#### TechnipFMC Reshaping Our Future – Full Presentation

#### LONDON & PARIS & HOUSTON – (BUSINESS WIRE) – 26 August 2019

TechnipFMC plc ("TechnipFMC") (NYSE: FTI) (Paris: FTI) (ISIN: GB00BDSFG982) announces the availability of its full presentation, *Reshaping Our Future*, in connection with its teleconference on Monday, 26 August 2019 to discuss TechnipFMC's plan to separate into two industry-leading, independent, publicly traded companies: RemainCo, a fully-integrated technology and services provider, continuing to drive energy development; and SpinCo, a leading engineering and construction (E&C) player, poised to capitalize on the global energy transition.

A copy of the presentation can also be accessed on TechnipFMC's website (<u>www.technipfmc.com</u>).

#### About TechnipFMC

TechnipFMC is a global leader in subsea, onshore/offshore, and surface projects. With our proprietary technologies and production systems, integrated expertise, and comprehensive solutions, we are transforming our clients' project economics.

We are uniquely positioned to deliver greater efficiency across project lifecycles from concept to project delivery and beyond. Through innovative technologies and improved efficiencies, our offering unlocks new possibilities for our clients in developing their oil and gas resources.

Each of our more than 37,000 employees is driven by a steady commitment to clients and a culture of purposeful innovation, challenging industry conventions, and rethinking how the best results are achieved.

TechnipFMC utilizes its website <u>www.technipfmc.com</u> as a channel of distribution of material company information. To learn more about us and how we are enhancing the performance of the world's energy industry, go to TechnipFMC.com and follow us on Twitter @TechnipFMC.

#### Contacts

#### **Investor relations**

Matt Seinsheimer Vice President Investor Relations Tel: +1 281 260 3665 Email: <u>Matt Seinsheimer</u>

Phillip Lindsay Director Investor Relations Europe Tel: +44 203 429 3929 Email: <u>Phillip Lindsay</u>

#### **Media relations**

Christophe Bélorgeot Senior Vice President Corporate Engagement Tel: +33 1 47 78 39 92 Email: <u>Christophe Belorgeot</u>

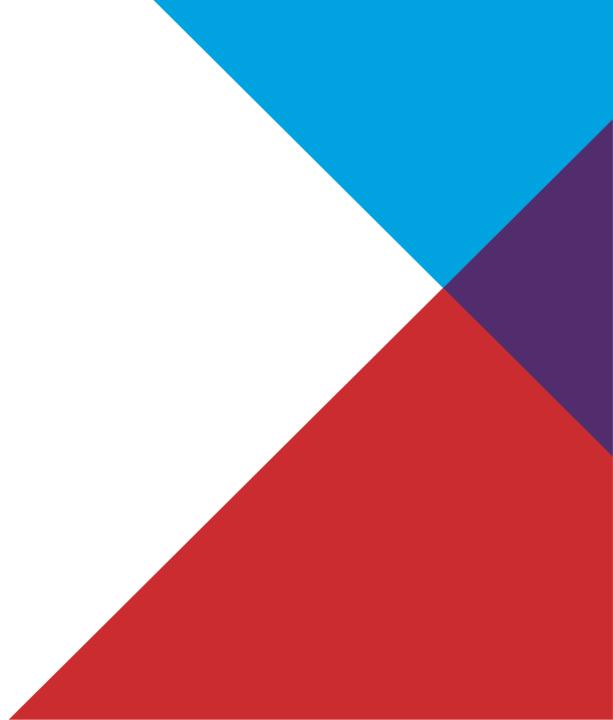
Delphine Nayral Director Public Relations Tel: +33 1 47 78 34 83 Email: <u>Delphine Nayral</u>



# **Reshaping Our Future**

August 26, 2019





### 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. Words such as "expect," "plan," "intend," "would," "will," and similar expressions are intended to identify forward-looking statements, which are generally not historical in nature, and include any statements with respect to the potential separation of the Company into RemainCo and SpinCo, the expected financial and operational results of RemainCo and SpinCo after the potential separation and expectations regarding RemainCo's and SpinCo's respective businesses or organizations after the potential separation.

