



# Investor Relations Overview

August 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.

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 Financial & operational highlights – Q2 2018
- 2 Market overview
- 3 Company overview
- 4 Analyst day highlights

# Section 1: Financial & operational highlights Q2 2018

# Q2 2018 Financial highlights

## REVENUE

**Total Company \$3.0B**

Subsea \$1.2B, Onshore/Offshore \$1.3B

Surface Technologies \$401M

---

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

**Total Company \$377M**

**Operating segments \$435M**

---

## INBOUND ORDERS and BACKLOG

**Total Company inbound orders \$4.2B**

Subsea \$1.5B, Onshore/Offshore \$2.3B

Surface Technologies \$415M

**Total Company backlog \$14.9B**

---

## CASH

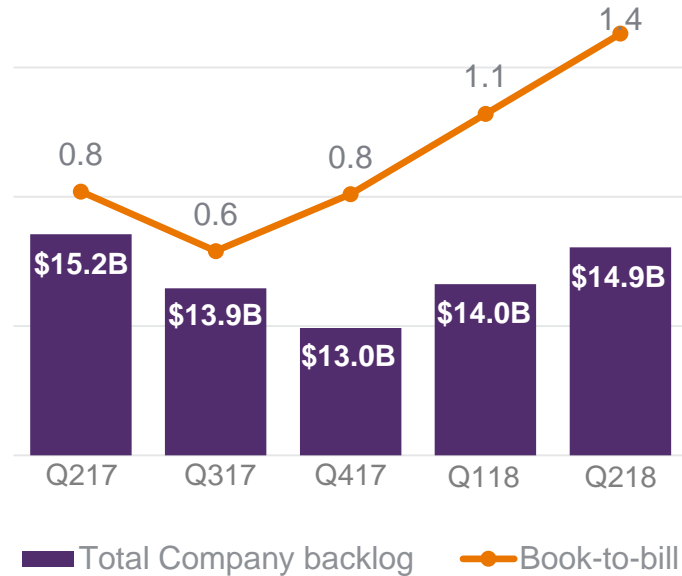
**Net cash<sup>(2)</sup> \$1.7B**

(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.

# Q2 2018 Key operational highlights

## Orders drive backlog higher

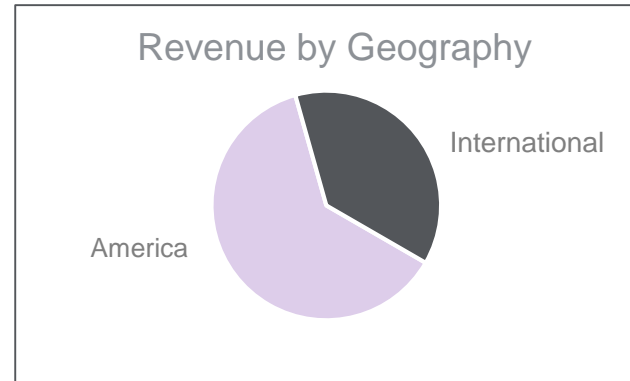


**\$4.2 billion** of total Company inbound; book-to-bill exceeds 1.0 for second consecutive quarter

**\$14.9 billion** of total Company backlog; up **15%** from year-end (Onshore/Offshore up **30%**)

## Surface Technologies recovers

**18.1%**  
Adjusted EBITDA margin



Strong sequential recovery in adjusted EBITDA margin; supports **confidence in full year outlook**

