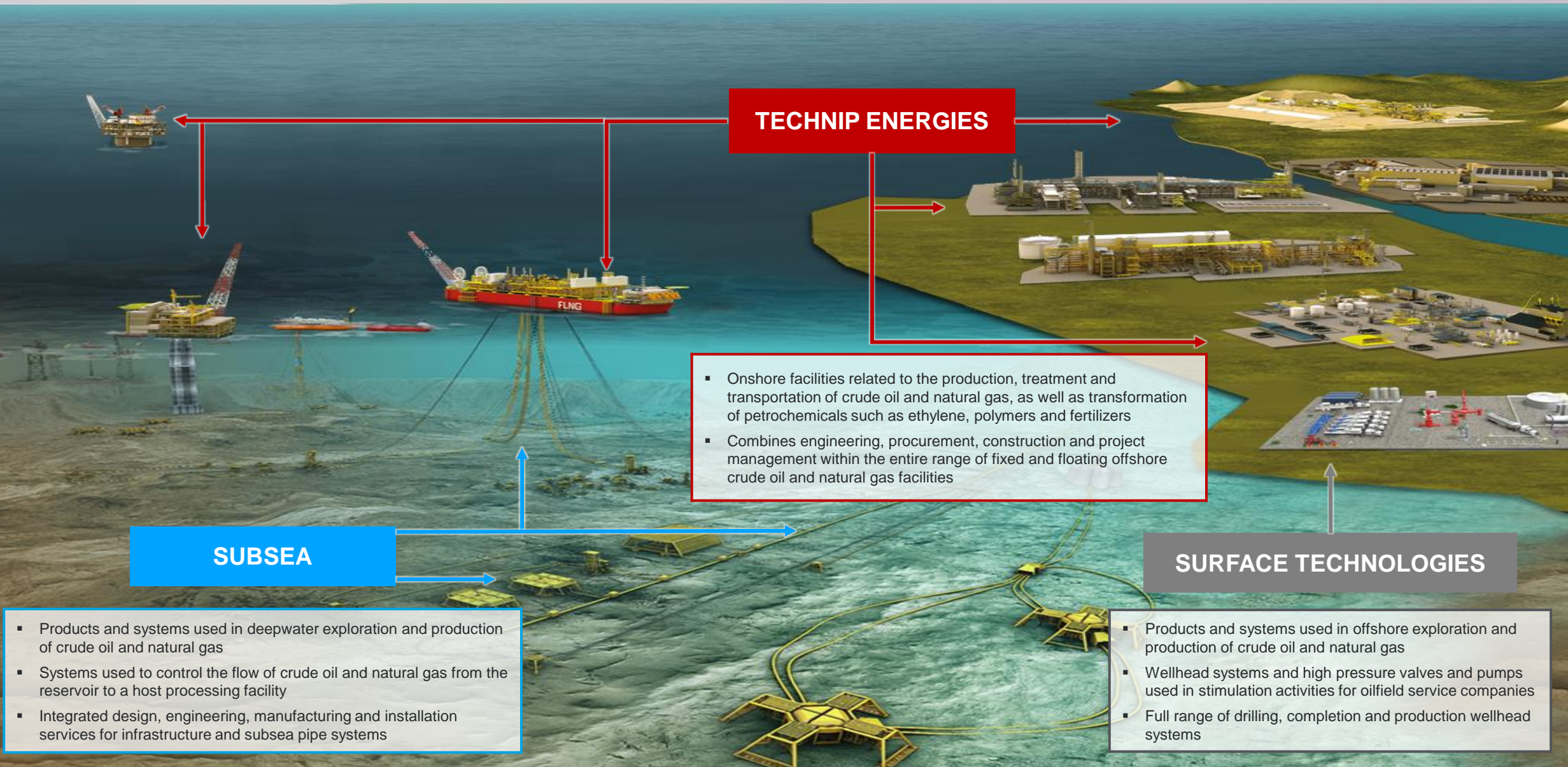
<sup>1</sup> Trailing four quarters revenue as of September 30, 2020. Source: FTI Internal analysis.

<sup>2</sup> Trailing four quarters revenue as of September 30, 2020. Source: Form 10-Q filed on November 2, 2020; Form 10-K filed on March 3, 2020; Form 10-Q filed on November 12, 2019.

<sup>3</sup> Backlog as of September 30, 2020; Source: Form 10-Q filed on November 2, 2020.

<sup>4</sup> Cash and cash equivalents as of September 30, 2020; Source: Form 10-Q filed on November 2, 2020.

# Broadest portfolio of solutions for the oil & gas industry



# Portfolio leverage to major energy platforms

## Subsea

### iEPCI™

Transforming subsea project economics



### Subsea 2.0™

Revolutionary product platform – simpler, leaner, smarter



### iLoF™

A growth engine



## LNG

**>105** Mtpa

Global production delivered



**7.8** Mtpa

World's largest LNG trains delivered



**>20%**

Of operating LNG capacity<sup>1</sup>



## Unconventional

### Product reliability

Leading positions in several products



### Technology

Extending asset life and improving returns



### Integrated offering

\$1m savings per well; unique growth platform



<sup>1</sup> Percentage is based on 88.0 / 382.2 Mtpa (million metric tons per annum) of TechnipFMC / industry operating capacity as of December 31, 2018; source: IHS, TechnipFMC.

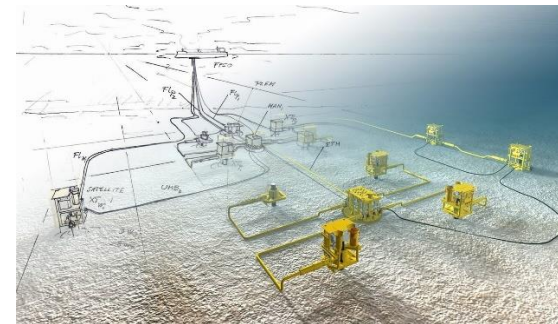


# Subsea competitive strengths

Market leading positions built upon innovation and deep industry knowledge

Differentiated offering of integrated products, services: iFEED™, iEPCI™ and iLoF™