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 the impact or terms of the potential separation; risks associated with the benefits and costs of the potential separation, including the risk that the expected benefits of the potential separation will not be realized within the expected time frame, in full or at all; risks that the conditions to the potential separation, including regulatory approvals and consultation of employee representatives, will not be satisfied and/or that the potential separation will not be completed within the expected time frame, on the expected terms or at all; the expected tax treatment of the potential separation, including as to shareholders in the United States or other countries; changes in the shareholder bases of the Company, RemainCo and SpinCo, and volatility in the market prices of their respective shares; risks associated with any financing transactions undertaken in connection with the potential separation; the impact of the potential separation on our businesses and the risk that the potential separation may be more difficult, time-consuming or costly than expected, including the impact on our resources, systems, procedures and controls, diversion of management's attention and the impact on relationships with customers, governmental authorities, suppliers, employees and other business counterparties; unanticipated changes relating to competitive factors in our industry; our ability to timely deliver our backlog and its effect on our future sales, profitability, and our relationships with our customers; our ability to hire and retain key personnel; U.S. and international laws and regulations, including existing or future environmental or trade/tariff 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; downgrade in the ratings of our debt could restrict our ability to access the debt capital markets; 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.

### Successful merger and outstanding performance

#### Merger extended subsea leadership with integrated model

- Redefined subsea economics resulting in a transformation of the industry
- iEPCI<sup>™</sup> model has become the industry standard
- Advanced technology development and innovation across a broader scope

### **Onshore/Offshore positioned for independent success**

- Industry-leading performance through the successful delivery of landmark projects
- Order inbound provides unprecedented backlog to support future growth
- Well-positioned to capitalize on growth in natural gas consumption (LNG, ethylene)

Transaction to drive additional value of the two businesses

# Creating two diversified pure-play market leaders

#### RemainCo

- Proven winning strategy for Subsea
- Greater opportunity for integration in surface production

#### SpinCo

- Will capitalize on operational performance and strength in backlog
- Leadership in LNG; opportunities in biofuels, green chemistry and other energy alternatives

#### Strategic Rationale

- Diverging customer bases
- · Distinct and compelling market opportunities
- · Strong balance sheets and tailored capital structures
- Distinct business profiles with differentiated investment appeal
- Increased management focus
- · Enhanced ability to attract, retain and develop talent

Each business will be uniquely positioned to achieve even greater success

### **Transaction summary**

### **Creating two diversified pure-play market leaders:**

- SpinCo, a leading E&C player, poised to capitalize on the global energy transition
- RemainCo, a fully-integrated technology and services provider, continuing to drive energy development

# Pursuing tax free spin of SpinCo for certain shareholders where permissible, including the United States

### Anticipating investment grade credit metrics for both entities

Expect transaction to be completed in first half of 2020, subject to customary conditions and final Board approval



# TechnipFMC – Creating two undisputed industry leaders

### RemainCo

Unlocking value, realizing potential



Revenue: \$7 billion<sup>1,2</sup> Backlog: \$10 billion<sup>1,3</sup> Listings: NYSE, Euronext Paris HQ: Houston; Domicile: United Kingdom Management: Chairman and CEO Doug Pferdehirt CFO Maryann Mannen

### SpinCo

Capitalizing on structural growth trends



Revenue: \$6 billion<sup>1,2</sup> Backlog: \$19 billion<sup>1,3</sup> Listing: Euronext Paris HQ: Paris; Domicile: Netherlands Management: CEO-elect Catherine MacGregor CFO-elect Bruno Vibert COO-elect Marco Villa

Employees: ~22,000

echnipFMC

**Employees**: ~15,000

1. In accordance with U.S. generally accepted accounting principles (GAAP). Following separation, RemainCo and SpinCo will be subject to immaterial carve-out adjustments.

2. As of July 24, 2019. For RemainCo, midpoint of TechnipFMC 2019e revenue guidance for Subsea (\$5.7B) and Surface Technologies (\$1.7B). For SpinCo, midpoint of TechnipFMC revenue guidance for Onshore/Offshore.

3. As of June 30, 2019. For RemainCo, backlog includes Subsea (\$8.7B consolidated, \$0.9B non-consolidated) and Surface Technologies (\$0.4B). For SpinCo, backlog includes Onshore/Offshore (\$16.6B consolidated, \$2.8B non-consolidated).

