



# Investor Relations Overview

May 2018

# 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.

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 related to review of our accounting for foreign currency effects and any resulting financial restatements, pro forma corrections, filing delay, regulatory non-compliance or litigation; the risk that additional information may arise during our review of our accounting for foreign currency effects that would require us to make additional adjustments or identify additional material weaknesses; competitive factors in our industry; risks related to our information technology infrastructure and intellectual property; risks related to our business operations and products; risks related to third parties with whom we do business; our ability to hire and retain key personnel; risks related to legislation or governmental regulations affecting us; international, national or local economic, social or political conditions; risks associated with being a public listed company; conditions in the credit markets; risks associated with litigation or investigations; risks associated with accounting estimates, currency fluctuations and foreign exchange controls; risks related to integration; tax-related risks; and such other risk factors as set forth in our filings with the United States Securities and Exchange Commission.

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- 2 Market overview
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# Section 1: Financial & operational highlights Q1 2018

# Q1 2018 Financial highlights

## REVENUE

**Total Company \$3.1B**

Subsea \$1.2B, Onshore/Offshore \$1.6B

Surface Technologies \$372M

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## Adjusted EBITDA<sup>(1)</sup>

**Total Company \$387M**

**Operating segments \$437M**

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## INBOUND ORDERS and BACKLOG

**Total Company inbound orders \$3.5B**

Subsea \$1.2B, Onshore/Offshore \$1.8B

Surface Technologies \$410M

**Total Company backlog \$14.0B**

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## CASH

**Net cash<sup>(2)</sup> \$2.4B**

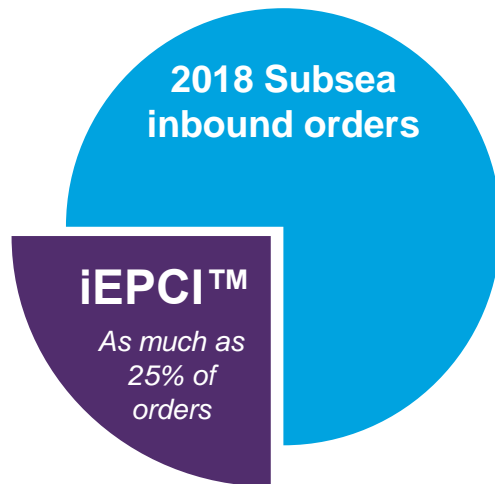
(1) Adjusted EBITDA is a non-GAAP measure. Adjusted EBITDA as presented excludes the impact of charges and credits from continuing operations as identified in the reconciliation of GAAP to non-GAAP financial schedules included in this presentation.








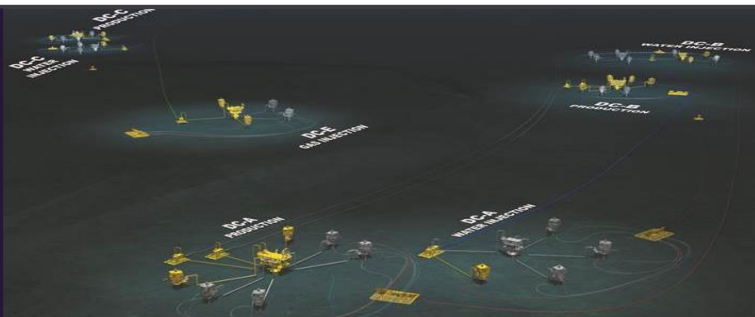
(2) Net cash is a non-GAAP financial measure reflecting cash and cash equivalents, net of debt, as identified in the reconciliation of GAAP to non-GAAP financial schedules included in this presentation.

# iEPCI™: Leveraging capabilities, improving revenue mix

## Q1 2018 iEPCI™ awards

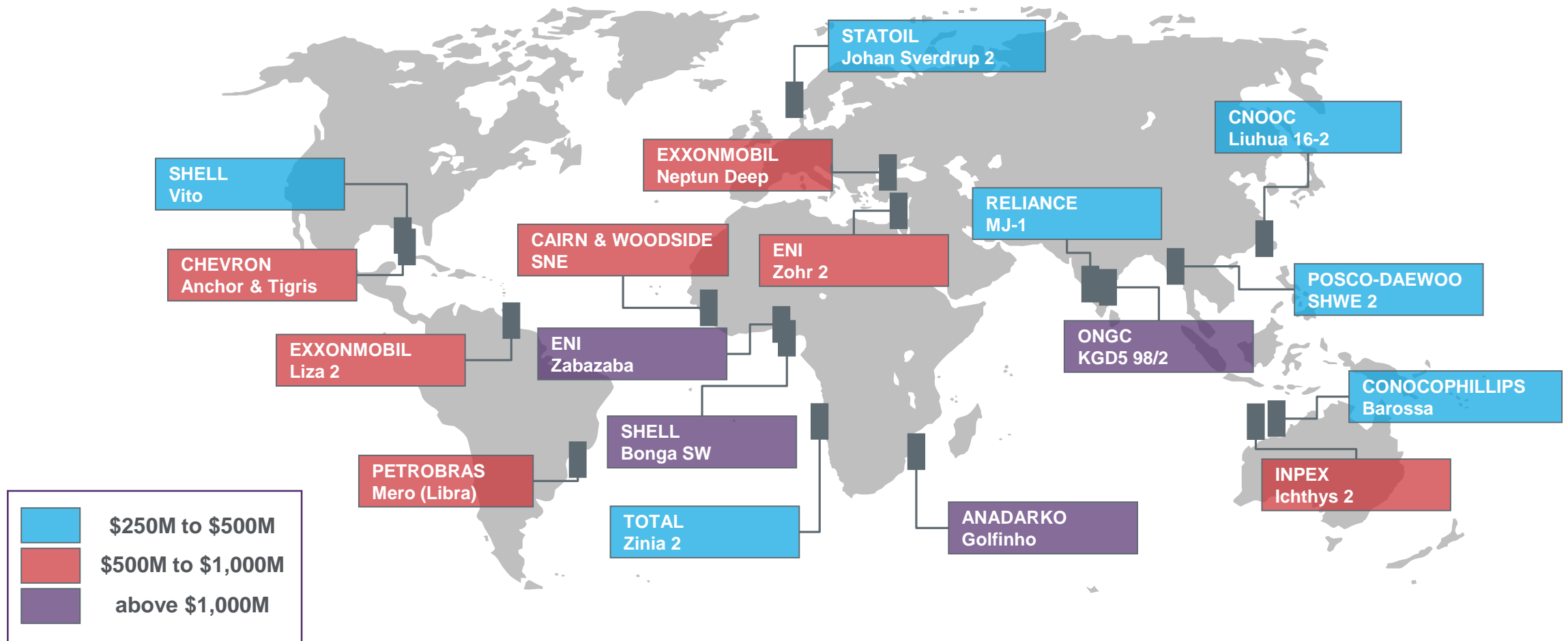
- ▶ **Energiean** Karish and Tanin: Leveraging capabilities across business segments – seabed to shore
- ▶ **LLOG** Who Dat: Leveraging capabilities in subsea processing to boost pressure, uptime and ultimate recovery
- ▶ **Shell** Gumusut-Kakap: Leveraging capabilities across geographies with first integrated project in Asia Pacific region



 <p><b>Karish and Tanin</b> in Israel</p>	 <p>Subsea Production System</p>	 <p>SURF</p>	 <p>FPSO</p>
 <p><b>Who Dat</b> multiphase pump in Gulf of Mexico</p>			
 <p><b>Gumusut-Kakap</b> in Malaysia</p>			

iEPCI™ = integrated engineering, procurement, construction and installation

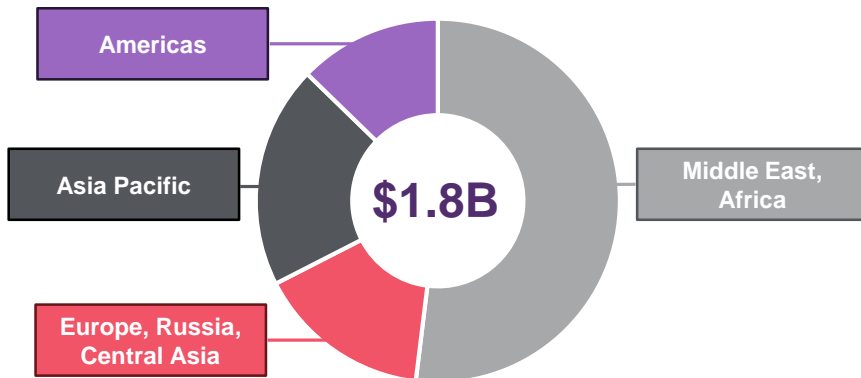
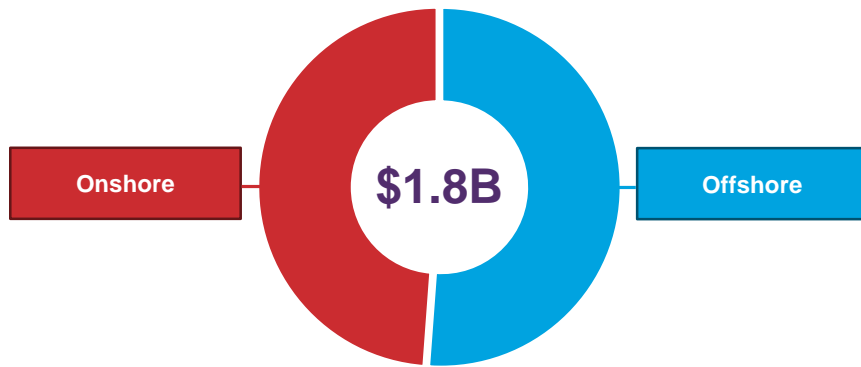
# Subsea opportunities in the next 24 months\*



\*Unchanged from February 2018 update

# Onshore/Offshore inbound – from FEED to EPC

Q1 2018 inbound orders: *Onshore/Offshore*



Strength across multiple end markets



FEED = front end engineering and design  
 EPC = engineering, procurement, and construction  
 FPSO = floating, production, storage, and offloading



# Growth potential driven by LNG market leadership

## 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
  - Asia Pacific
- ▶ **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 delivered and operating / industry operating capacity as of December 31, 2017; source: IHS.

# 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 hybrid 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

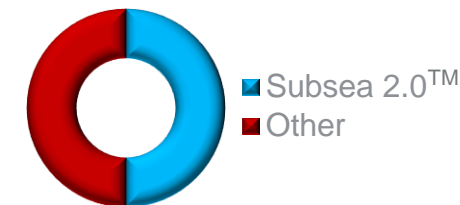
Weight reduction\*  
**60%**

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

## Subsea 2.0™

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

FEED Studies Incorporating  
Subsea 2.0™ Technologies  
*March 31, 2018 YTD*



## Acquisition of Epicerol® technology

- ▶ Epicerol® is a chemicals technology used to produce epichlorohydrin (ECH)
- ▶ ECH used to produce epoxy resins found in coatings, composites, and adhesive applications in various industries
- ▶ Included in Process Technologies portfolio

# Q1 2018 Financial highlights

**Revenue**  
**\$3.1 billion**

**Adjusted EBITDA<sup>(1)</sup> \$387 million**  
**\$437 million from Subsea, Onshore/Offshore, Surface Technologies**

**Adjusted Diluted EPS<sup>(1)</sup>**  
**\$0.28**

**Net Cash<sup>(2)</sup>**  
**\$2.4 billion**

**Backlog**  
**\$14.0 billion**

## OTHER ITEMS

- ▶ After-tax charges and (credits) of \$36 million
- ▶ Corporate expense of \$52 million, excluding charges and (credits); includes \$19 million of net foreign exchange loss
- ▶ Net interest expense of \$87 million, including \$71 million related to liability payable to joint venture partner
- ▶ Effective tax rate of 26.9%, excluding discrete items
- ▶ Depreciation and amortization expense
  - ▶ Reported: \$132 million; adjusted: \$110 million<sup>(1)</sup>
  - ▶ Purchase price accounting impact of \$22 million

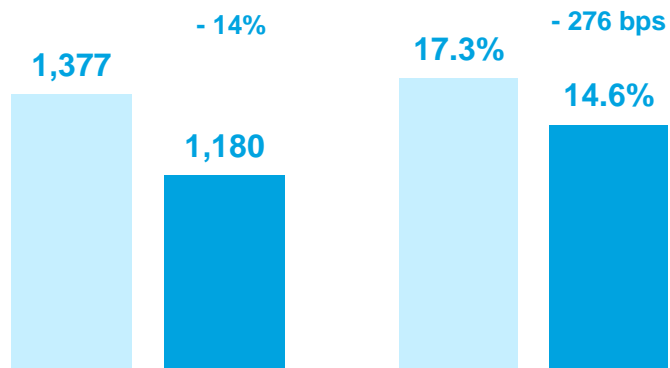
(1) Adjusted results exclude the impact of exceptional charges and credits from continuing operations as identified in the reconciliation of GAAP to non-GAAP financial measures schedules included in this presentation.