Technology advancements to drive greater efficiency and simplification



FEED Studies

Subsea Production Systems

Flexibles

Umbilicals

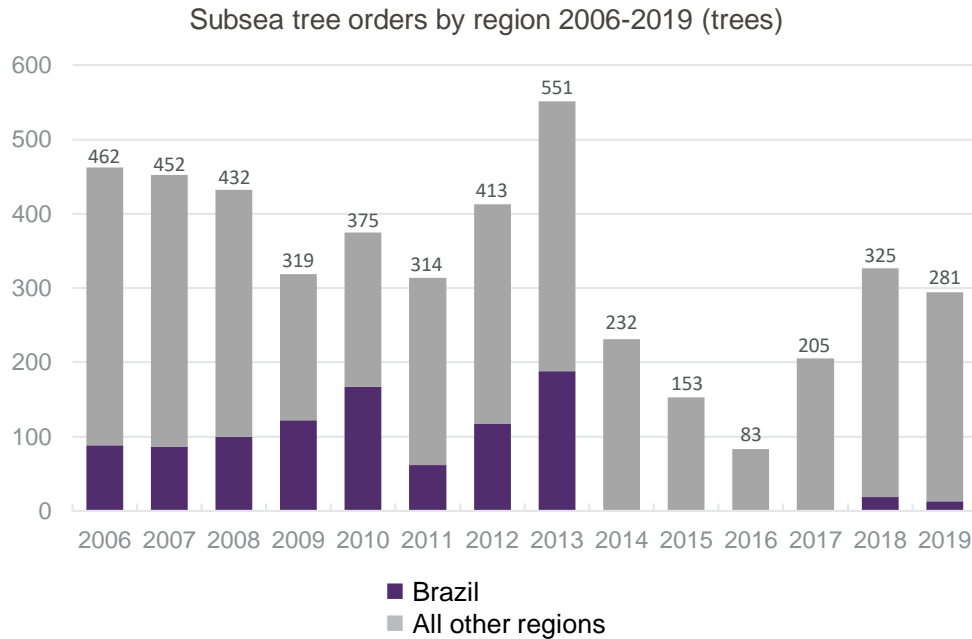
Installation

iEPCI™

Field Services

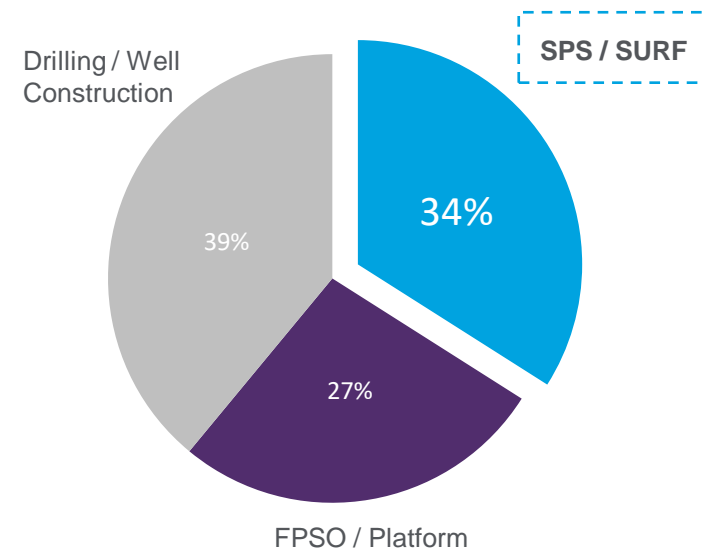
# SPS / SURF - critical components of offshore development

**Oil & gas industry has strong history of subsea tree orders**



Source: Wood Mackenzie, March 2020

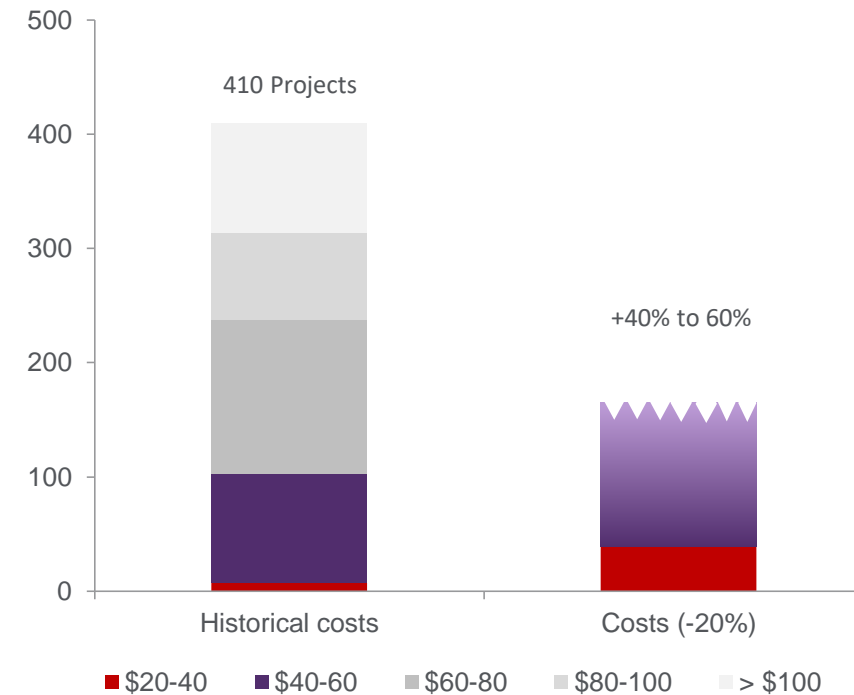
**SPS / SURF is one of the largest components of project costs**



Source: Morgan Stanley Research, TechnipFMC Internal Analysis

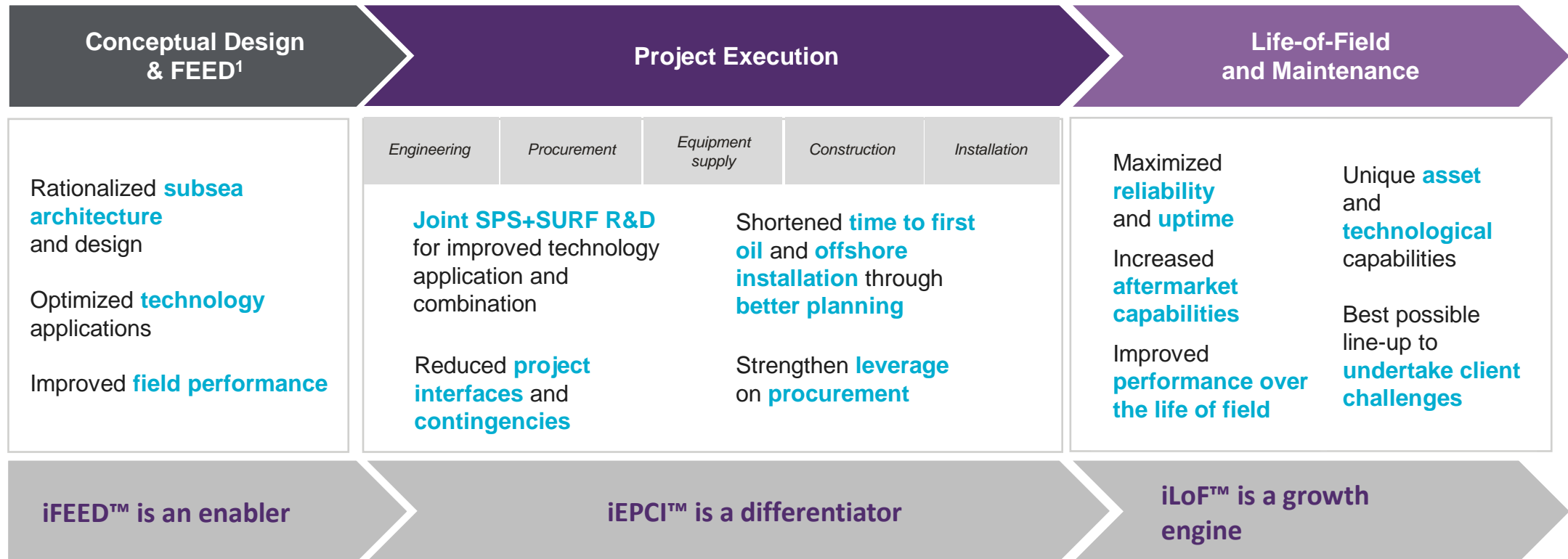
# Improving project economics for deepwater projects