## Distinct business profiles

|                            | RemainCo       | SpinCo                        |
|----------------------------|----------------|-------------------------------|
| Customers                  | Upstream focus | Midstream/Downstream leverage |
| Capital intensity          | Medium         | Low                           |
| Investment horizon (cycle) | Medium         | Long                          |
| Services opportunity       | Very High      | Medium                        |
| ROIC potential             | High           | Very High                     |

### Each company will have distinct investment appeal

### Creating two industry leaders

Distinct and compelling market opportunities

Unique business profiles with differentiated investment appeal

Strong balance sheets and tailored capital structures Focus, agility and strategic flexibility

Continuing to reshape the energy industry and create value for all stakeholders





### A differentiated E&C leader Company overview



World-class execution supported by highly experienced engineers



Leading market positions

| ( |          |
|---|----------|
|   | <u>ר</u> |

Unrivaled product and technology portfolios



Demonstrated ability to manage the most complex projects



Proven record of success

| \$19B<br>Backlog | >20%<br>Of operating<br>LNG capacity <sup>1</sup>    | >25<br>Leading proprietary<br>technologies |
|------------------|--|--|
| \$6B             | #1   | ~15K                                       |
| <br>Revenue      | In Ethylene and<br>Hydrogen ( <i>installed base)</i> | Employees;<br>HSE is top priority          |

1. Percentage is based on 89 / 406 Mtpa of TechnipFMC delivered and operating / industry operating capacity as of July 2019; source: IHS.



### Leadership team



#### Catherine MacGregor CEO-elect

23 years of international experience with Schlumberger

Currently serves as President New Ventures

Previous responsibilities with Schlumberger have included leadership of global divisions representing up to \$9 billion in annual revenues:

- President, Drilling Group
- President, Reservoir Characterization Group
- President, Europe and Africa
- President, Wireline
- Vice-President, Human Resources



#### Bruno Vibert CFO-elect

5 years with TechnipFMC and more than 20 years of international experience in finance, public accounting and consultancy for the oil and gas industry

Currently serves as Vice-President Finance for the Onshore/Offshore segment and Joint Venture CFO for the Yamal project

Previous responsibilities have included:

- Chief Accounting and Treasury Officer (North America), Technip
- Partner, Fair Links
- · Auditor/Senior Manager, Arthur Andersen and EY



#### Marco Villa COO-elect

25 years with TechnipFMC and more than 30 years of international experience in operations and finance

Currently serves as President of Europe, Middle East, India and Africa (EMIA) and as deputy to the President of Onshore/Offshore

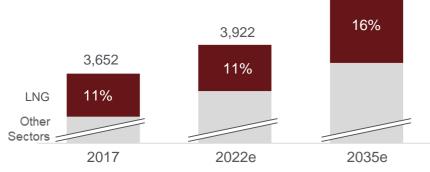
Previous responsibilities have included:

- Regional President and CFO, Technip
- Chief Financial Officer (Italy), Technip
- Head of Finance and Risk Management, Telespazio SpA (Telecom Italia Group)
- Group Treasury and Financial Planning, Finmeccanica

### Market outlook







- Gas is the only fossil fuel gaining share
- Unprecedented demand in LNG to drive future growth
- Significant greenfield and brownfield opportunities – selectivity is key

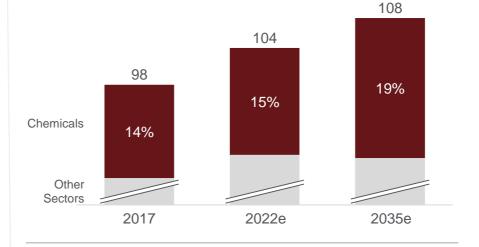
TechnipFMC

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

#### Liquids

4,468





- Economics favorable for petrochemicals
- Significant refinery and petrochemical activity foreseen
- · Increasing adoption of green chemistry