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# Q1 2018 Segment results

## Subsea

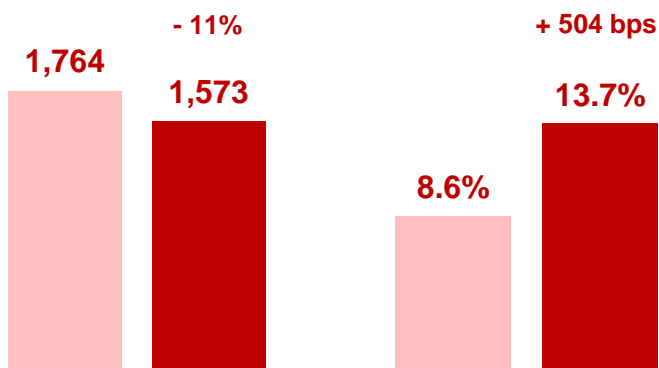
USD, in millions



Revenue Adjusted EBITDA margin  
■ 1Q17 ■ 1Q18

## Onshore/Offshore

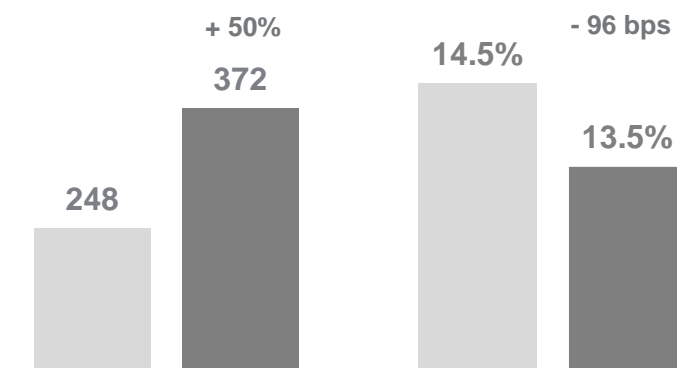
USD, in millions



Revenue Adjusted EBITDA margin  
■ 1Q17 ■ 1Q18

## Surface Technologies

USD, in millions



Revenue Adjusted EBITDA margin  
■ 1Q17 ■ 1Q18

### Operational Highlights

- ▶ Revenue declined 14%: projects in Africa progressed towards completion, partially offset by higher activity in Europe
- ▶ Adjusted EBITDA margin declined 276 bps: revenue declines and lower vessel utilization, partially offset by cost synergies
- ▶ Inbound orders of \$1.2 billion; book-to-bill of ~1.0x; period-end backlog at \$6.1 billion

### Operational Highlights

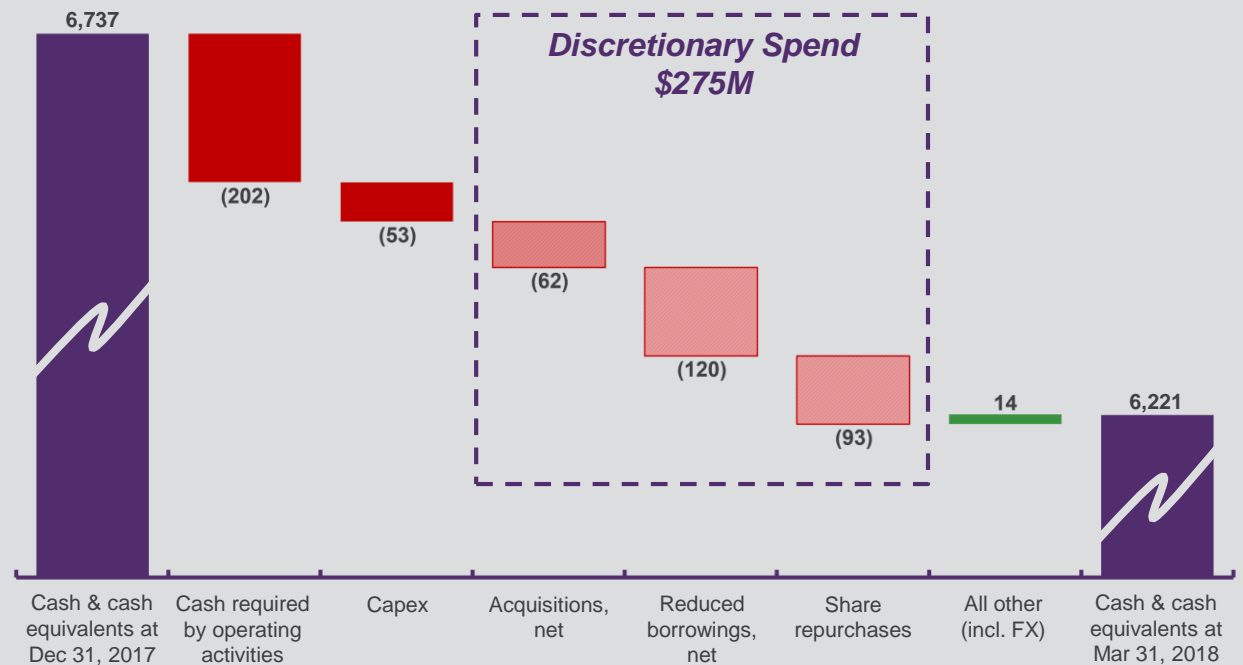
- ▶ Revenue declined 11%: moved closer to completion on major projects, including Yamal LNG, partially offset by increased project activity in EMIA and Asia Pacific regions
- ▶ Adjusted EBITDA margin increased to 13.7%: increased activity outside of Russia and solid execution across many portfolio projects
- ▶ Inbound orders of \$1.8 billion; book-to-bill of ~1.2x; period-end backlog at \$7.5 billion

### Operational Highlights

- ▶ Revenue increased 50%: increased North American activity; good demand for hydraulic fracturing, wellhead and flow metering equipment; more modest international growth
- ▶ Adjusted EBITDA margin declined 96 bps to 13.5%; lower priced backlog and project award deferrals impacted international results; weather, transitory issues in North America
- ▶ Inbound orders of \$410 million; period-end backlog at \$410 million

# Cash flow impacted by discretionary items, supported by strong balance sheet

- ▶ Cash required by operating activities of \$(202) million; working capital draw a function of project cycles
- ▶ Discretionary items totaled \$275 million
  - ▶ \$120 million: Reduced borrowings, net
  - ▶ \$93 million: Share repurchases
  - ▶ \$62 million: Acquisitions, net
- ▶ Capital expenditures of \$53 million



# Financial impact of ASC Topic 606 / IFRS 15

## Revenue from Contracts with Customers

### Income statement, backlog adjustments

- ▶ Modified retrospective method; no prior-period adjustments
- ▶ Financial impact to future periods:
  - ▶ Revenue, EBITDA: +\$115 million
  - ▶ Net income: +\$92 million
- ▶ Opening backlog adjustment of +\$712 million; increase is not reflected in Q1 2018 orders
- ▶ Most of financial impact occurs in 2018, largely in Onshore/Offshore; revised guidance incorporates these changes

### Margin guidance increased – Onshore/Offshore

#### 2018 Guidance - Onshore/Offshore

- ▶ **Revenue** in a range of \$5.3-5.7 billion
- ▶ **EBITDA margin**<sup>(1)</sup> at least 11.5% (excluding amortization related impact of purchase price accounting, and other charges and credits)

#### Key drivers of revised guidance

- ▶ Strong project execution in the first quarter
- ▶ ASC Topic 606: Revenue from Contracts with Customers

<sup>(1)</sup> Our guidance measure, segment EBITDA margin, is a non-GAAP financial measure. 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.

# 2018 Full Guidance \*Updated May 9, 2018

Subsea	Onshore/Offshore	Surface Technologies
<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$5.0–5.3 billion</li> <li>▶ <b>EBITDA margin<sup>1</sup></b> at least 14% (excluding amortization related impact of purchase price accounting, and other charges and credits)</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$5.3–5.7 billion</li> <li>▶ <b>EBITDA margin<sup>1</sup></b> at least 11.5%* (excluding amortization related impact of purchase price accounting, and other charges and credits)</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$1.5–1.6 billion</li> <li>▶ <b>EBITDA margin<sup>1</sup></b> at least 17.5% (excluding amortization related impact of purchase price accounting, and other charges and credits)</li> </ul>

TechnipFMC
<ul style="list-style-type: none"> <li>▶ <b>Corporate expense, net<sup>1</sup></b> \$40 – 45 million per quarter (excluding the impact of foreign currency fluctuations)</li> <li>▶ <b>Net interest expense<sup>1</sup></b> approximately \$20 – 22 million per quarter (excluding the impact of revaluation of partners' redeemable financial liability)</li> <li>▶ <b>Tax rate<sup>1</sup></b> 28 – 32% for the full year (excluding the impact of discrete items)</li> <li>▶ <b>Capital expenditures</b> approximately \$300 million for the full year</li> <li>▶ <b>Merger integration and restructuring costs</b> approximately \$100 million for the full year</li> <li>▶ <b>Cost synergies</b> \$450 million annual savings (\$200m exit run-rate 12/31/17, \$400m exit run-rate 12/31/18, \$450m exit run-rate 12/31/19)</li> </ul>

(<sup>1</sup>) Our guidance measures adjusted EBITDA margin, corporate expense, net excluding the impact of foreign currency fluctuations, net interest expense excluding the impact of revaluation of partners' redeemable financial liability, and tax rate excluding the impact of discrete items 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.