- ▶ More than 400 deepwater discoveries have yet to be developed
- ▶ Good progress on deepwater cost reductions with potential for additional savings
- ▶ Standardization, technology and strong project execution can deliver sustainable savings
- ▶ Integrated business model can reduce costs of SPS/SURF scope



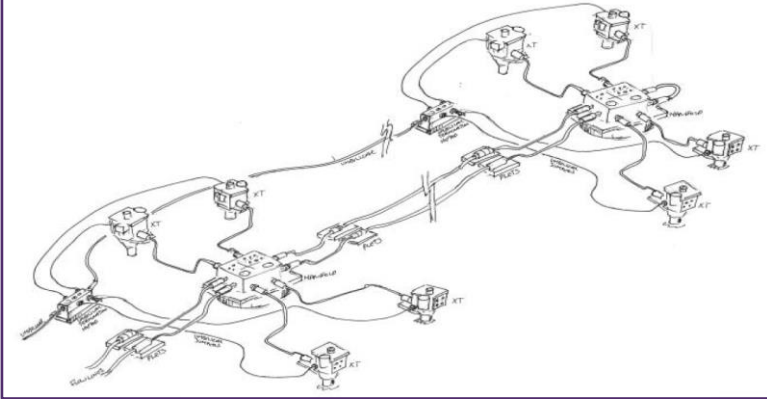
Source: Wood Mackenzie, Rystad

# Subsea offers a full suite of capabilities

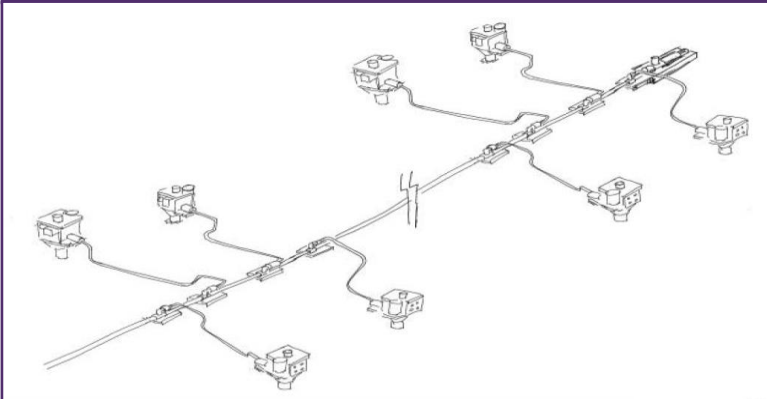


# Subsea – integrated approach redefining subsea project economics

## Traditional approach



## Subsea 2.0™ an enabler to iEPCI™



## Enhancements

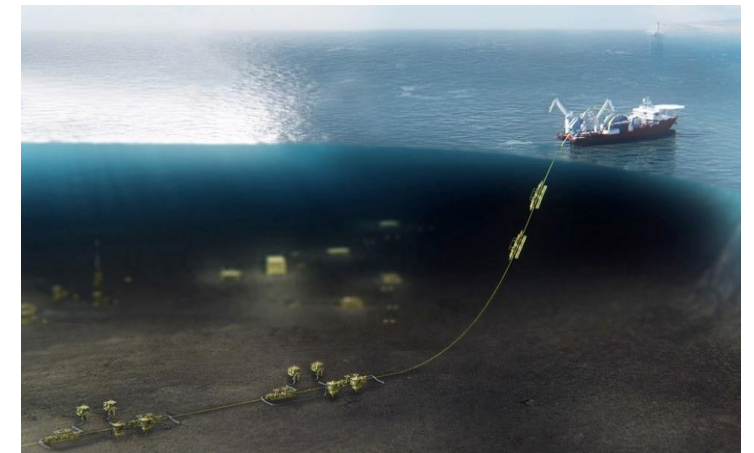
- ▶ One global contractor
- ▶ Integrated procurement
- ▶ Optimized subsea architecture
- ▶ Fewer subsea production system interfaces
- ▶ Reduced flowline and riser lengths
- ▶ Less complexity through reduced part counts

## Key benefits

- ▶ **Reduced** material costs
- ▶ **Simplified** equipment set-up
- ▶ **Optimized** flow assurance
- ▶ **Reduced** installation phase
- ▶ **Accelerated** time to first oil

**A field design incorporating Subsea 2.0™ and iEPCI™ can remove over half of the subsea structures while maintaining the same field operability**

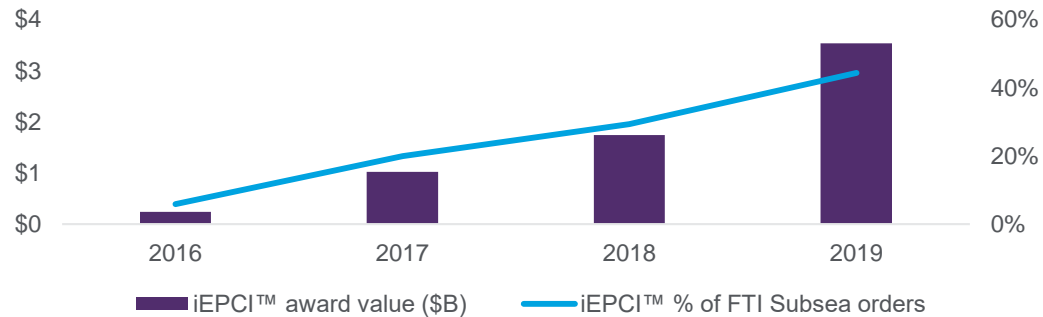
# Subsea – making subsea short-cycle with Subsea 2.0™ + iEPCI™



**TechnipFMC is changing the subsea paradigm from a long-cycle to a short-cycle business, using Subsea 2.0™ and a truly integrated approach (iEPCI™) to field development**

# iEPCI™ – The industry standard

## iEPCI™ is a structural transformation



- Widespread adoption of integrated model across regions and clients
- Integrated awards a growing proportion of Subsea order inbound
- iEPCI™ provides a differentiated growth engine for TechnipFMC

## iEPCI™ acceleration

**\$3B+**

iEPCI™  
projects awarded  
in 2019

**6**

Repeat  
iEPCI™  
customers

**5**

New  
iEPCI™  
alliances

- iFEED™ conversion drives iEPCI™ momentum
- iEPCI™ >40% of TechnipFMC Subsea orders in 2019
- Expanding the iEPCI™ reach with new customers and alliances

# Unique drivers of revenue growth

## Subsea Services



Installation services



Asset integrity services



Intervention services

- Diversified revenue base of approximately \$1 billion
- Resilient, margin-accretive aftermarket services
- Service potential on ~50% of subsea installed base