### SpinCo is positioned at each major step of hydrocarbon transformation chain



12

# Growth potential driven by LNG market leadership

### Market leadership

105<sub>Mtpa</sub> >20%

Global production delivered

Of operating LNG capacity

6 **7.8**<sub>Mtpa</sub>

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





#### **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



- · 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

### Proven disciplined operating model

Risk and safety management

Early engagement

Project selectivity

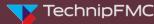
Technology and innovation

**Project execution** 



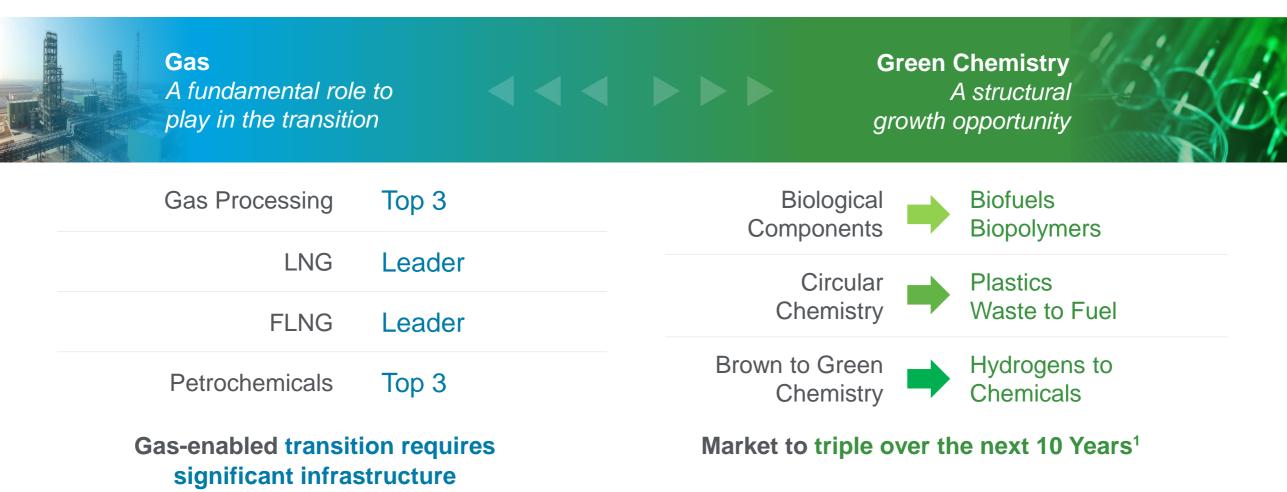


Best-in-class profitability though the cycle



# Well-positioned for the energy transition

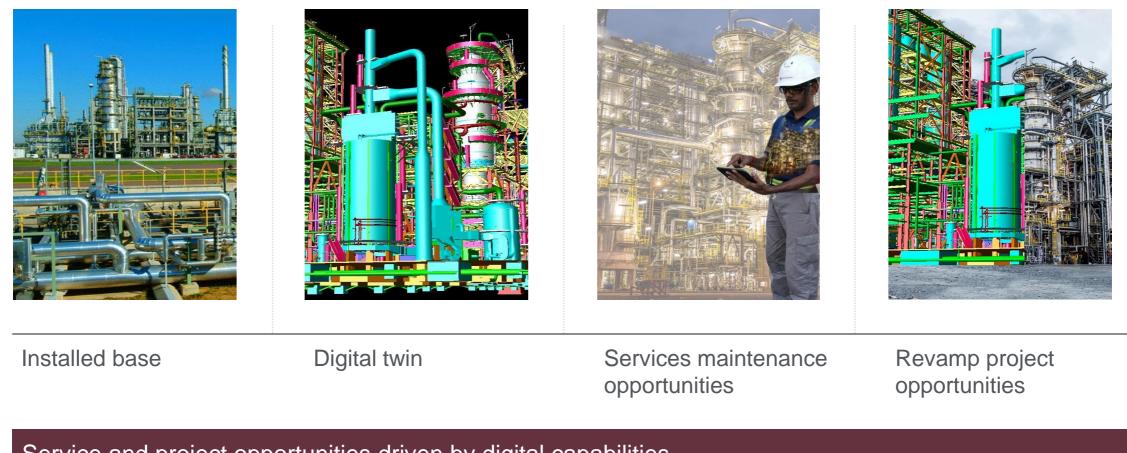
Gas and green chemistry – a platform for sustainable growth



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



## Building blocks for incremental growth



Service and project opportunities driven by digital capabilities



# SpinCo – a compelling investment opportunity

### A global leader in E&C

- Diversified pure-play with undisputed leadership positions in major end markets
- Positioned to play a key role in the energy transition
- Broadening service capability and growing green portfolio