# Financial impact of ASC Topic 606 / IFRS 15

## Revenue from Contracts with Customers

Revenues of ~\$115 reallocated from 2017 to 2018 to align revenues with timing of costs incurred

Adjustment of (\$91.5m) to retained earnings offsets future impact of revenue recognition

No adjustment to prior-year financial statements

<b>Impact to Income Statement</b>	ASC Topic 606 Adjustment	
	Jan 1, 2018	Mar 31, 2018
Total revenue		\$ 36.2
Total costs and expenses		16.9
Operating profit		19.3
Provision for income taxes		5.2
Net income		\$ 14.1
<i>Memo: EBITDA</i>		\$ 19.3
<i>Memo: adjustment to retained earnings</i>	\$ (91.5)	

<b>Backlog</b>	ASC Topic 606	
	Adjustment Jan 1, 2018	Balance as of Mar 31, 2018
Subsea	\$ (50.8)	\$ 6,110.9
Onshore/Offshore	800.8	7,491.6
Surface Technologies	(37.9)	409.5
Total backlog	\$ 712.1	\$ 14,012.0

Backlog adjustment of \$712m reflects change in timing of order recognition related to future reimbursable work

Adjustment not reflected in Q1 2018 inbound orders of \$3.5b



# Financial impact of ASC Topic 606 / IFRS 15

## Revenue from Contracts with Customers

### “New” accounting standard

Contract assets and liabilities	As reported		
	Dec 31, 2017	Mar 31, 2018	Change
Contract assets	\$ 1,755.5	\$ 1,470.1	
Contract liabilities	3,314.2	3,914.2	
Net contract assets (liabilities)	\$ (1,558.7)	\$ (2,444.1)	\$ (885.4)

### “Previous” accounting standard

Contract assets and liabilities	As reported	Under ASC	Change
	Dec 31, 2017	Topic 605	
Contract assets	\$ 1,755.5	\$ 1,826.6	
Contract liabilities	3,314.2	3,364.5	
Net contract assets (liabilities)	\$ (1,558.7)	\$ (1,537.9)	\$ 20.8

Offsetting trade receivables are no longer netted against contract assets and liabilities, implying increase in net contract liabilities

Net contract liabilities effectively unchanged from Dec 31, 2017 under the previous accounting standard

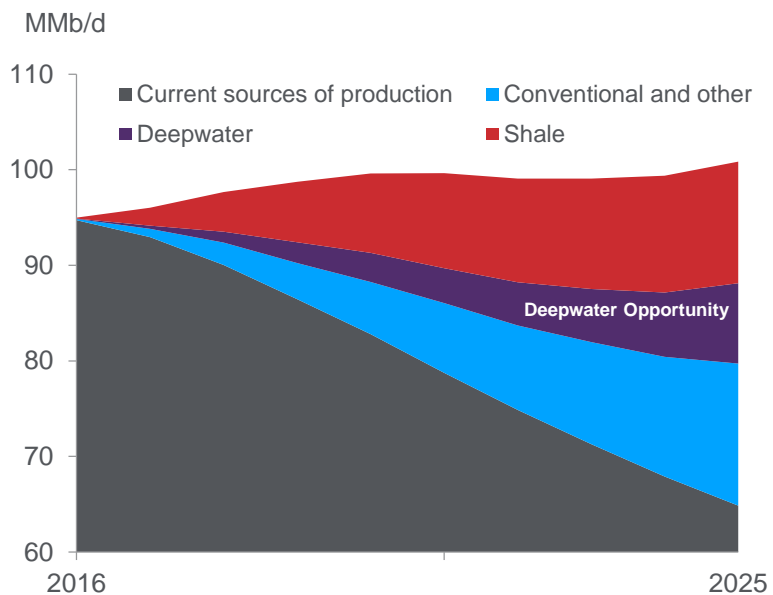
### Impact to Balance Sheet

	Change Under ASC Topic 606 Mar 31, 2018
Trade receivables, net	\$ 846.3
Contract assets	(356.5)
All other assets	(6.2)
Total assets	\$ 483.6
Contract liabilities	\$ 549.7
All other liabilities	11.2
Equity	(77.3)
Total liabilities and equity	\$ 483.6

# Section 2: Market overview

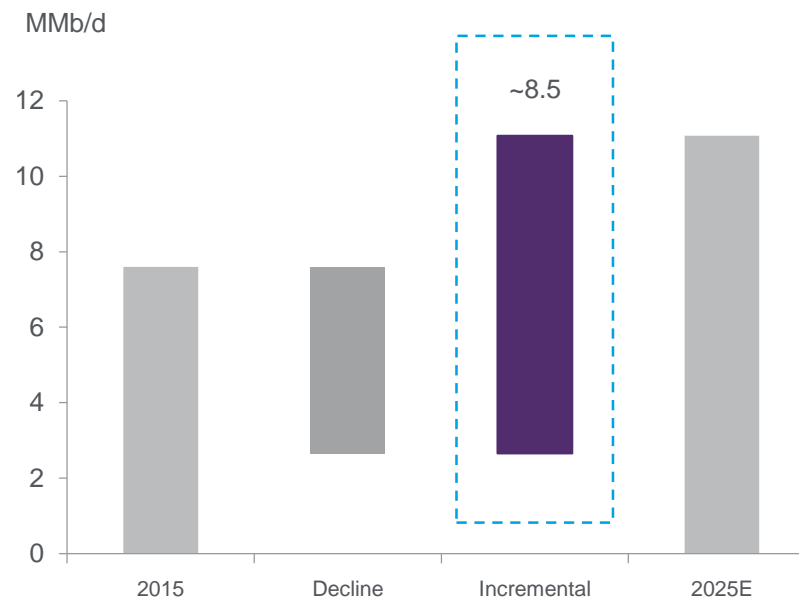
# Offshore remains critical to the future...

~36 million barrels / day of incremental production required by 2025e...



Source: Rystad Energy Supply Study; October 2016

...with a large portion to come from deepwater



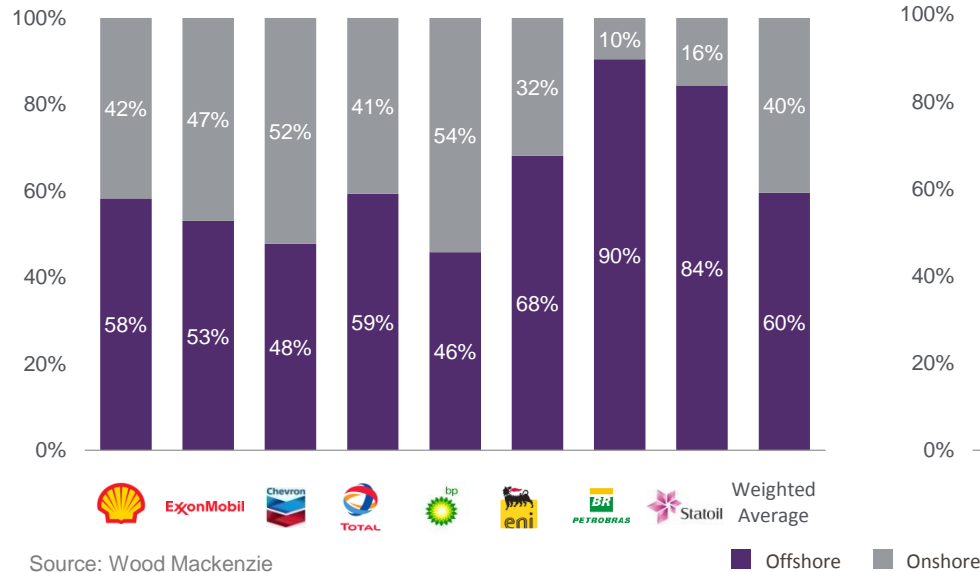
Source: Rystad Energy Supply Study, TechnipFMC; October 2016

# ...and accounts for the majority of majors' production

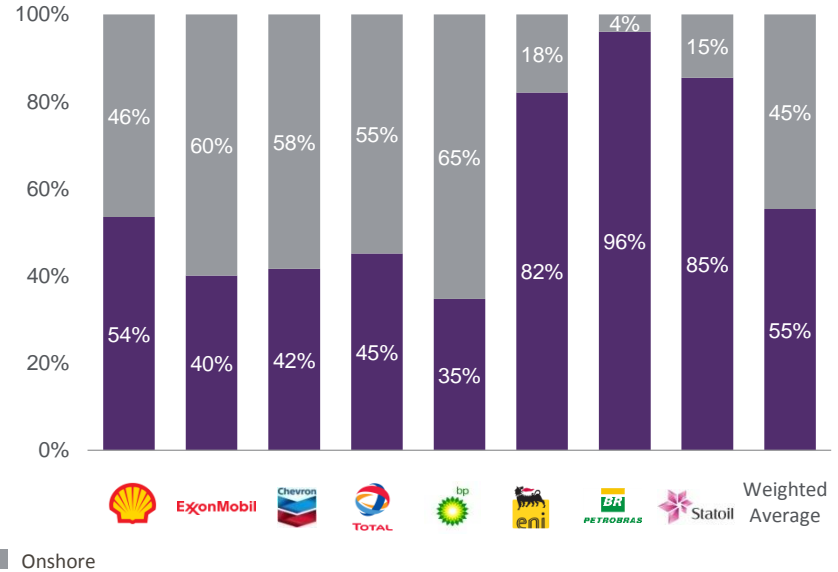
Offshore contributes significantly to majors' production...

...while more than 50% of the majors' 2P reserves remaining is offshore

2016 production by classification (%) <sup>(1)</sup>



Remaining 2P reserves by classification (%) <sup>(1)</sup>

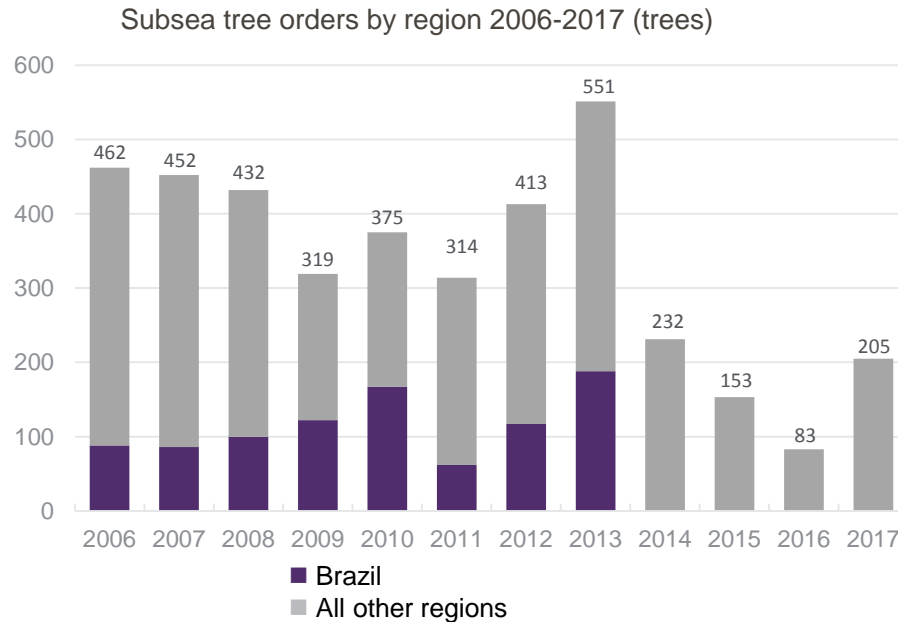


Source: Wood Mackenzie  
<sup>(1)</sup> Production and proved reserves as of 2Q 2016

■ Offshore ■ Onshore

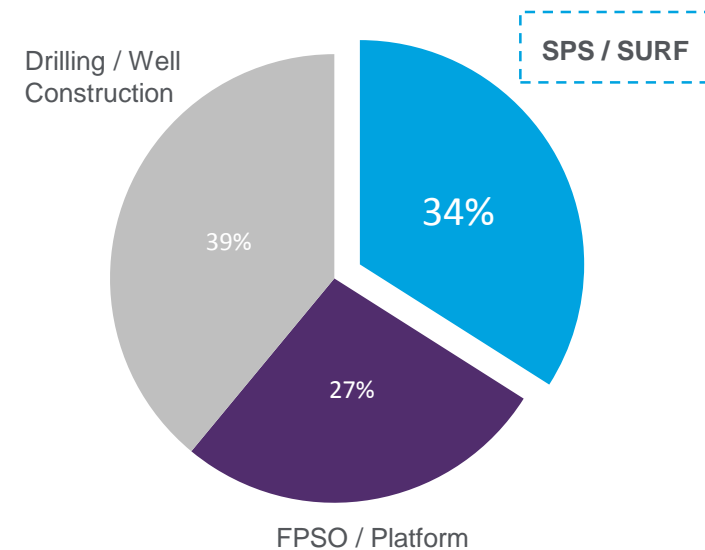
# SPS / SURF - critical components of offshore development