## Alliance partners



- Long-term, mutually beneficial relationships
- iEPCI™ alliances utilize full integrated offering
- Exclusive alliances result in direct awards



# Technology leadership

## Integration technologies

Subsea 2.0™



iProduction™

Using differentiated technologies to bring significant additional value as part of an integrated system

## Digital and automation

NextGen  
subsea controls



Surface production  
automation

Applying Subsea digital and automation technologies to transform Surface Technologies

## Robotics

Precision  
robotics for ROV



Subsea  
mechatronics

Utilizing mechatronics to transform subsea production system via robotic and mechanical systems integration

# Technip Energies competitive strengths

A market leader, notably in the areas of gas and downstream

Balanced portfolio of projects, clients, geographies, and contracts

Mega-project capability, world class execution



Offshore

Onshore

Fixed Platforms	Floating Platforms	FLNG	LNG	Ethylene	Refining	Petrochemicals
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# Well-positioned for the energy transition

*Gas and green chemistry – a platform for sustainable growth*

## Gas

*A fundamental role to play in the transition*

## Green Chemistry

*A structural growth opportunity*

Gas Processing Top 3

LNG Leader

FLNG Leader

Petrochemicals Top 3

Biological Components → Biofuels  
Biopolymers

Circular Chemistry → Plastics  
Waste to Fuel

Brown to Green Chemistry → Hydrogens to  
Chemicals

**Gas-enabled transition requires significant infrastructure**

**Market to triple over the next 10 Years<sup>1</sup>**

1. Source: TechnipFMC, McKinsey & Company Energy Insights: Global Energy Perspective, January 2019

# Technip Energies – differentiated growth opportunities

## Process Technologies / PMC

### ▶ Rising demand for petrochemicals

- Favorable feedstock to product differentials
- Technology definition and selection activity
- 2nd wave of ethylene crackers emerging



### ▶ Process Technologies

- Ethylene
- Hydrogen
- Fluid catalytic cracking (FCC)



### ▶ Portfolio expansion

- Epicerol
- KEM ONE alliance on vinyls

### ▶ Project management consultancy (PMC)

- Reimbursable opportunities



## LNG

### ▶ Improving market dynamics

- Rising FEED activity
- Increasing tendering opportunities
- Greenfield and brownfield projects



### ▶ Awards awaiting customer FID

- Sempra Energia Costa Azul
- Rovuma LNG



### ▶ Execution

- Yamal
- Coral FLNG
- Novatek-led Arctic LNG



### ▶ Adjacent opportunities

- Gas FPSO

# Growth potential driven by LNG market leadership

## Market leadership

**105** Mtpa

Global production delivered

**>20%**

Of operating LNG capacity

**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*

## Diversity in projects and technologies



### Pioneer in modularization

- Onshore LNG trains on an unprecedented scale
- Greater cost and schedule certainty in extreme locations



### Next generation mid-scale LNG

- Economic solutions for smaller reserves (1-3 Mtpa)
- Standardized, modularized design enables repeatability



### Pioneer in next generation FLNG

- Liquefaction engineered for minimal footprint
- Split construction to minimize module integration

# A diversified pure-play with extensive capabilities

## Projects

- LNG
- Floating LNG
- Fixed and floating platforms
- Gas monetization
- Refining
- Ethylene, petrochemicals



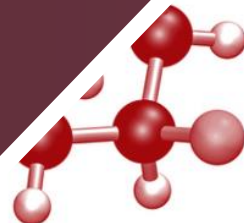
## Services

- Feasibility studies
- Consulting
- Project management consultancy



## Process Technology

- Ethylene
- Hydrogen
- Oil refining
- Petrochemicals, polymers
- Gas monetization
- Renewables



## Products

- Cryogenic loading arms
- Reformers, heat exchangers
- Furnaces



# Surface Technologies competitive strengths

Leading market positions in several niche product offerings

Delivering technology that extends asset life, improves returns

Integrated offering delivers up to \$1m in savings per well, creates unique growth platform



Wellhead



Flowline



Stimulation, Flowback and Pumps



Midstream

Drilling

Completion

Production

# Comprehensive offering – from concept to project delivery and beyond

**A unique global leader in oil and gas projects, technologies, systems and services**

## Subsea

### Subsea products

- ▶ Trees, manifolds, control, templates, flowline systems, umbilicals & flexibles
- ▶ Subsea processing
- ▶ ROVs and manipulator systems

### Subsea projects

- ▶ Field architecture, integrated design
- ▶ Engineering, procurement

### Subsea services

- ▶ Drilling systems
- ▶ Installation using high-end fleet
- ▶ Asset management & production optimization
- ▶ Field IMR and well services

## Technip Energies

Project management, proprietary technology, equipment and early studies to detailed design

### ▶ Offshore

Fixed platforms (jackets, self-elevating platforms, GBS, artificial islands) and floating facilities (FPSO, semi submersibles, Spar, TLP, FLNG)

### ▶ Onshore

Gas monetization, refining, petrochemicals, onshore pipelines, furnaces, mining and metals

### ▶ Services

Project management consultancy, process technologies, front-end

## Surface Technologies

- ▶ Drilling, completion and production wellhead equipment, chokes, compact valves, manifolds and controls
- ▶ Treating iron, manifolds, and reciprocating pumps for stimulation and cementing
- ▶ Advanced separation and flow-treatment systems
- ▶ Flow metering products and systems
- ▶ Installation and maintenance services
- ▶ Frac-stack and manifold rental and operation services
- ▶ Flowback and well testing services



# Appendix

# Glossary

<b>Term</b>	<b>Definition</b>
Bcm	Billion Cubic Meters per Annum
CAGR	Compound Annual Growth Rate
E&C	Engineering and Construction
FID	Final Investment Decision
FLNG	Floating LNG
F/X	Foreign exchange
GOM	Gulf of Mexico
HP/HT	High Pressure / High Temperature
HSE	Health, Safety and Environment
iEPCI™	Integrated Engineering, Procurement, Construction and Installation
iFEED™	Integrated Front End Engineering and Design
iLOF™	Integrated Life of Field
LNG	Liquefied Natural Gas

<b>Term</b>	<b>Definition</b>
MMb/d	Million Barrels per Day
MRL	Mandatorily redeemable financial liability
Mtpa	Million Metric Tonnes per Annum
NAM	North America
RCF	Revolving credit facility
ROIC	Return on Invested Capital
ROV	Remotely Operated Vehicles
ROW	Rest of World

# 2020 Full-year financial guidance<sup>1</sup> *Updated October 21, 2020*

Subsea	Technip Energies	Surface Technologies
<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$5.3–5.6 billion</li> <li>▶ <b>EBITDA</b> margin at least 8.5% (excluding charges and credits)</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$6.3–6.8 billion</li> <li>▶ <b>EBITDA</b> margin at least 10% (excluding charges and credits)</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$950–1,150 million</li> <li>▶ <b>EBITDA</b> margin at least 5.5% (excluding charges and credits)</li> </ul>

*2020 segment guidance is reflective of new business perimeters previously announced in 2019.*