International market prospects and tendering activity **continue to improve**

## First iEPCI™ project completed



Shell  
Kaikias

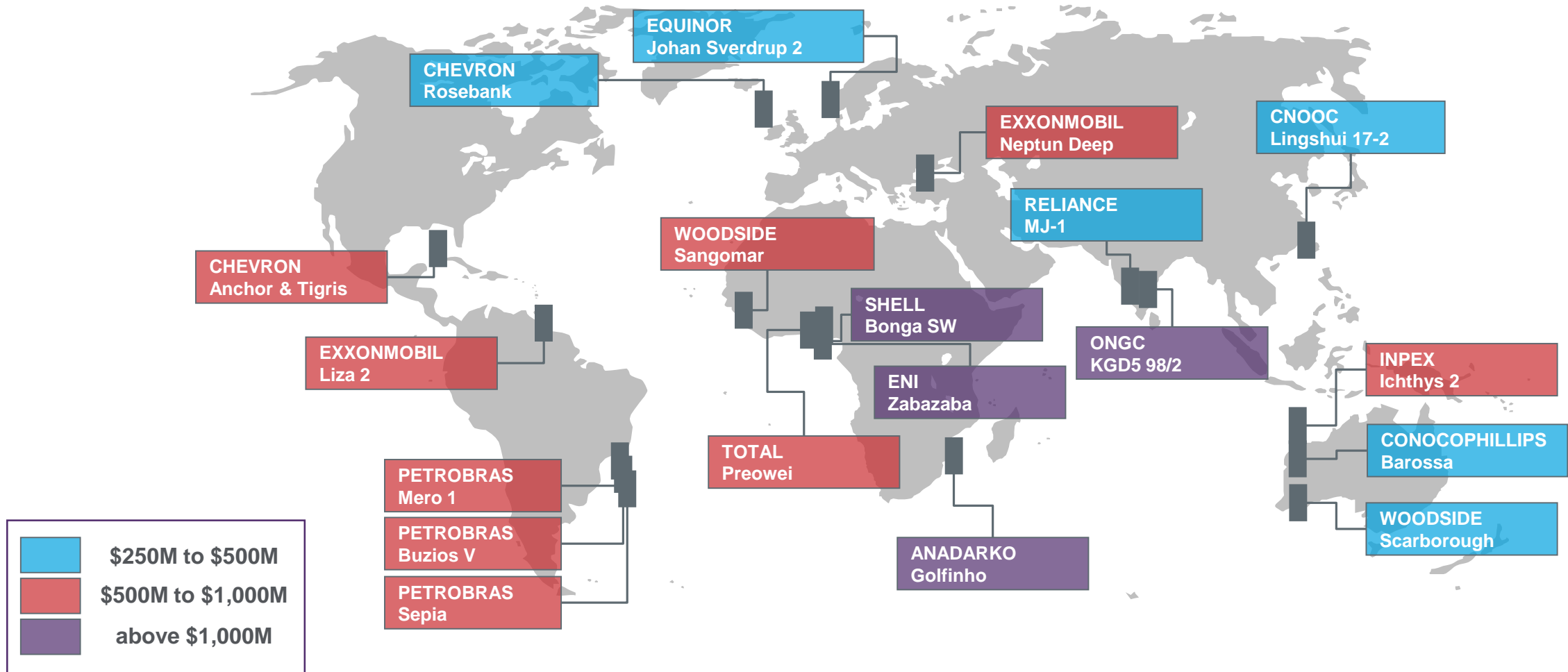
Time to first  
oil reduced  
by one year