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



Source: Wood Mackenzie

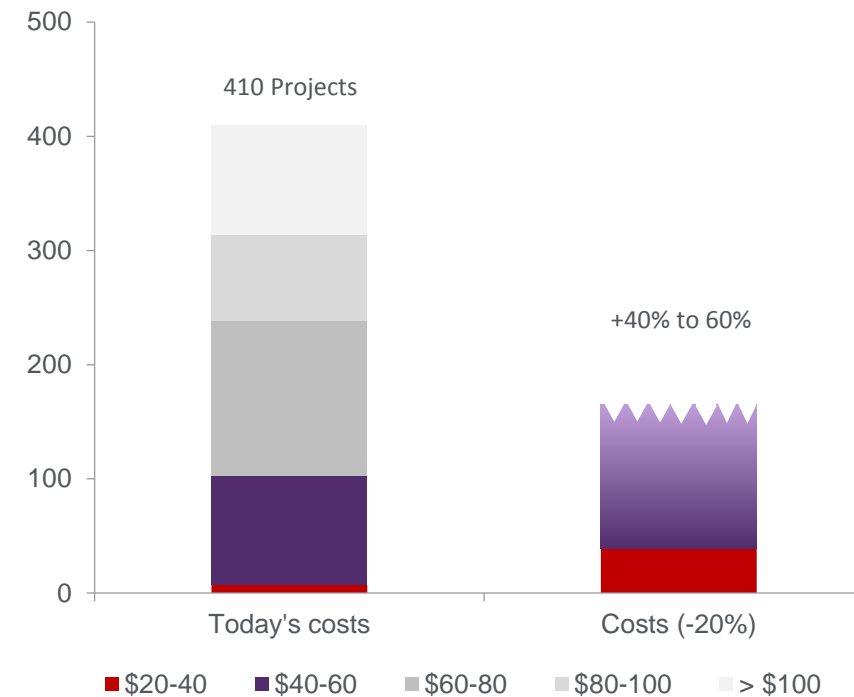
**SPS / SURF is one of the largest components of project costs**



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

# Onshore/Offshore – near-term market outlook

## ONSHORE



### Gas processing

- Gas treatment
- GTL
- LNG

### Petrochemicals

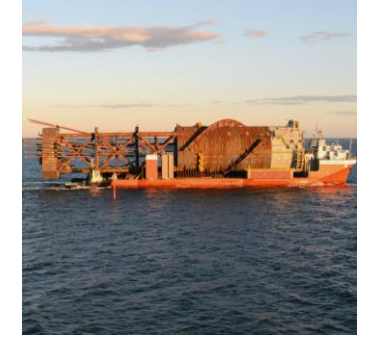
- Ethylene
- Polyolefins
- Aromatics
- Fertilizers

### Refining

- Clean fuels
- Grassroots
- Heavy oil upgraders
- Hydrogen

- ▶ Historic lows for onshore market orders during 2016-2018, with still many projects being sanctioned
- ▶ Foresee an upward trend from 2019 linked to gas recovery which is in addition to current projects in refining and petrochemical

## OFFSHORE



### Fixed platforms

- Conventional jackets
- TPG 500
- GBS
- Artificial Islands

### FLNG

- FPSO

### Floating platforms

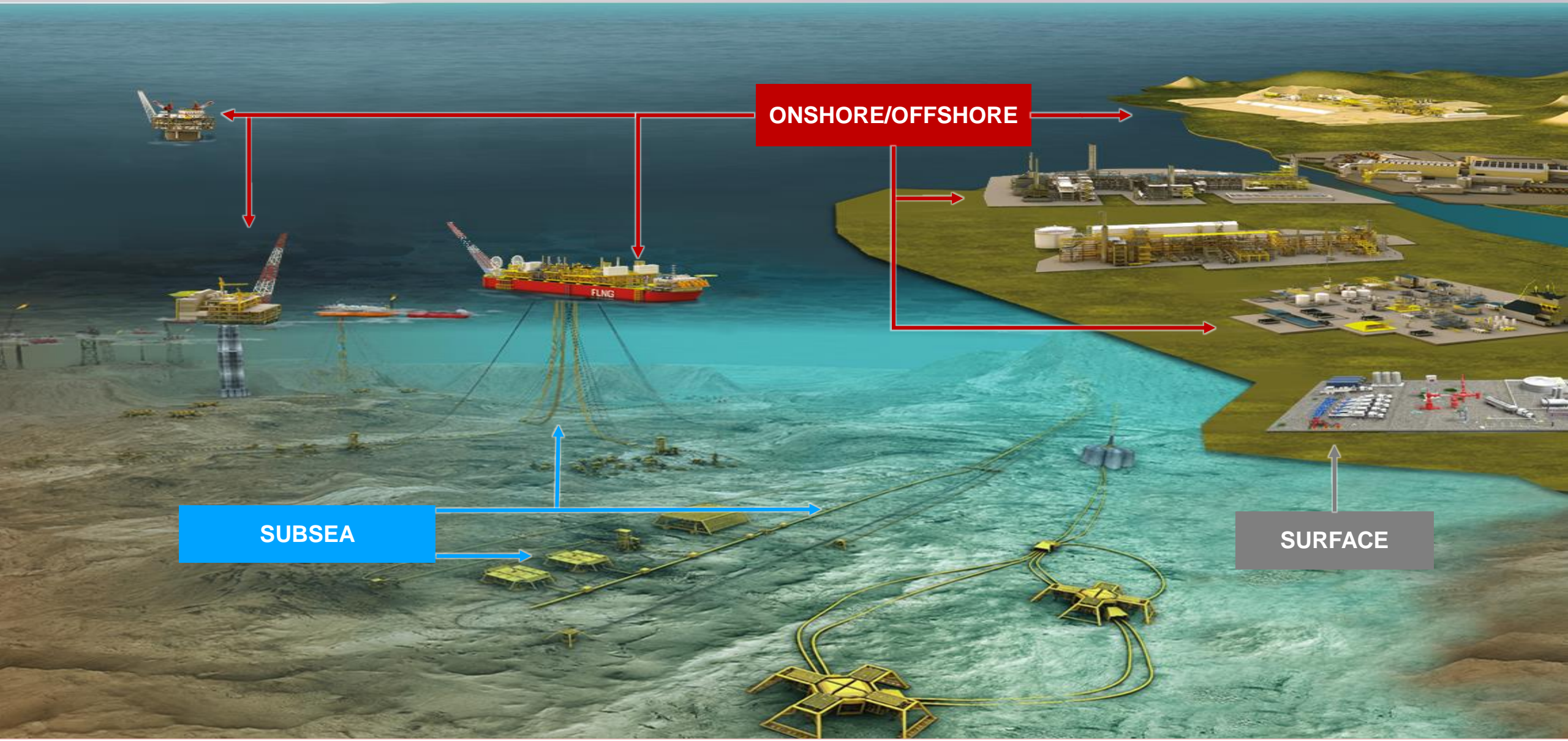
- Spar
- TLP
- Semi-submersible

- ▶ Market is dominated by conventional fixed platforms
- ▶ Floating market still expected to see delays across many projects
- ▶ On-going development for unmanned wellhead fixed platforms

# Section 3: Company overview



# Broadest portfolio of solutions for the oil & gas industry



# 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

## Onshore/Offshore

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

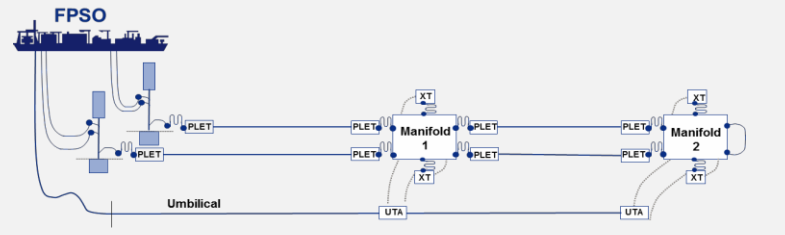
Project management consultancy, process technologies

## Surface

- ▶ 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
- ▶ Marine, truck, and railcar loading systems
- ▶ Installation and maintenance services
- ▶ Frac-stack and manifold rental and operation services
- ▶ Flowback and well testing services

# Subsea – integrated approach redefining project economics

Traditional approach



+

Enhancements

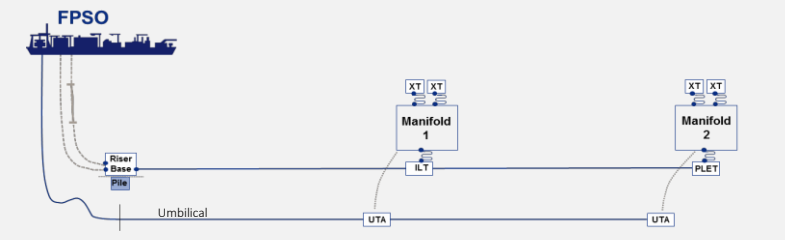
- ▶ One global contractor
- ▶ Integrated procurement
- ▶ Optimized subsea architecture
- ▶ Fewer subsea production system interfaces
- ▶ Reduced flowline and riser lengths
- ▶ Less complexity through reduced part counts