*Businesses with ~\$120 million of revenue in 2019, most of which was in Surface Technologies, are now included in Technip Energies guidance for 2020.*

## TechnipFMC

- ▶ **Corporate expense, net** \$130 – 150 million
- ▶ **Net interest expense** \$80 – 90 million  
*(excluding the impact of revaluation of partners' mandatorily redeemable financial liability)*
- ▶ **Tax provision, as reported** \$80 – 90 million
- ▶ **Capital expenditures** approximately \$300 million
- ▶ **Free cash flow** \$0 – 150 million  
*(cash flow from operations less capital expenditures)*

**All segment guidance assumes no further material degradation from COVID-19 related impacts**

<sup>1</sup>Our guidance measures EBITDA margin (excluding amortization related impact of purchase price accounting, and other charges and credits), corporate expense, net, net interest expense (excluding the impact of revaluation of partners' mandatorily redeemable financial liability), and free cash flow are non-GAAP financial measures. We are unable to provide a reconciliation to a comparable GAAP measure on a forward-looking basis without unreasonable effort because of the unpredictability of the individual components of the most directly comparable GAAP financial measure and the variability of items excluded from such measure. Such information may have a significant, and potentially unpredictable, impact on our future financial results.

# Subsea opportunities in the next 24 months<sup>1</sup>

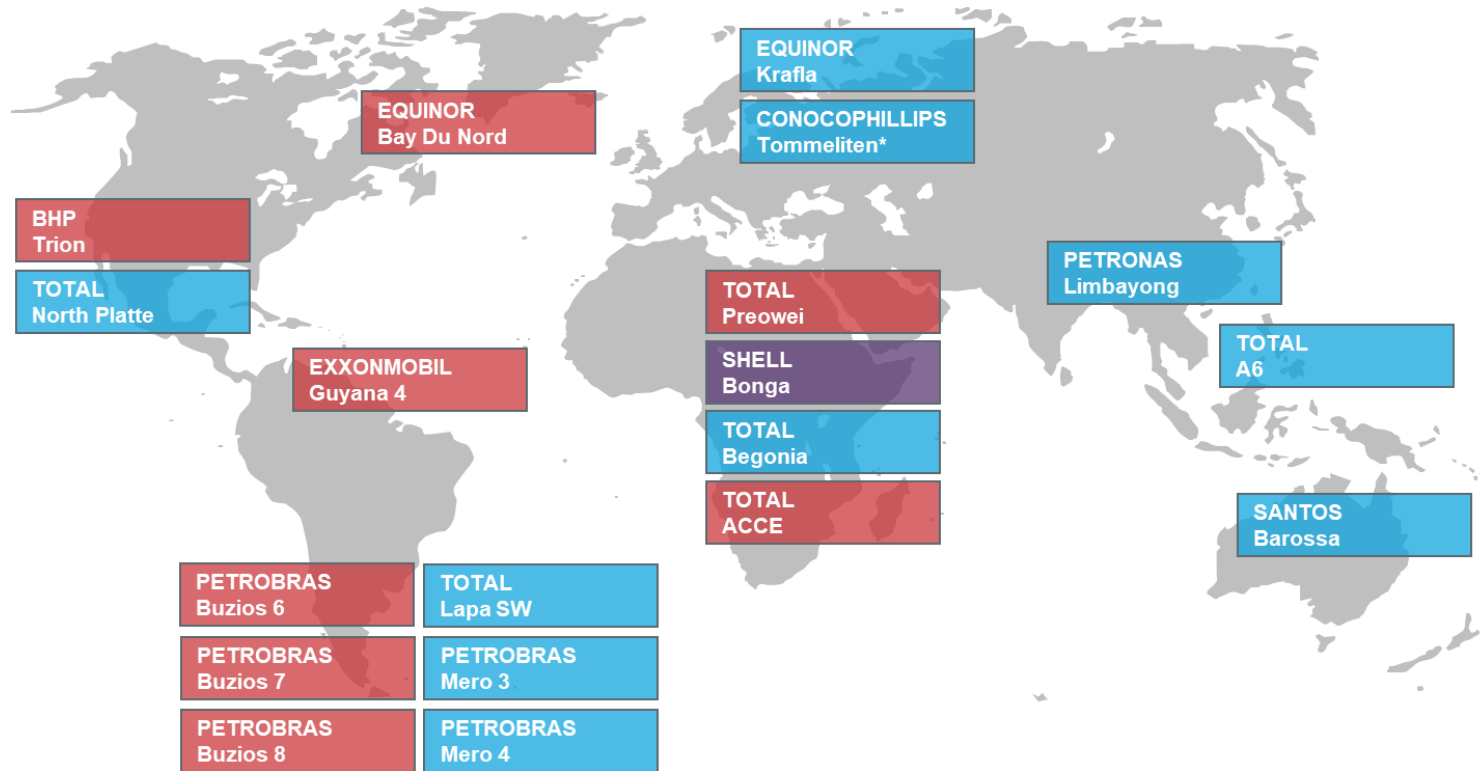
## PROJECT UPDATES

**Added**

- PETROBRAS Mero 4
- PETROBRAS Buzios 6
- PETROBRAS Buzios 8

**Removed**

- PETROBRAS Itapu\*
- PETROBRAS Mero 2
- EXXONMOBIL Payara



## Projects extended beyond 24 months

- PETRONAS Kelidang
- BP PAJ
- EXXONMOBIL Neptun Deep
- SHELL Gato Do Mato
- BP Tortue 2
- WOODSIDE Browse
- PETROBRAS Lula
- ENI Agogo Full Field

Value Range Legend:

- Blue: \$250M to \$500M
- Red: \$500M to \$1,000M
- Purple: above \$1,000M

<sup>1</sup>October 2020 update; project value ranges reflect potential subsea scope

\* Value of remaining scope is less than \$250M

# Financial disclosures – Yamal LNG

## Project disclosure data

**TechnipFMC plc and Consolidated Subsidiaries**  
**Business Segment Data for Yamal LNG Joint Venture**  
(In millions, unaudited)

	September 30, 2020	June 30, 2020
Contract liabilities	\$ 963.8	\$ 1,096.9
Mandatorily redeemable financial liability	281.7	219.8

	Three Months Ended September 30, 2020	Three Months Ended June 30, 2020
Cash required by operating activities	\$ (17.2)	\$ (20.7)
Settlements of mandatorily redeemable financial liability	-	(131.1)

Source: Q3 2020 earnings release schedules (Exhibit 7)