First delivered iEPCI™; inclusion of **Subsea 2.0™**

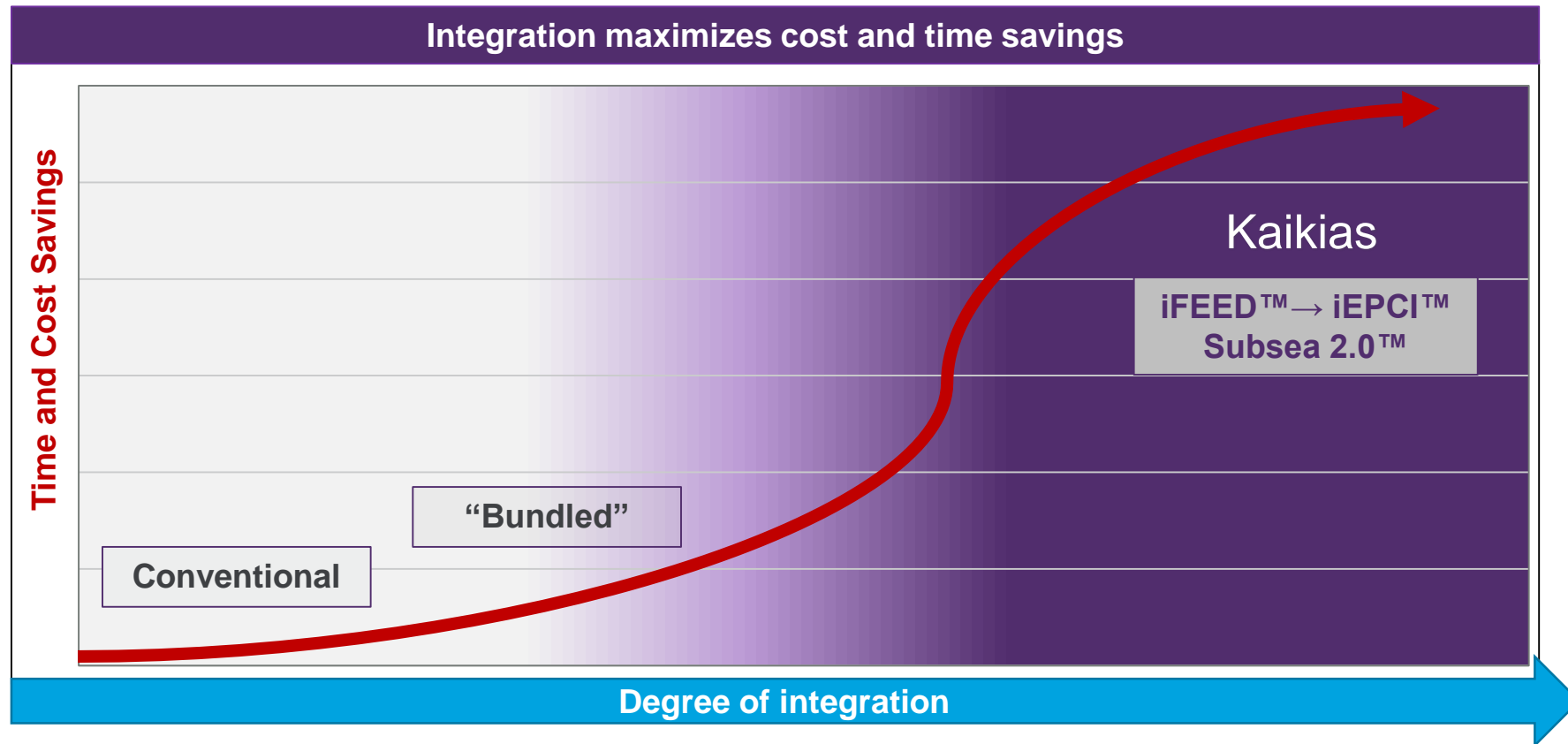
*“We believe **Kaikias** is the **most competitive** subsea development in the Gulf of Mexico”  
– Royal Dutch Shell*

# Subsea opportunities in the next 24 months\*



\*July 2018 update; project value ranges reflect potential subsea scope

# Integration drives sustainable improvements in project economics



- Subsea market is moving towards greater project integration
- iFEED™ + Subsea 2.0™ + iEPCI™ provide highest level of integration, savings potential



# Onshore/Offshore – 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

### ▶ Reimbursable PMC opportunities

- PARCO refinery



## LNG

### ▶ Improving market dynamics

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



### ▶ FEED awards

- Novatek-led Arctic LNG
- Sempra Energia Costa Azul
- Nigeria LNG train 7



### ▶ Execution

- Yamal
- Coral FLNG

### ▶ Adjacent opportunities

- Gas FPSO

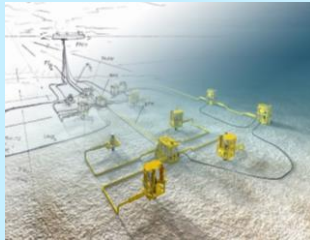


# Portfolio leverage to major energy growth platforms

## Subsea

### iEPCI™

Transforming subsea project economics



### Subsea 2.0™

Revolutionary product platform – simpler, leaner, smarter



### iLoF™

A growth engine



## LNG

**90** 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



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

# Q2 2018 Financial highlights

**Revenue**  
**\$3.0 billion**

**Adjusted EBITDA<sup>(1)</sup> \$377 million**  
\$435 million from Subsea, Onshore/Offshore, Surface Technologies

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

**Net Cash<sup>(2)</sup>**  
**\$1.7 billion**

**Backlog**  
**\$14.9 billion**

## OTHER ITEMS

- ▶ After-tax charges and (credits) of \$26 million
- ▶ Corporate expense of \$59 million, excluding charges and (credits); includes \$24 million, or \$0.04 per diluted share, of net foreign exchange losses
- ▶ Net interest expense of \$51 million, including \$49 million, or \$0.11 per diluted share, related to liability payable to joint venture partner
- ▶ Effective tax rate of 31%, excluding discrete items
- ▶ Depreciation and amortization expense
  - ▶ Reported: \$139 million; adjusted: \$116 million<sup>(1)</sup>
  - ▶ Purchase price accounting impact of \$22 million