+

Proprietary technologies

=

Enhanced approach

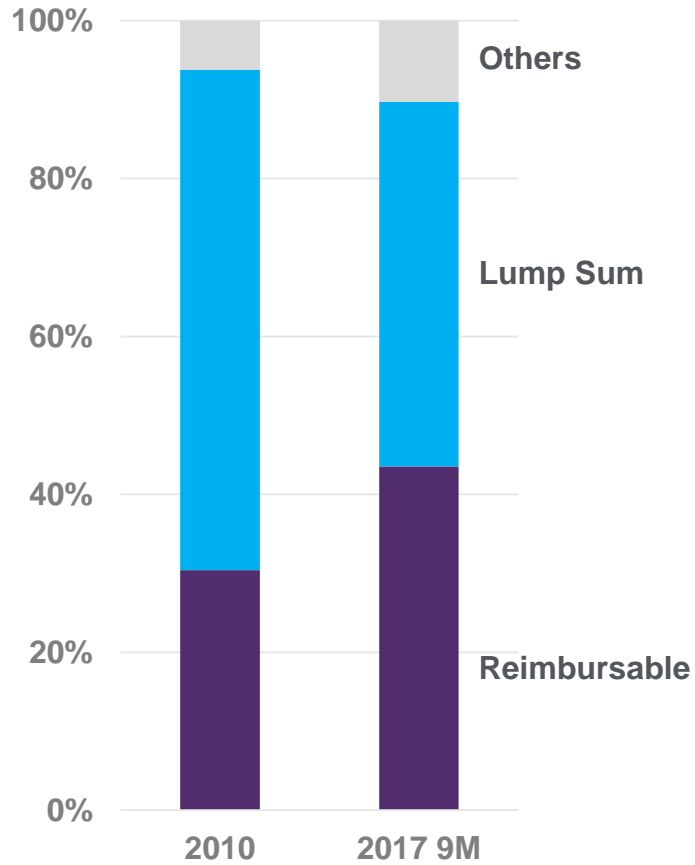


Key benefits

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

# Onshore / Offshore - a balanced portfolio with a global footprint

## Revenue breakdown



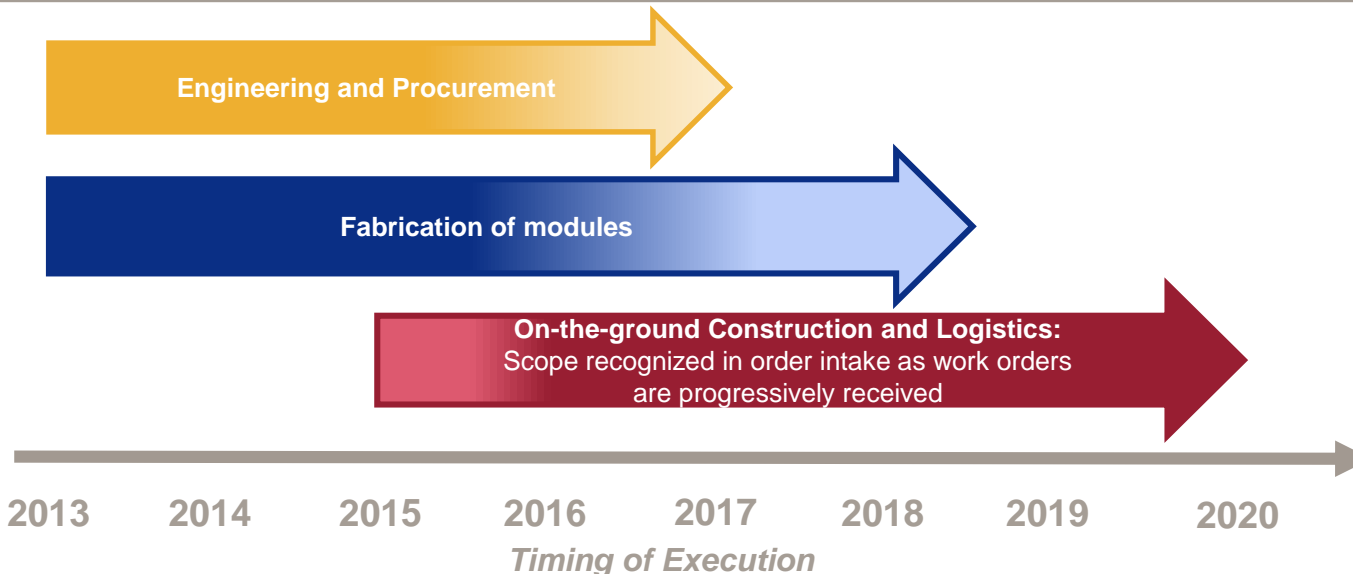
Source: Company data



# Yamal LNG project overview

## Project Overview

- Client: Yamal LNG (Novatek, Total, CNPC, Silk Road Fund)
- TechnipFMC leader of partnership (50%) with JGC (25%) & Chiyoda (25%)
- **Early involvement** with 14 months of project planning and openbook estimates
- **Strong experience** in LNG and Modularization: Qatargas, Yemen LNG, Nigeria LNG, FLNGs and FPSOs
- **Initial contract:** 3 trains of 5.5 mtpa capacity each
  - Lump-sum scope: engineering, procurement and modules fabrication
  - Reimbursable scope: logistics and on-the-ground construction
- **Project status:**
  - Train 1 start-up successful with first cargo loaded in December 2017, with additional cargos achieved to date.
  - Construction and commissioning of Trains 2 and 3 progressing with Train 2 start-up planned for the second half of 2018.



# Surface Technologies - leading products and integrated solutions

## Surface Americas

➤ Integrated shale offering from completion to production

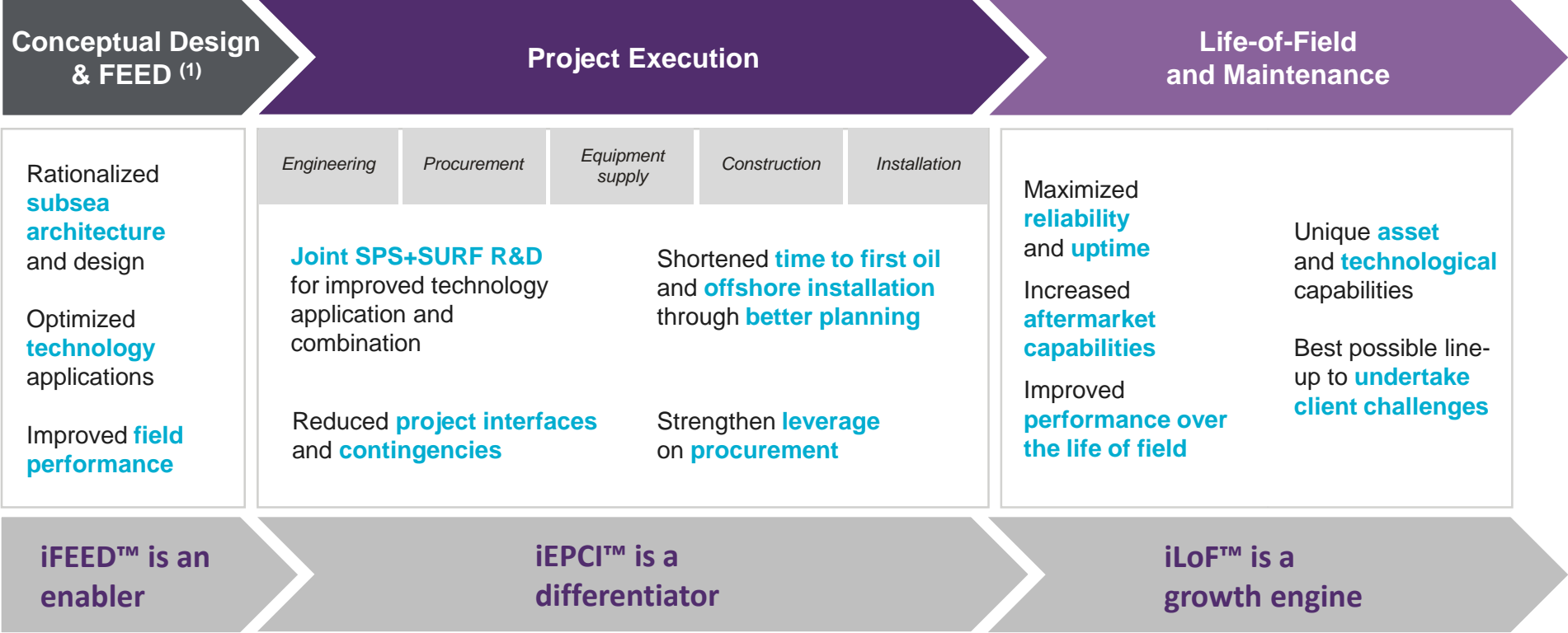
➤ Improves speed, safety and quality while lowering operator costs



# Section 4: Analyst day\* highlights

\*November 28, 2018

# Subsea offers a full suite of capabilities



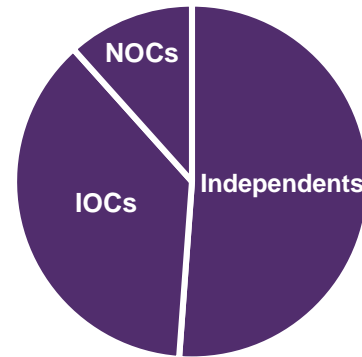
<sup>(1)</sup> Genesis Oil & Gas Consultants TechnipFMC



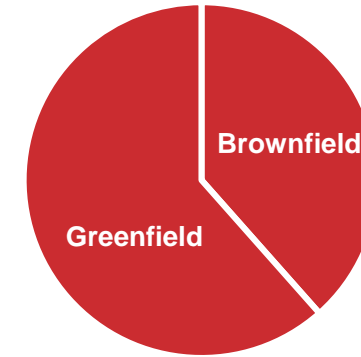
# iFEED™ is an enabler

- FEED enhances competitive position and reduces execution risk
- iFEED™ creates new market opportunities unique to TechnipFMC
- Independents developing smaller fields previously deemed uneconomic

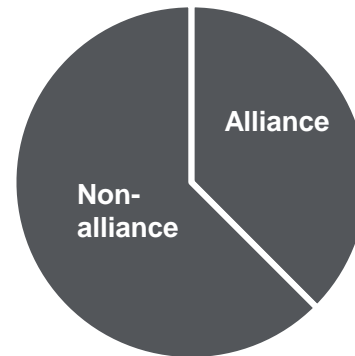
Customer Type



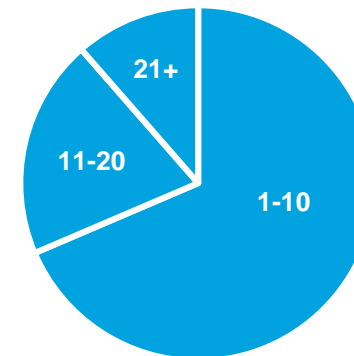
Field Type



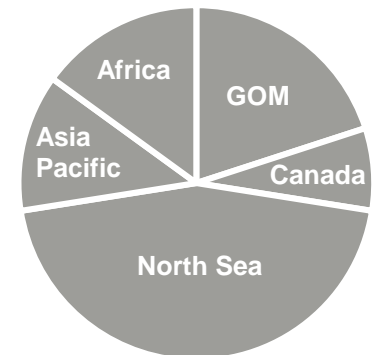
Relationship



Scope (Tree Count)



Geography



iFEED™ data as of November 28, 2017


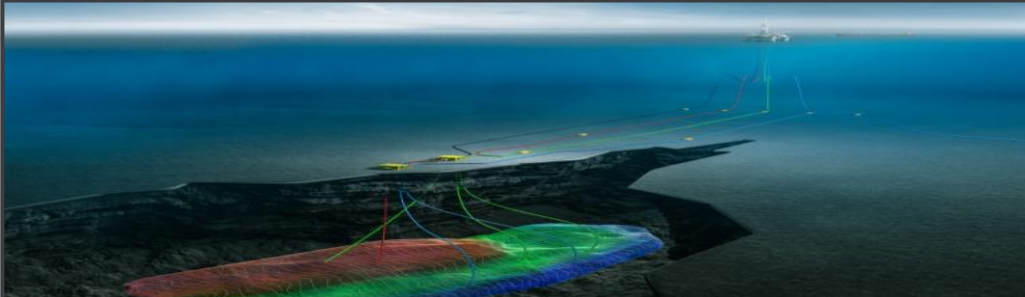
# iEPCI™ is a differentiator...

## Expanding the deepwater opportunity set

- Significant cost savings; accelerated time to first oil
- Growing market confidence in business model

## Value proposition underappreciated

- Smaller, lighter, fewer parts = value creation
- Enabling technologies driving competitive advantage

<b>iEPCI™</b> first major integrated project award	<b>Fenja</b> project in Norwegian Sea (formerly Pil & Bue)	<b>Technology</b> longest application of ETH flowline
	<b>Fenja</b>	
		

# ...with accelerated iEPCI™ adoption in 2018e

iEPCI™ could be up to 25% of subsea orders in 2018e

- Growing and maturing iFEED™ pipeline
- Acceleration in iEPCI™ project awards
- iEPCI™ to grow in both value and inbound order mix