## Additional items of note

- ▶ Expect Yamal LNG revenue contribution of \$400 – 500 million in 2020

## Contract liabilities structure

**Reduction in contract liabilities: \$133m**

*June 30, 2020 to September 30, 2020*

*Payments to Vendors or JV partners*

**Vendor**  
*(cost)*

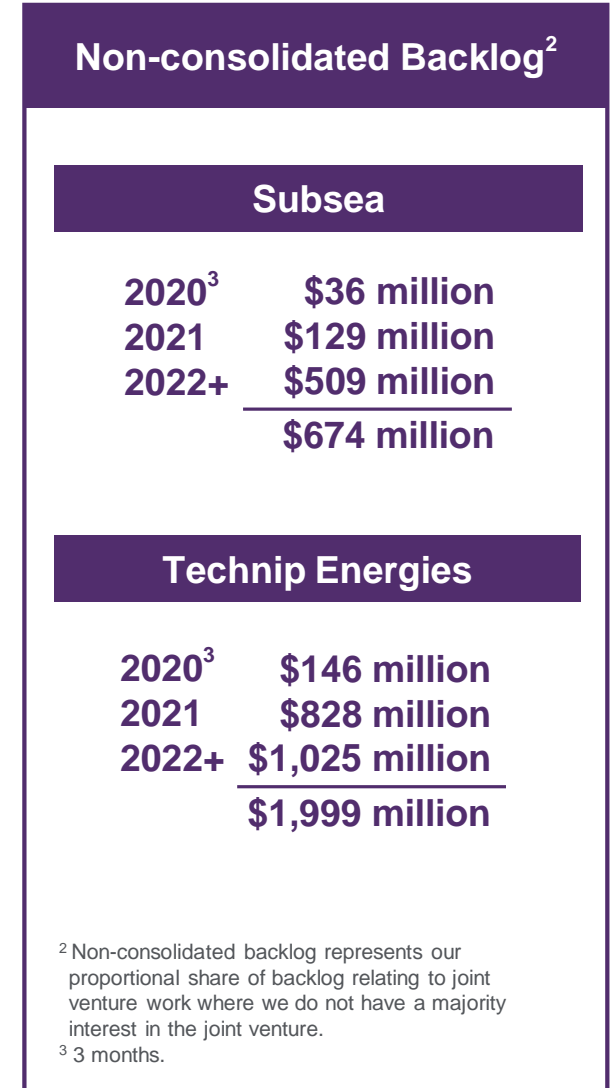
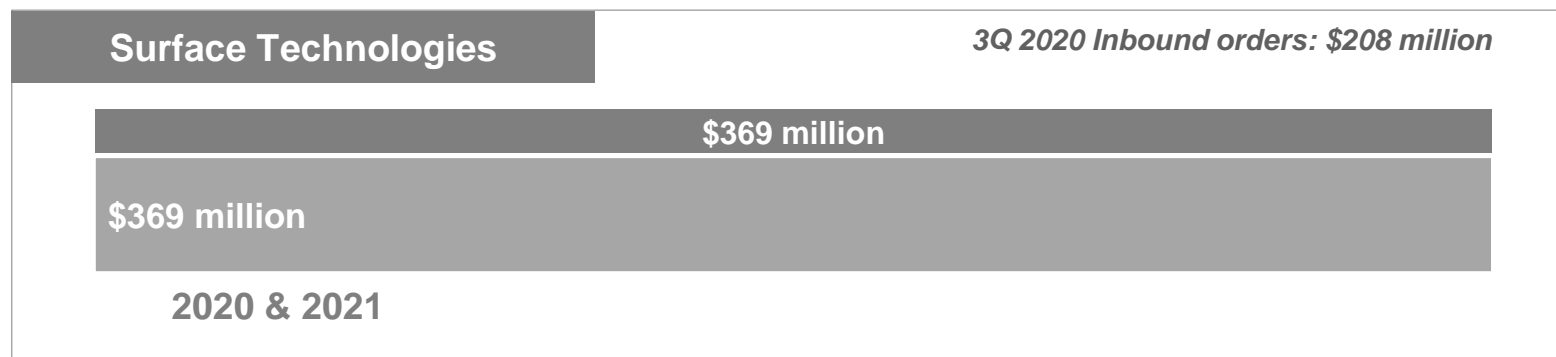
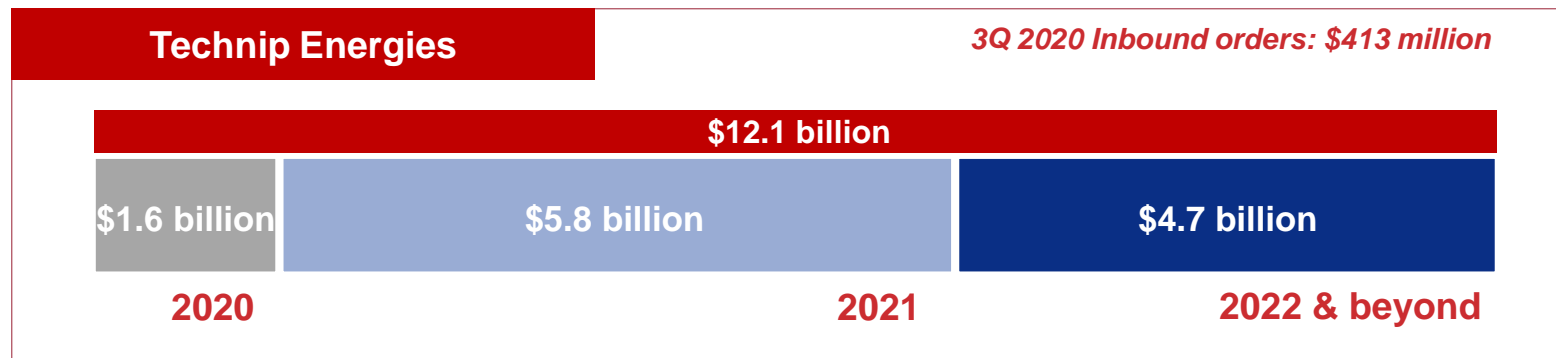
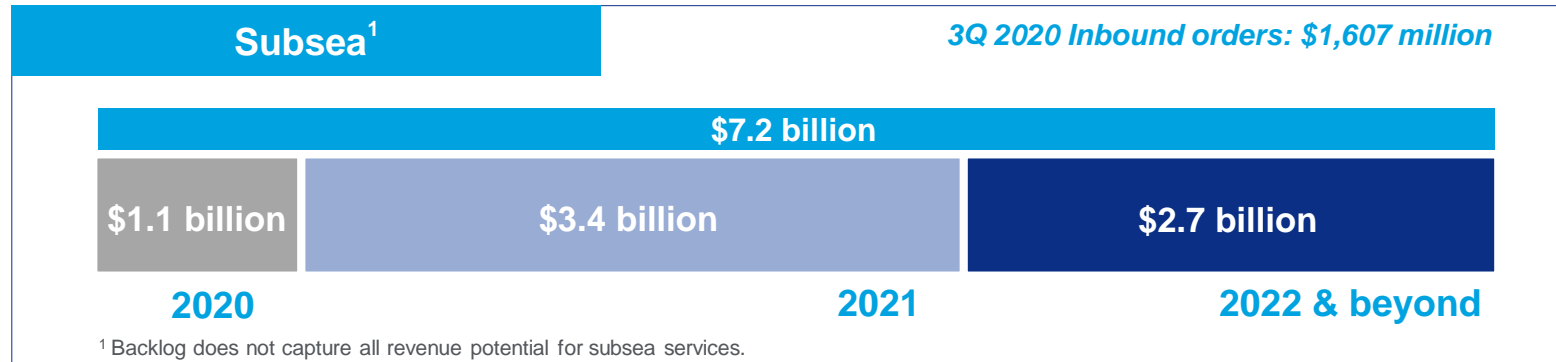
**Joint Venture**  
*(profit)*