# Proven, differentiated project execution

- Early engagement and strong risk management drive operational excellence
- Commercial discipline and selectivity
- Trusted partner executing the world's largest, most challenging projects

# Attractive financial attributes

- Sector leading and consistent financial performance with high return on invested capital
- Order inbound provides unprecedented backlog to support future growth
- Well-capitalized to support growth initiatives and shareholder returns

#### Capitalizing on unique attributes to capture market opportunity and drive sustainable value creation

### RemainCo



### An integrated production-focused leader Company overview



Pioneered proven fully-integrated Subsea model delivering sustainable improvements in project economics



Implementing Subsea model in surface production to drive similar success



Uniquely positioned for growth in deepwater, conventional and unconventionals



\$10B

Backlog

```
Revenue
```



#1

iEPCI™

Of offshore production flows through our technology #1

**Precision robotics** 

~22K

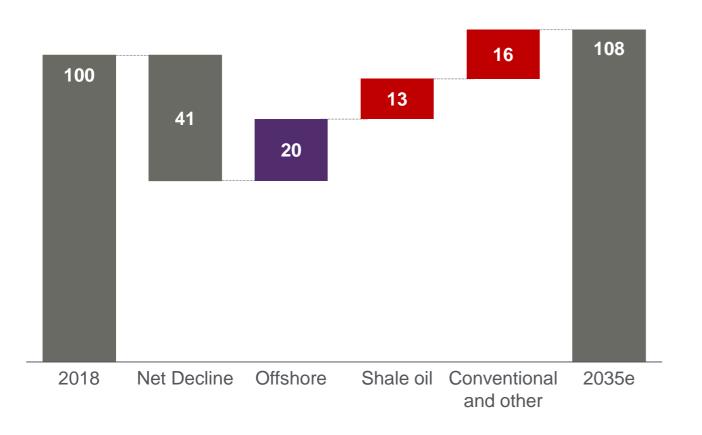
Employees; HSE is top priority

# Positioned to meet growing demand

#### Liquids production

TechnipFMC

Crude, condensate and natural gas liquids; MMb/d



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

• **49**MMb/d of new liquids production is required to meet expected demand

• 20MMb/d is expected to come from offshore

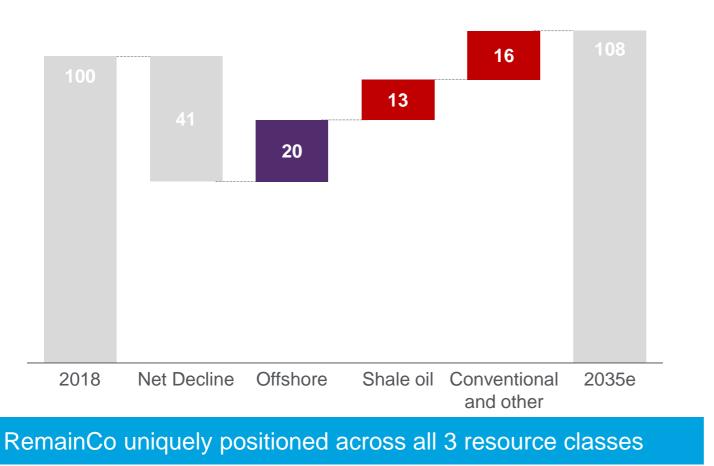
13MMb/d is expected to come from Shale oil

# Positioned to meet growing demand

#### Liquids production

TechnipFMC

Crude, condensate and natural gas liquids; MMb/d



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

49MMb/d of new liquids production is required to meet expected demand

#### Offshore

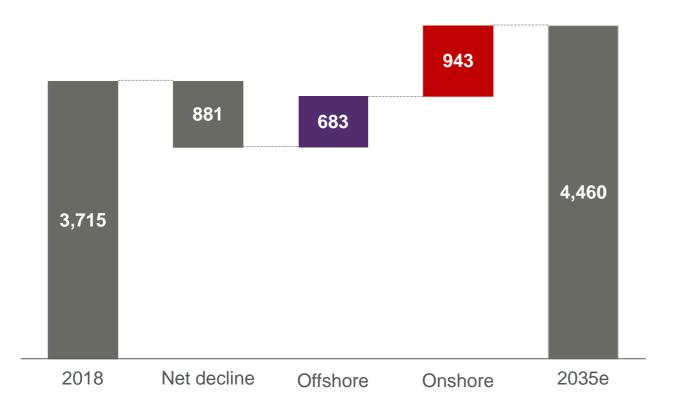
- Subsea industry leader
- Proven success with integrated subsea commercial model
- Differentiated by proprietary technologies