# iLoF™ is a growth engine

## Installed asset base

### Flexible Pipe



11,000 km

### Umbilicals



5,000 km

### Subsea Controls



2,200+ units

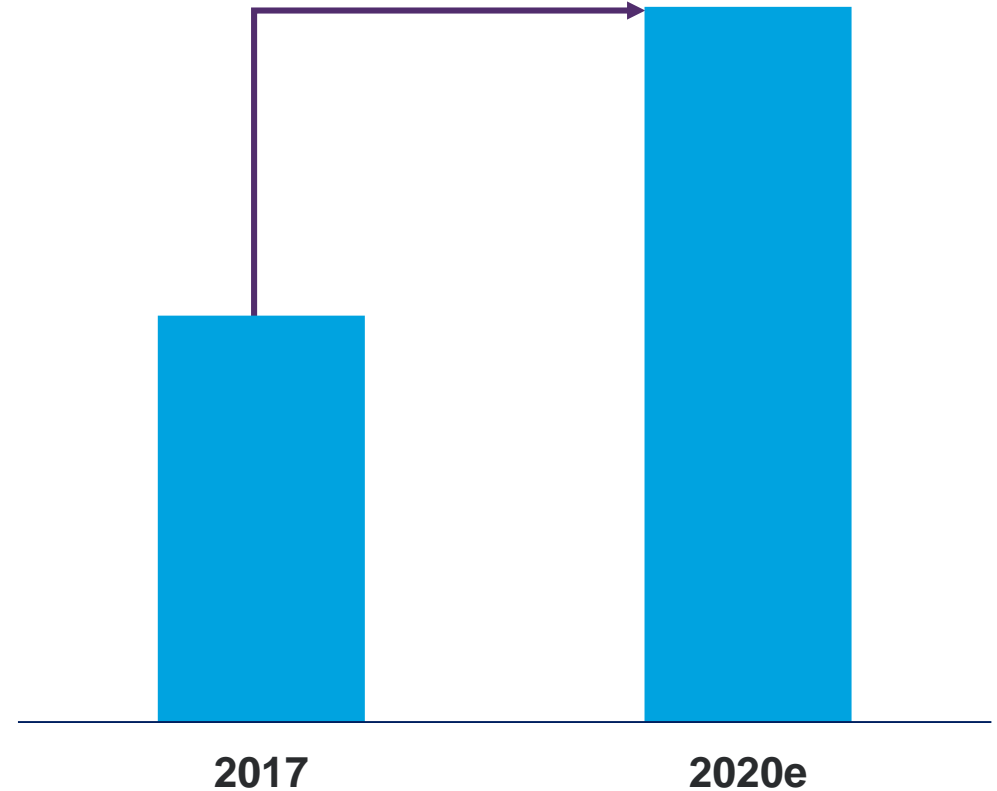
### Subsea Trees



2,000+ units

## Subsea services revenue

CAGR<sup>(1)</sup> = 12+%



<sup>(1)</sup> Compound Annual Growth Rate

Services = 0.8x CAPEX over Life-of-Field

2x growth in Digital Services

# Subsea orders driven by activity beyond competitive tenders

## Subsea services

- Diversified revenue base of \$1b+ for 2018e
- Life-of-Field capabilities provide a unique path for growth

## Alliance partners

- Long-term, mutually beneficial relationships
- Exclusive alliances result in direct awards

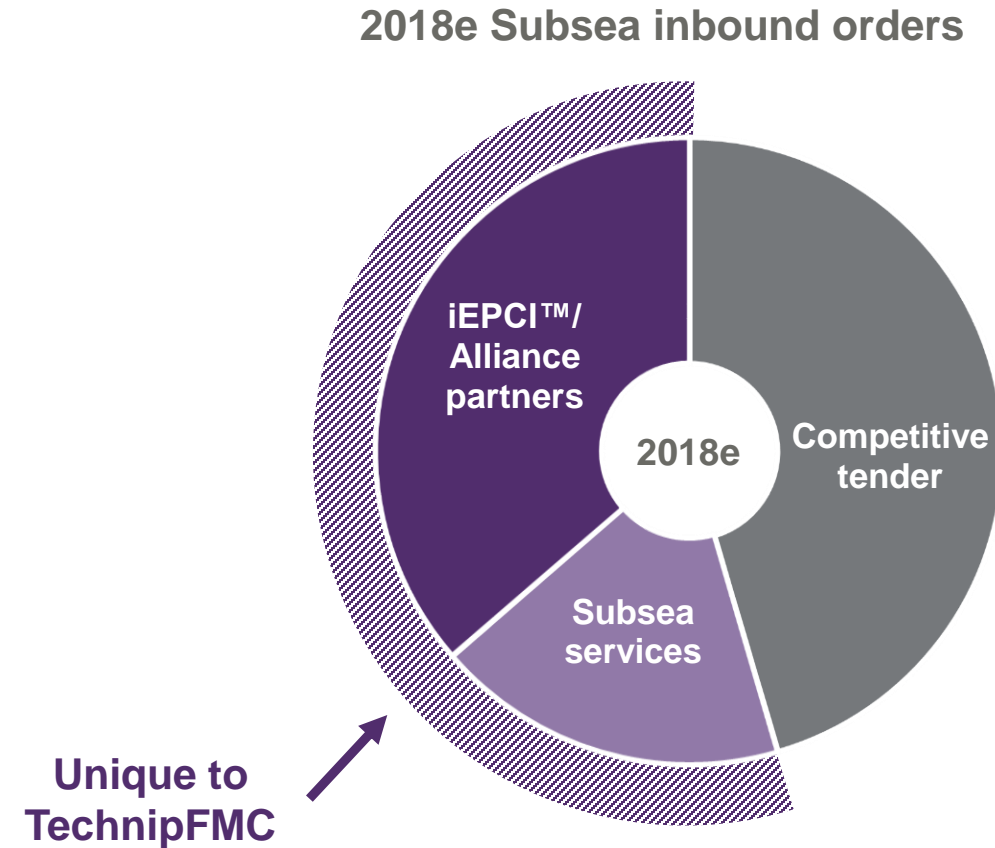
## iEPCI™

- Expands the set of deepwater opportunities
- Value proposition mitigates headwinds of reduced project scope



# Subsea orders underpinned by differentiated offerings

- More than half of 2018e orders from less competitive sources: services, partner activity, iEPCI™
- Strong position in a challenged, but recovering market



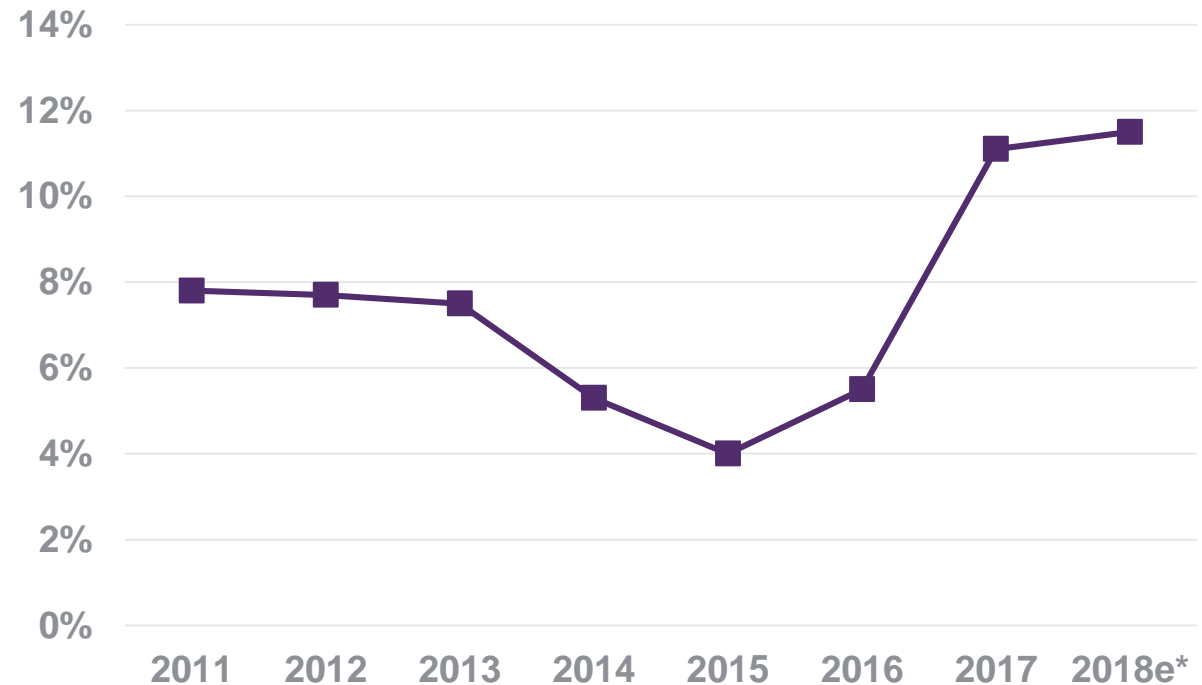
# Onshore/Offshore – industry leading financial performance

## Differentiated operating model delivering outperformance

- Early engagement
- Project selectivity
- Technology and innovation
- Risk management
- Project execution

## 2011-2018e\* Adjusted EBITDA Margin<sup>(1)</sup>

\*2018e Adjusted EBITDA Margin reflects updated segment guidance of at least 11.5% as of May 9, 2018.



<sup>(1)</sup> Adjusted EBITDA Margins for 2011 through 2016 were calculated from legacy Technip S.A.'s publicly available financial information. Adjusted EBITDA Margin is a non-GAAP measure. Adjusted EBITDA Margin as presented excludes the impact of restructuring charges as identified in the reconciliation of GAAP to non-GAAP financial schedule included in this presentation. Adjusted EBITDA Margin for 2017 and 2018e were provided in the Company's earnings release for the quarter ended December 31, 2017. We are unable to provide 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 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.