*Continued strong execution will reduce project cost, increasing Joint Venture profit*

**50% TechnipFMC**  
*(remains with FTI)*

**50% JV partners**  
*(included in MRL)*

# Backlog visibility



# Select financial data

Revenue	Three Months Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	\$ 1,501.8	\$ 1,378.5	\$ 1,253.1	\$ 1,486.8	\$ 1,342.2
Technip Energies	\$ 1,608.2	\$ 1,538.3	\$ 1,547.7	\$ 1,832.4	\$ 1,596.3
Surface Technologies	\$ 225.7	\$ 241.7	\$ 329.5	\$ 407.6	\$ 396.6
Corporate and Other	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 3,335.7</b>	<b>\$ 3,158.5</b>	<b>\$ 3,130.3</b>	<b>\$ 3,726.8</b>	<b>\$ 3,335.1</b>

Adjusted EBITDA	Three Months Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	\$ 146.0	\$ 99.6	\$ 104.8	\$ 185.0	\$ 139.1
Technip Energies	\$ 174.5	\$ 162.6	\$ 167.1	\$ 259.7	\$ 304.2
Surface Technologies	\$ 17.3	\$ 8.3	\$ 24.5	\$ 55.9	\$ 44.4
Corporate and Other	\$ (16.6)	\$ (29.4)	\$ (76.2)	\$ (96.2)	\$ (108.5)
<b>Total</b>	<b>\$ 321.2</b>	<b>\$ 241.1</b>	<b>\$ 220.2</b>	<b>\$ 404.4</b>	<b>\$ 379.2</b>

Adjusted EBITDA Margin	Three Months Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	9.7%	7.2%	8.4%	12.4%	10.4%
Technip Energies	10.9%	10.6%	10.8%	14.2%	19.1%
Surface Technologies	7.7%	3.4%	7.4%	13.7%	11.2%
Corporate and Other					
<b>Total</b>	<b>9.6%</b>	<b>7.6%</b>	<b>7.0%</b>	<b>10.9%</b>	<b>11.4%</b>

Inbound Orders (1)	Three Months Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	\$ 1,607.1	\$ 511.7	\$ 1,172.1	\$ 1,172.3	\$ 1,509.9
Technip Energies	\$ 412.8	\$ 835.8	\$ 560.6	\$ 1,114.5	\$ 696.0
Surface Technologies	\$ 207.5	\$ 187.1	\$ 366.3	\$ 431.6	\$ 404.7
Corporate and Other					
<b>Total</b>	<b>\$ 2,227.4</b>	<b>\$ 1,534.6</b>	<b>\$ 2,099.0</b>	<b>\$ 2,718.4</b>	<b>\$ 2,610.6</b>

Order Backlog (2)	Period Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	\$ 7,218.0	\$ 7,085.3	\$ 7,773.5	\$ 8,479.8	\$ 8,655.8
Technip Energies	\$ 12,059.2	\$ 13,132.6	\$ 13,766.6	\$ 15,298.1	\$ 15,030.8
Surface Technologies	\$ 368.9	\$ 385.9	\$ 422.0	\$ 473.2	\$ 428.7
Corporate and Other					
<b>Total</b>	<b>\$ 19,646.1</b>	<b>\$ 20,603.8</b>	<b>\$ 21,962.1</b>	<b>\$ 24,251.1</b>	<b>\$ 24,115.3</b>

Book-to-Bill (3)	Three Months Ended				
	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Subsea	1.1	0.4	0.9	0.8	1.1
Technip Energies	0.3	0.5	0.4	0.6	0.4
Surface Technologies	0.9	0.8	1.1	1.1	1.0
Corporate and Other					
<b>Total</b>	<b>0.7</b>	<b>0.5</b>	<b>0.7</b>	<b>0.7</b>	<b>0.8</b>

(1) Inbound orders represent the estimated sales value of confirmed customer orders received during the reporting period.

(2) Order backlog is calculated as the estimated sales value of unfilled, confirmed customer orders at the reporting date.

(3) Book-to-bill is calculated as inbound orders divided by revenue.





**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**CASH AND CASH EQUIVALENTS**  
**(In billions, unaudited)**

	<u>September 30,</u> <u>2020</u>
Held by joint ventures	\$ 3.1
Operating cash and cash equivalents	1.1
Total cash and cash equivalents	<u>\$ 4.2</u>

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
(In millions, unaudited)

**Charges and Credits**

In addition to financial results determined in accordance with U.S. generally accepted accounting principles (GAAP), the third quarter 2020 Earnings Release also includes non-GAAP financial measures (as defined in Item 10 of Regulation S-K of the Securities Exchange Act of 1934, as amended) and describes performance on a year-over-year basis against 2019 results and measures. Net income, excluding charges and credits, as well as measures derived from it (including Diluted EPS, excluding charges and credits; Income before net interest expense and taxes, excluding charges and credits ("Adjusted Operating profit"); Depreciation and amortization, excluding charges and credits; Earnings before net interest expense, income taxes, depreciation and amortization, excluding charges and credits ("Adjusted EBITDA"); and net cash) are non-GAAP financial measures. Management believes that the exclusion of charges and credits from these financial measures enables investors and management to more effectively evaluate TechnipFMC's operations and consolidated results of operations period-over-period, and to identify operating trends that could otherwise be masked or misleading to both investors and management by the excluded items. These measures are also used by management as performance measures in determining certain incentive compensation. The foregoing non-GAAP financial measures should be considered by investors in addition to, not as a substitute for or superior to, other measures of financial performance prepared in accordance with GAAP. The following is a reconciliation of the most comparable financial measures under GAAP to the non-GAAP financial measures.

	Three Months Ended						
	September 30, 2020						
	Net income attributable to TechnipFMC plc	Net income (loss) attributable to non-controlling interests	Provision for income taxes	Net interest expense	Income before net interest expense and income taxes (Operating profit)	Depreciation and amortization	Earnings before net interest expense, income taxes, depreciation and amortization (EBITDA)
TechnipFMC plc, as reported	\$ (3.9)	\$ 10.3	\$ 22.5	\$ 91.8	\$ 120.7	\$ 108.5	\$ 229.2
Charges and (credits):							
Impairment and other charges	26.0	—	5.3	—	31.3	—	31.3
Restructuring and other charges	21.6	—	2.7	—	24.3	—	24.3
Direct COVID-19 expenses	28.5	—	7.9	—	36.4	—	36.4
Adjusted financial measures	<u>\$ 72.2</u>	<u>\$ 10.3</u>	<u>\$ 38.4</u>	<u>\$ 91.8</u>	<u>\$ 212.7</u>	<u>\$ 108.5</u>	<u>\$ 321.2</u>
Diluted earnings (loss) per share attributable to TechnipFMC plc, as reported	\$ (0.01)						
Adjusted diluted earnings per share attributable to TechnipFMC plc	\$ 0.16						

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
(In millions, unaudited)