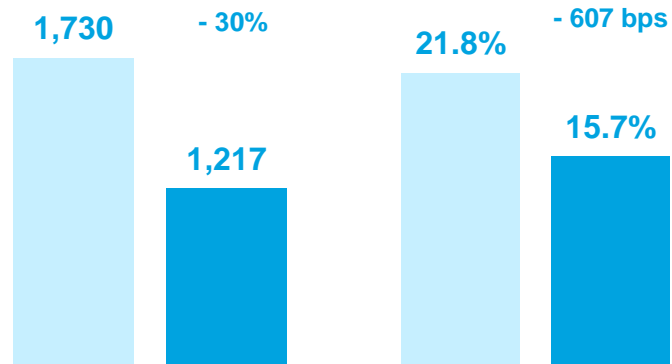
(1) Adjusted results exclude the impact of exceptional charges and credits from continuing operations as identified in the reconciliation of GAAP to non-GAAP financial measures schedules included in this presentation.

(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.

# Q2 2018 Segment results

## Subsea

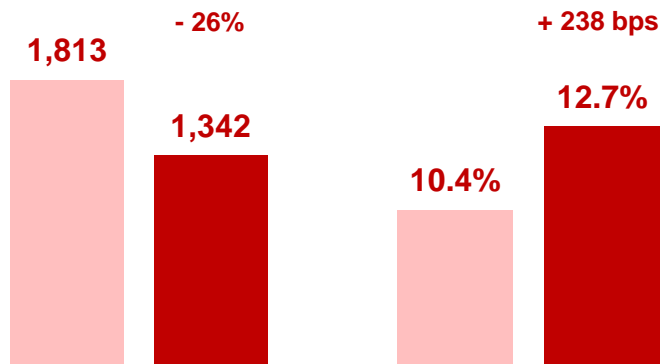
USD, in millions



Revenue Adjusted EBITDA margin  
■ 2Q17 ■ 2Q18

## Onshore/Offshore

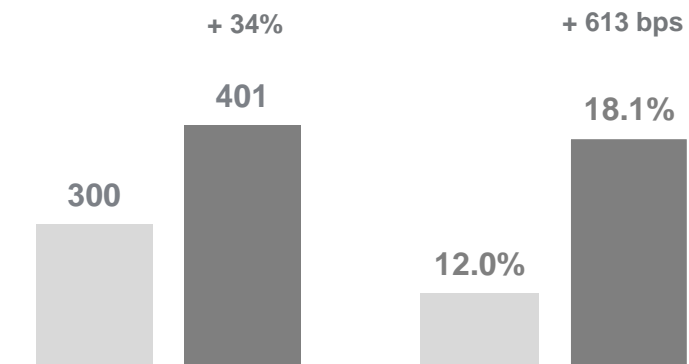
USD, in millions



Revenue Adjusted EBITDA margin  
■ 2Q17 ■ 2Q18

## Surface Technologies

USD, in millions



Revenue Adjusted EBITDA margin  
■ 2Q17 ■ 2Q18

### Operational Highlights

- ▶ Revenue declined 30%: projects in Asia Pacific, Africa, and North America progressed towards completion
- ▶ Adjusted EBITDA margin declined 607 bps to 15.7%: impact of anticipated revenue decline, partially offset by merger synergies; operating profit benefited from conclusion of key project milestones
- ▶ Inbound orders of \$1.5 billion; book-to-bill of 1.2x; period-end backlog at \$6.2 billion