# 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



Frac, Flowback and Pumps

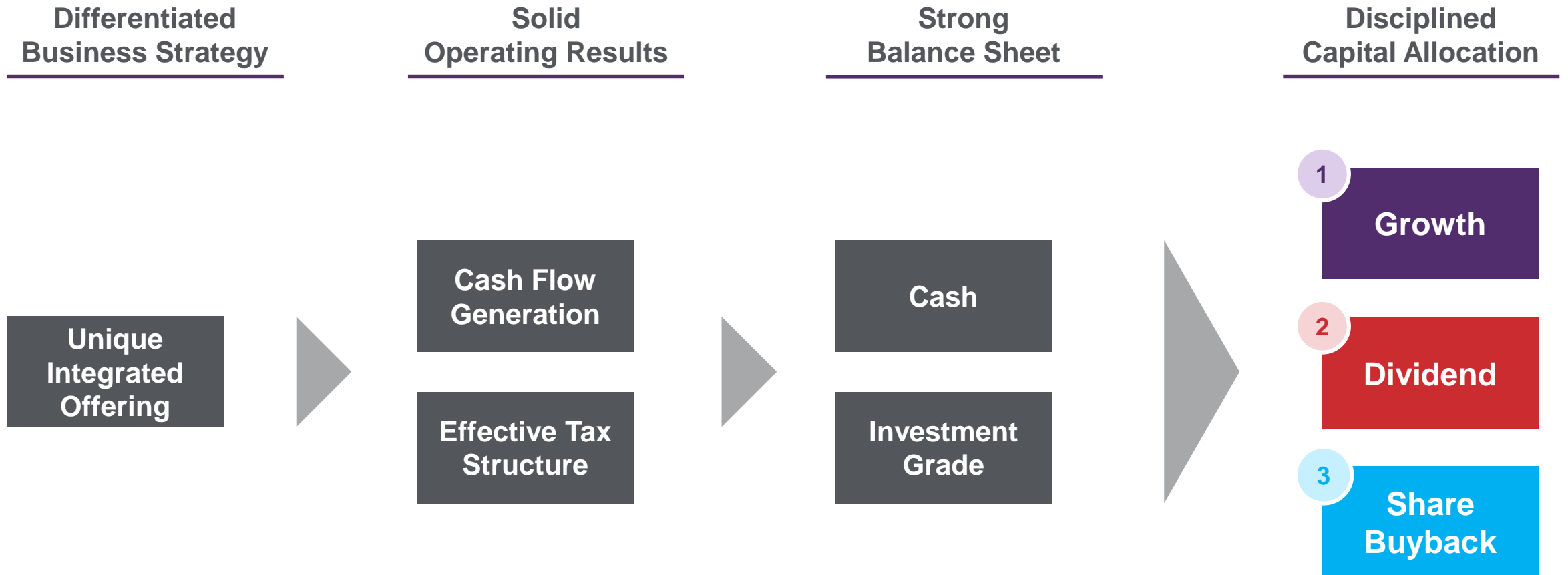


Midstream/  
Transportation



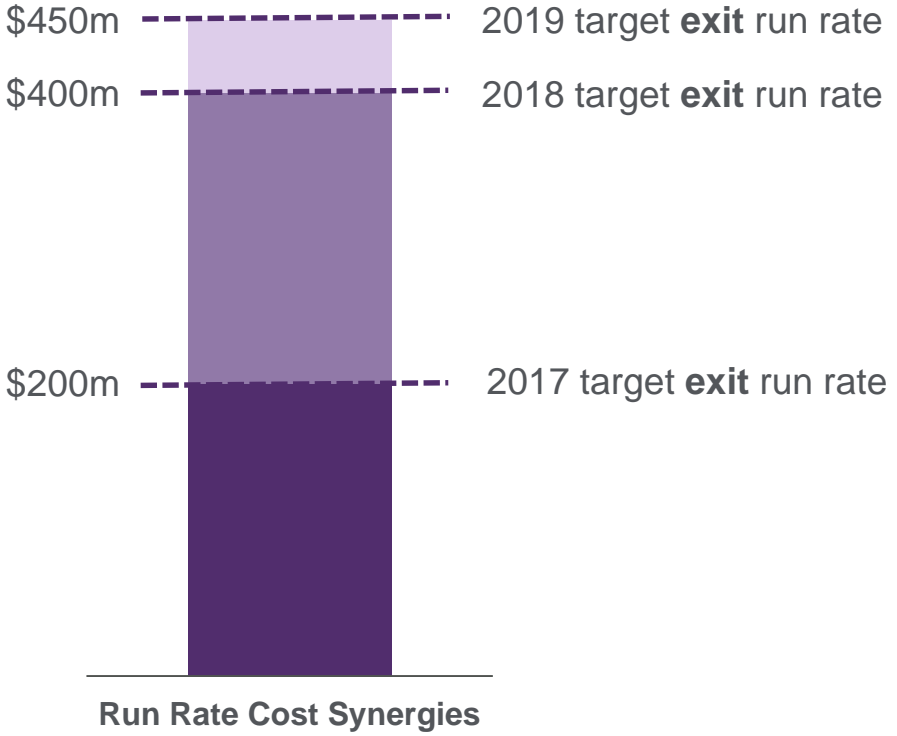


# Financial framework – our approach to value creation

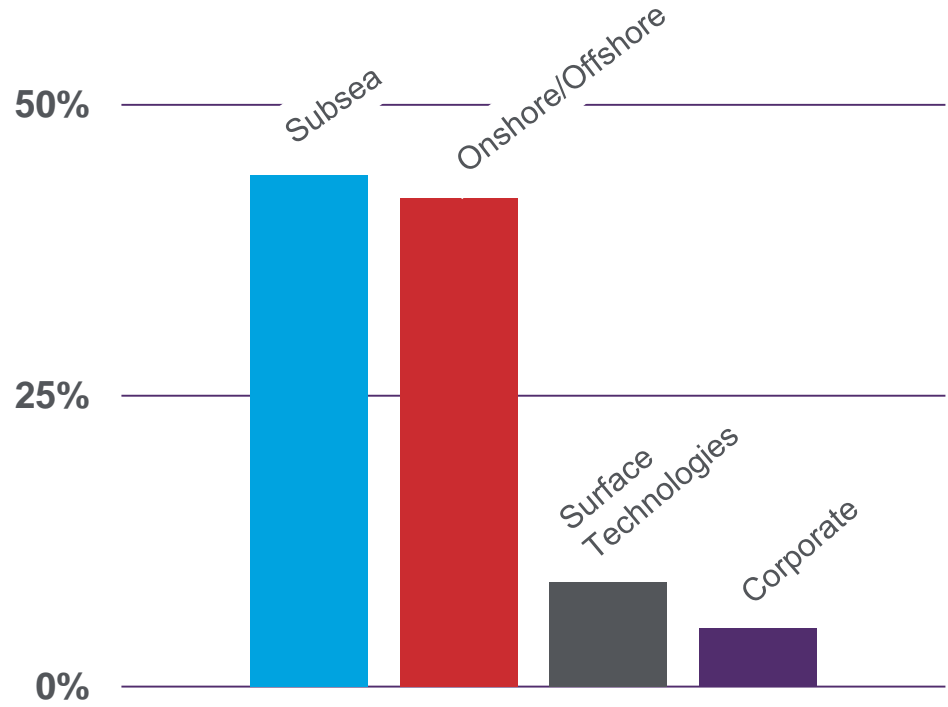


# Merger synergies – target increased to \$450m

## Delivering ahead of plan

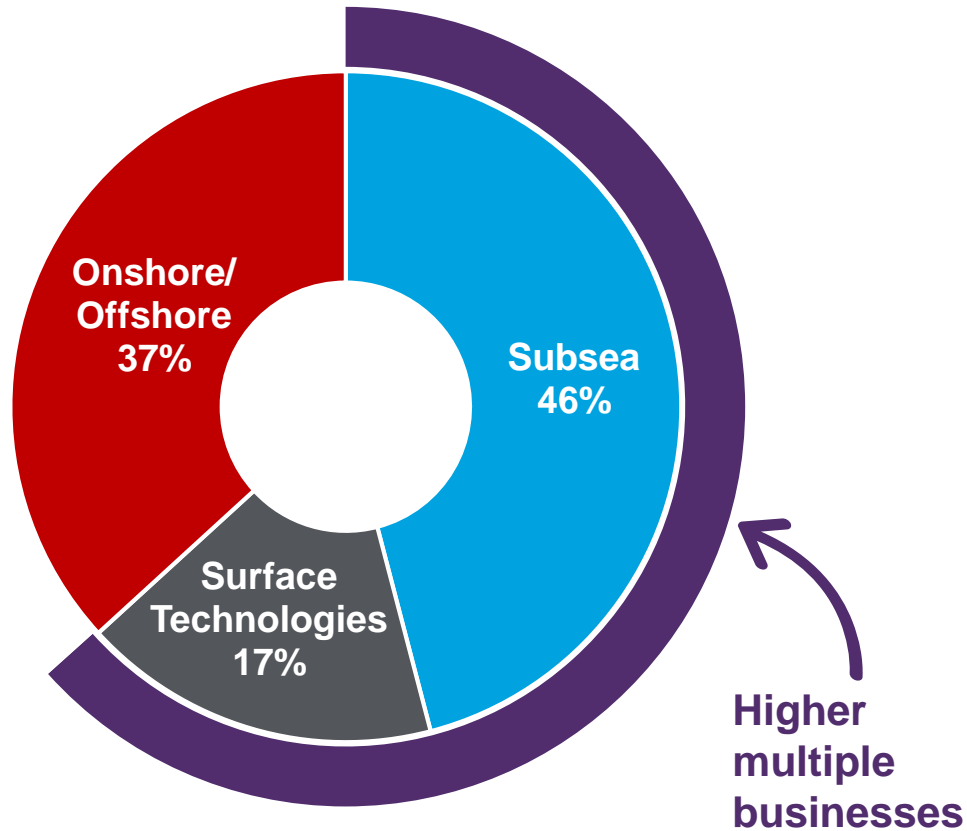


## Allocation by reporting segment



# TechnipFMC – real change creates shareholder value

2018e Adjusted EBITDA<sup>(1)</sup> Mix



- Industry leader with unique, differentiated business model
- New commercial model penetration
- EBITDA mix weighted to higher multiple / margin businesses
- Synergy target increased to \$450m run rate
- Balance Sheet offers flexibility
- Declining capital intensity
- Management incentivized to drive ROIC higher
- Integration drives value-enhancing growth opportunities

<sup>(1)</sup> Excludes corporate items, and calculated by applying “at least” EBITDA margin to mid-point of revenue guidance range for each of the segments from 2018 preliminary segment guidance issued on 10/25/2017