#### Shale oil and conventional

- Leader in conventionals
- Leverage learnings from
  integrated commercial model
- Capitalize on Subsea technology innovation

# Supporting the supply of gas for LNG

Gas production Bcm



• **45**% of new gas production is expected to come from offshore sources

- Onshore gas will primarily supply pipeline flows or be consumed near source
- Offshore gas will primarily supply
  LNG flows

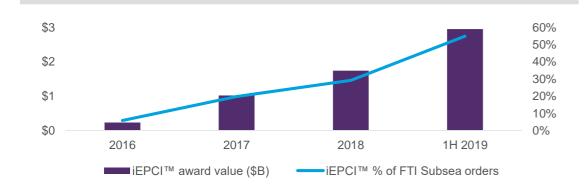
Source: TechnipFMC, McKinsey & Company Energy Insights: Global Energy Perspective, January 2019

TechnipFMC

## iEPCI<sup>™</sup> – The industry standard

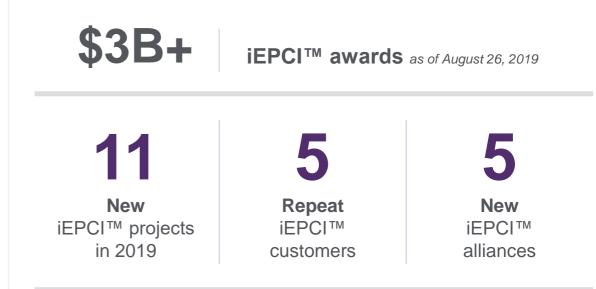
#### iEPCI<sup>™</sup> is a structural transformation

Integrated awards to TechnipFMC are growing in both value and as a percentage of Subsea orders



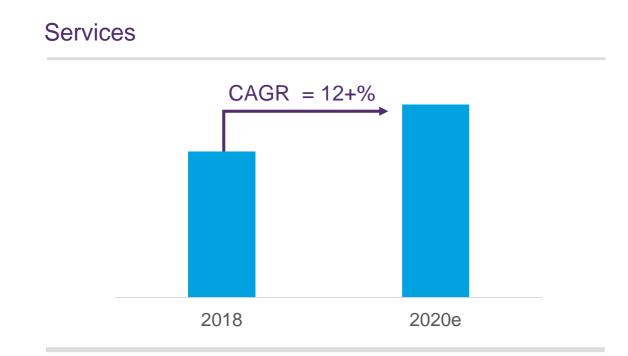
- Widespread adoption of integrated model across regions and clients
- Integrated awards a growing proportion of Subsea order inbound
- iEPCI<sup>™</sup> provides a differentiated growth engine for TechnipFMC

#### iEPCI<sup>™</sup> acceleration



- iFEED<sup>™</sup> conversion drives iEPCI<sup>™</sup> momentum
- iEPCI<sup>™</sup> >50% of TechnipFMC Subsea orders in first half of 2019
- Expanding the iEPCI<sup>™</sup> reach with new customers and alliances