**Charges and Credits**

In addition to financial results determined in accordance with U.S. generally accepted accounting principles (GAAP), the third quarter 2020 Earnings Release also includes non-GAAP financial measures (as defined in Item 10 of Regulation S-K of the Securities Exchange Act of 1934, as amended) and describes performance on a year-over-year basis against 2019 results and measures. Net income, excluding charges and credits, as well as measures derived from it (including Diluted EPS, excluding charges and credits; Income before net interest expense and taxes, excluding charges and credits ("Adjusted Operating profit"); Depreciation and amortization, excluding charges and credits; Earnings before net interest expense, income taxes, depreciation and amortization, excluding charges and credits ("Adjusted EBITDA"); and net cash) are non-GAAP financial measures. Management believes that the exclusion of charges and credits from these financial measures enables investors and management to more effectively evaluate TechnipFMC's operations and consolidated results of operations period-over-period, and to identify operating trends that could otherwise be masked or misleading to both investors and management by the excluded items. These measures are also used by management as performance measures in determining certain incentive compensation. The foregoing non-GAAP financial measures should be considered by investors in addition to, not as a substitute for or superior to, other measures of financial performance prepared in accordance with GAAP. The following is a reconciliation of the most comparable financial measures under GAAP to the non-GAAP financial measures.

	Three Months Ended						
	September 30, 2019						
	Net loss attributable to TechnipFMC plc	Net income (loss) attributable to non-controlling interests	Provision (benefit) for income taxes	Net interest expense	Income before net interest expense and income taxes (Operating profit)	Depreciation and amortization	Earnings before net interest expense, income taxes, depreciation and amortization (EBITDA)
TechnipFMC plc, as reported	\$ (119.1)	\$ 3.8	\$ 81.1	\$ 116.5	\$ 82.3	\$ 141.6	\$ 223.9
Charges and (credits):							
Impairment and other charges	126.1	—	0.2	—	126.3	—	126.3
Restructuring and other charges	12.3	—	1.7	—	14.0	—	14.0
Business combination transaction and integration costs	6.1	—	0.1	—	6.2	—	6.2
Separation costs	7.5	—	1.9	—	9.4	—	9.4
Legal provision, net	(0.6)	—	—	—	(0.6)	—	(0.6)
Purchase price accounting adjustment	6.5	—	2.0	—	8.5	(8.5)	—
Valuation allowance	15.0	—	(15.0)	—	—	—	—
Adjusted financial measures	<u>\$ 53.8</u>	<u>\$ 3.8</u>	<u>\$ 72.0</u>	<u>\$ 116.5</u>	<u>\$ 246.1</u>	<u>\$ 133.1</u>	<u>\$ 379.2</u>
Diluted earnings (loss) per share attributable to TechnipFMC plc, as reported	\$ (0.27)						
Adjusted diluted earnings per share attributable to TechnipFMC plc	\$ 0.12						

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
(In millions, unaudited)

	Three Months Ended September 30, 2020					
	Subsea	Technip Energies	Surface Technologies	Corporate Expense	Foreign Exchange, net	Total
Revenue	\$ 1,501.8	\$ 1,608.2	\$ 225.7	\$ —	\$ —	\$ 3,335.7
Operating profit (loss), as reported (pre-tax)	\$ 20.3	\$ 129.5	\$ (7.0)	\$ (27.7)	\$ 5.6	\$ 120.7
Charges and (credits):						
Impairment and other charges	17.6	5.7	5.4	2.6	—	31.3
Restructuring and other charges	7.1	15.1	0.9	1.2	—	24.3
Direct COVID-19 expenses	18.7	15.3	2.4	—	—	36.4
Subtotal	43.4	36.1	8.7	3.8	—	92.0
Adjusted Operating profit (loss)	63.7	165.6	1.7	(23.9)	5.6	212.7
Adjusted Depreciation and amortization	82.3	8.9	15.6	1.7	—	108.5
Adjusted EBITDA	\$ 146.0	\$ 174.5	\$ 17.3	\$ (22.2)	\$ 5.6	\$ 321.2
Operating profit margin, as reported	1.4%	8.1%	-3.1%			3.6%
Adjusted Operating profit margin	4.2%	10.3%	0.8%			6.4%
Adjusted EBITDA margin	9.7%	10.9%	7.7%			9.6%

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
(In millions, unaudited)

	Three Months Ended September 30, 2019					
	Subsea	Technip Energies	Surface Technologies	Corporate Expense	Foreign Exchange, net	Total
Revenue	\$ 1,342.2	\$ 1,596.3	\$ 396.6	\$ —	\$ —	\$ 3,335.1
Operating profit (loss), as reported (pre-tax)	\$ (79.6)	\$ 284.6	\$ 6.1	\$ (75.6)	\$ (53.2)	\$ 82.3
Charges and (credits):						
Impairment and other charges	126.3	—	—	—	—	126.3
Restructuring and other charges	4.9	5.2	0.7	3.2	—	14.0
Business combination transaction and integration costs	—	—	—	6.2	—	6.2
Separation costs	—	—	—	9.4	—	9.4
Legal provision, net	—	—	—	(0.6)	—	(0.6)
Purchase price accounting adjustments - amortization related	8.5	—	—	—	—	8.5
Subtotal	139.7	5.2	0.7	18.2	—	163.8
Adjusted Operating profit (loss)	60.1	289.8	6.8	(57.4)	(53.2)	246.1
Adjusted Depreciation and amortization	79.0	14.4	37.6	2.1	—	133.1
Adjusted EBITDA	<u>\$ 139.1</u>	<u>\$ 304.2</u>	<u>\$ 44.4</u>	<u>\$ (55.3)</u>	<u>\$ (53.2)</u>	<u>\$ 379.2</u>
Operating profit margin, as reported	-5.9%	17.8%	1.5%			2.5%
Adjusted Operating profit margin	4.5%	18.2%	1.7%			7.4%
Adjusted EBITDA margin	10.4%	19.1%	11.2%			11.4%

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**  
(In millions, unaudited)

	<u>September 30, 2020</u>	<u>June 30, 2020</u>	<u>March 31, 2020</u>	<u>December 31, 2019</u>
Cash and cash equivalents	\$ 4,244.0	\$ 4,809.5	\$ 4,999.4	\$ 5,190.2
Short-term debt and current portion of long-term debt	(612.2)	(524.1)	(586.7)	(495.4)
Long-term debt, less current portion	(3,248.0)	(3,982.9)	(3,823.9)	(3,980.0)
Net cash	<u>\$ 383.8</u>	<u>\$ 302.5</u>	<u>\$ 588.8</u>	<u>\$ 714.8</u>

Net (debt) cash, is a non-GAAP financial measure reflecting cash and cash equivalents, net of debt. Management uses this non-GAAP financial measure to evaluate our capital structure and financial leverage. We believe net debt, or net cash, is a meaningful financial measure that may assist investors in understanding our financial condition and recognizing underlying trends in our capital structure. Net (debt) cash should not be considered an alternative to, or more meaningful than, cash and cash equivalents as determined in accordance with U.S. GAAP or as an indicator of our operating performance or liquidity.

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