# Appendix

# Capital allocation

1

## Growth



**\$300 million** capex  
2018e

2

## Dividend



Declared a **Quarterly**  
cash dividend of  
USD **\$0.13** per share

3

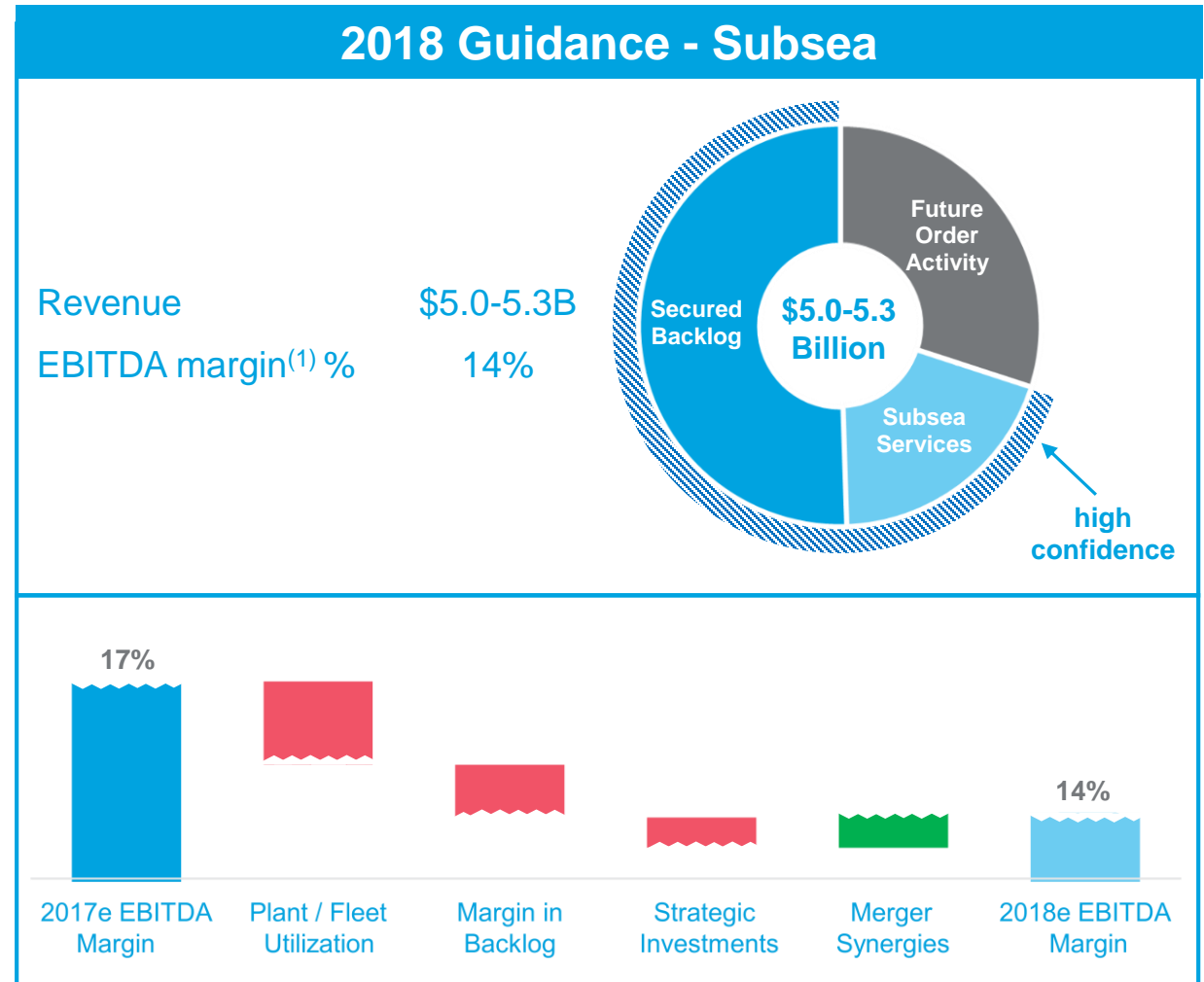
## Share Buyback



**\$500 million** share  
repurchase authorization  
to be completed no later  
than the end of 2018

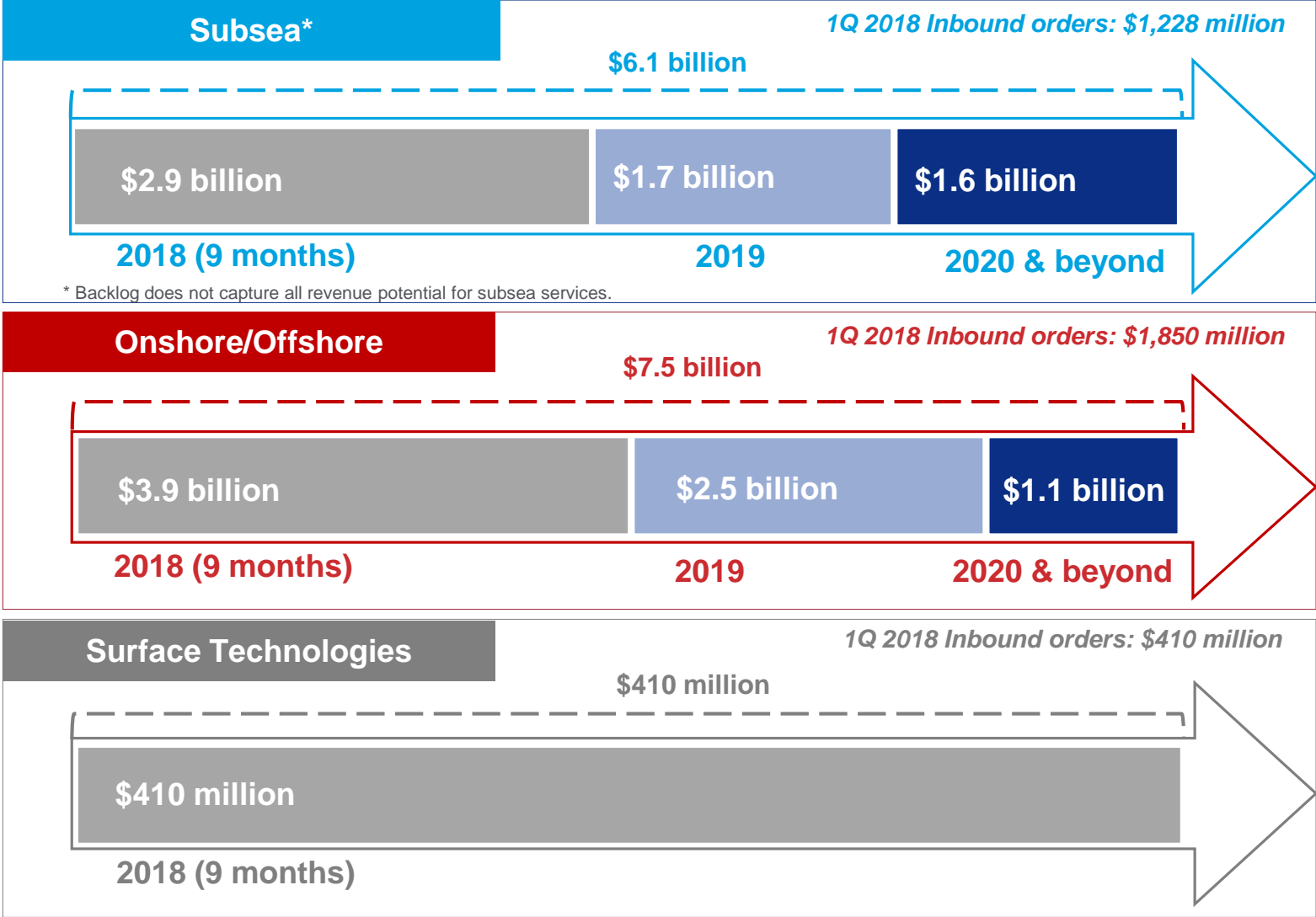
# 2018 Guidance: Subsea revenue and margin will lag order recovery

- ▶ Subsea guidance
  - ▶ Revenues in a range of \$5.0-5.3 billion
  - ▶ EBITDA margin<sup>(1)</sup> of at least 14% (excluding amortization related impact of purchase price accounting, and other charges and credits)
  
- ▶ High confidence in significant portion of 2018 revenue covered by backlog and anticipated services revenue
  
- ▶ Lower utilization and more challenging pricing for large competitive tenders create margin headwinds



<sup>(1)</sup> Our guidance measure, segment EBITDA margin, is a non-GAAP financial measure. 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.

# Backlog visibility



# Reconciliation of GAAP to non-GAAP financial measures

<b>Onshore/Offshore Segment</b>						
<b>in millions EUR, unaudited</b>	<b>FY 11 Actuals</b>	<b>FY 12 Actuals</b>	<b>FY 13 Actuals</b>	<b>FY 14 Actuals</b>	<b>FY 15 Actuals</b>	<b>FY 16 Actuals</b>
<b>Revenues</b>	<b>3,841.0</b>	<b>4,156.3</b>	<b>5,220.1</b>	<b>5,844.1</b>	<b>6,332.7</b>	<b>5,761.7</b>
Operating Income (Loss) from Recurring Activities after Income (Loss) of Equity Affiliates	273.7	290.4	351.4	276.2	33.9	278.6
Restructuring costs	-	-	-	-	(184.1)	-
Operating Income (Loss)	273.7	290.4	351.4	276.2	218.0	278.6
Depreciation and Amortization	26.8	30.7	37.7	32.7	38.2	40.5
<b>Adjusted EBITDA</b>	<b>300.5</b>	<b>321.1</b>	<b>389.1</b>	<b>308.9</b>	<b>256.2</b>	<b>319.1</b>
Adjusted EBITDA Margin	7.8%	7.7%	7.5%	5.3%	4.0%	5.5%

Note: The 2011 through 2016 reconciliation of GAAP to non-GAAP financial measures for legacy Technip S.A.'s publicly available financial information does not include the full consolidation of the Yamal LNG joint venture.



**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 first quarter 2018 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 2017 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 March 31, 2018						
	Net income (loss) attributable to TechnipFMC plc	Net loss (income) attributable to noncontrolling 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	\$ 95.1	\$ 3.7	\$ 49.3	\$ (87.4)	\$ 228.1	\$ 131.8	\$ 359.9
Charges and (credits):							
Impairment and other charges	2.2	—	0.8	—	3.0	—	3.0
Restructuring and other severance charges	6.2	—	2.3	—	8.5	—	8.5
Business combination transaction and integration costs	4.1	—	1.5	—	5.6	—	5.6
Purchase price accounting adjustment	23.9	—	7.4	—	31.3	(21.7)	9.6
Adjusted financial measures	<u>\$ 131.5</u>	<u>\$ 3.7</u>	<u>\$ 61.3</u>	<u>\$ (87.4)</u>	<u>\$ 276.5</u>	<u>\$ 110.1</u>	<u>\$ 386.6</u>

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**

(In millions, except per share amounts)

	(Unaudited)	
	Three Months Ended	
	March 31,	
	2018	2017
(after-tax)		
Net income (loss) attributable to TechnipFMC plc, as reported	\$ 95	\$ (19)
<u>Charges and (credits):</u>		
Impairment and other charges (1)	2	—
Restructuring and other severance charges (2)	6	7
Business combination transaction and integration costs (3)	4	39
Purchase price accounting adjustments (4)	24	95
Total	36	141
Adjusted net income attributable to TechnipFMC plc	\$ 131	\$ 122
Earnings (loss) per diluted EPS attributable to TechnipFMC plc, as reported	\$ 0.20	\$ (0.04)
Adjusted diluted EPS attributable to TechnipFMC plc	\$ 0.28	\$ 0.26

- (1) Tax effect of \$1 million and nil during the three months ended March 31, 2018 and 2017, respectively.
- (2) Tax effect of \$2 million and \$3 million during the three months ended March 31, 2018 and 2017, respectively.
- (3) Tax effect of \$2 million and \$16 million during the three months ended March 31, 2018 and 2017, respectively.
- (4) Tax effect of \$7 million and \$35 million during the three months ended March 31, 2018 and 2017, respectively.

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**

(In millions, unaudited)

	Three Months Ended				
	March 31, 2018				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,180.2	\$ 1,573.4	\$ 371.6	\$ —	\$ 3,125.2
Operating profit, as reported (pre-tax)	\$ 54.4	\$ 202.9	\$ 30.6	\$ (59.8)	\$ 228.1
Charges and (credits):					
Impairment and other charges	0.4	2.6	—	—	3.0
Restructuring and other severance charges	2.7	0.9	2.4	2.5	8.5
Business combination transaction and integration costs	—	—	—	5.6	5.6
Purchase price accounting adjustments - non-amortization related	6.0	—	3.6	—	9.6
Purchase price accounting adjustments - amortization related	21.9	—	(0.1)	(0.1)	21.7
Subtotal	31.0	3.5	5.9	8.0	48.4
Adjusted Operating profit	85.4	206.4	36.5	(51.8)	276.5
Adjusted Depreciation and amortization	86.6	8.6	13.8	1.1	110.1
Adjusted EBITDA	<u>\$ 172.0</u>	<u>\$ 215.0</u>	<u>\$ 50.3</u>	<u>\$ (50.7)</u>	<u>\$ 386.6</u>
Operating profit margin, as reported	4.6%	12.9%	8.2%		7.3%
Adjusted Operating profit margin	7.2%	13.1%	9.8%		8.8%
Adjusted EBITDA margin	14.6%	13.7%	13.5%		12.4%

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**

(In millions, unaudited)

	Three Months Ended				
	March 31, 2017				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,376.7	\$ 1,764.0	\$ 248.4	\$ (1.1)	\$ 3,388.0
Operating profit (pre-tax)	\$ 54.2	\$ 142.8	\$ (18.6)	\$ (59.7)	\$ 118.7
Charges and (credits):					
Impairment and other charges	0.2	—	0.2	—	0.4
Restructuring and other severance charges	6.5	(0.3)	1.2	1.9	9.3
Business combination transaction and integration costs	1.5	—	0.8	52.3	54.6
Purchase price accounting adjustments - non-amortization related	55.0	—	34.2	(3.0)	86.2
Purchase price accounting adjustments - amortization related	34.0	—	9.0	(0.1)	42.9
Subtotal	97.2	(0.3)	45.4	51.1	193.4
Adjusted Operating profit	151.4	142.5	26.8	(8.6)	312.1
Adjusted Depreciation and amortization	87.2	9.7	9.2	2.2	108.3
Adjusted EBITDA	<u>\$ 238.6</u>	<u>\$ 152.2</u>	<u>\$ 36.0</u>	<u>\$ (6.4)</u>	<u>\$ 420.4</u>
Operating profit margin, as reported	3.9%	8.1%	-7.5%		3.5%
Adjusted Operating profit margin	11.0%	8.1%	10.8%		9.2%
Adjusted EBITDA margin	17.3%	8.6%	14.5%		12.4%

**TECHNIPFMC PLC AND CONSOLIDATED SUBSIDIARIES**  
**RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES**

(In millions, unaudited)

	March 31, 2018	December 31, 2017
Cash and cash equivalents	\$ 6,220.6	\$ 6,737.4
Short-term debt and current portion of long-term debt	(87.2)	(77.1)
Long-term debt, less current portion	(3,735.8)	(3,777.9)
Net cash	\$ 2,397.6	\$ 2,882.4

Net cash (debt) is a non-GAAP financial measure reflecting cash and cash equivalents, net of debt. Management uses this non-GAAP financial measure to evaluate TechnipFMC's capital structure and financial leverage. Management believes net cash (debt) is a meaningful financial measure that may also assist investors in understanding TechnipFMC's financial condition and underlying trends in its capital structure.

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