# Unique drivers of revenue growth



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

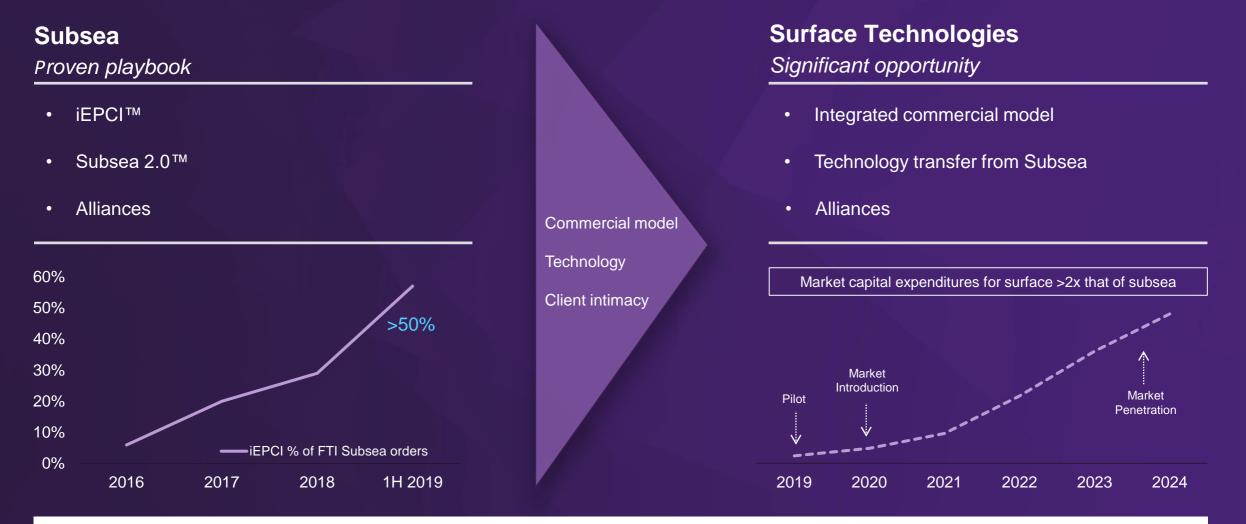
#### Alliance partners



- Long-term, mutually beneficial relationships
- iEPCI<sup>™</sup> alliances utilize full integrated offering
- · Exclusive alliances result in direct awards



### iProduction<sup>™</sup> leadership



Applying proven integrated approach from Subsea to capture the significant opportunities in surface production

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



## Technology leadership

#### Integration technologies







iProduction™

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

#### Digital and automation



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

# RemainCo – applying integrated model to drive further value

### A global leader

- **Diversified pure-play** uniquely positioned to capitalize on growth in deepwater, conventional and unconventional production
- Undisputed leader in subsea with pioneering iEPCI<sup>™</sup> commercial model
- Leading provider of technologies and services for surface markets

#### A differentiated strategy

- Extending market adoption of integrated model through iFEED<sup>™</sup>, iEPCI<sup>™</sup> and iLoF<sup>™</sup>
- Continued growth through strengthening of long-term alliances and new partnerships
- Leveraging proven subsea integrated model to shale and conventional market

# Attractive financial attributes

- Growth opportunity for both integrated model and services
- Well-capitalized balance sheet supports future growth initiatives
- Returns-focused growth with commitment to shareholder distributions

#### Reshaping our future, again

### Creating two industry leaders

Distinct and compelling market opportunities

Unique business profiles with differentiated investment appeal

Strong balance sheets and tailored capital structures Focus, agility and strategic flexibility

Continuing to reshape the energy industry and create value for all stakeholders



### Glossary

#### Term Definition

- Bcm Billion Cubic Meters per Annum
- CAGR Compound Annual Growth Rate
- E&C Engineering and Construction
- FLNG Floating LNG
- HSE Health, Safety and Environment
- iEPCI<sup>™</sup> Integrated Engineering, Procurement, Construction and Installation
- iFEED<sup>™</sup> Integrated Front End Engineering and Design
- iLOF<sup>™</sup> Integrated Life of Field
- LNG Liquefied Natural Gas
- MMb/d Million Barrels per Day
- Mtpa Million Metric Tonnes per Annum
- ROIC Return on Invested Capital
- ROV Remotely Operated Vehicles



### Contacts

#### **Investor relations**

#### **Matthew Seinsheimer**

Vice President, Investor Relations Tel.: +1 281 260 3665 Email: InvestorRelations@TechnipFMC.com

#### **Phillip Lindsay**

Director Investor Relations (Europe) Tel.: +44 (0) 20 3429 3929 Email: InvestorRelations@TechnipFMC.com

#### Media relations

#### **Christophe Bélorgeot**

Senior Vice President Corporate Engagement Tel.: +33 1 47 78 39 92 Email: christophe.belorgeot@TechnipFMC.com

#### **Delphine Nayral**

Director Public Relations Tel: +33 1 47 78 34 83 Email: delphine.nayral@TechnipFMC.com