### Operational Highlights

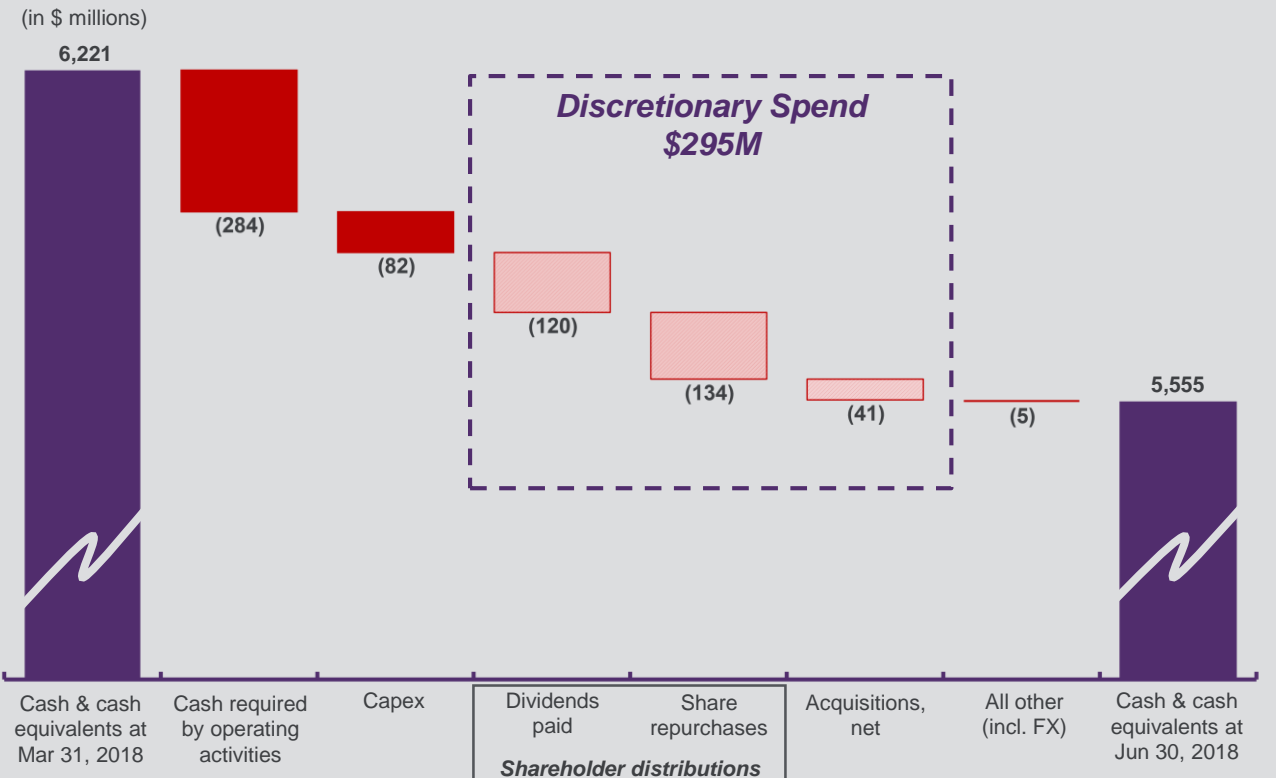
- ▶ Revenue declined 26%: moved closer to completion on major projects, primarily Yamal LNG, moderately offset by increased project activity in Asia Pacific and EMIA regions
- ▶ Adjusted EBITDA margin increased 238 bps to 12.7%: strong project execution across many projects, most notably Asia Pacific and EMIA regions
- ▶ Inbound orders of \$2.3 billion; book-to-bill of 1.7x; period-end backlog at \$8.3 billion

### Operational Highlights

- ▶ Revenue increased 34%: increased North American activity for hydraulic fracturing services, wellhead systems, and pressure control equipment and services; modest international growth
- ▶ Adjusted EBITDA margin increased 613 bps to 18.1%: higher volume in North America and improved cost structure; international pricing pressures continue
- ▶ Inbound orders of \$415 million; book-to-bill of 1.0x; period-end backlog at \$415 million

# Cash flow impacted by project timing and discretionary spend

- ▶ Cash required by operating activities of \$(284) million; working capital draw of \$(477) million a function of project cycles
- ▶ Capital expenditures of \$82 million
- ▶ Discretionary spend totaled \$295 million
  - ▶ \$120 million: Dividends paid (two quarterly payments)
  - ▶ \$134 million: Share repurchases
  - ▶ \$41 million: Acquisitions, net



# 2018 Full Guidance<sup>(1)</sup> *\*Updated July 25, 2018*

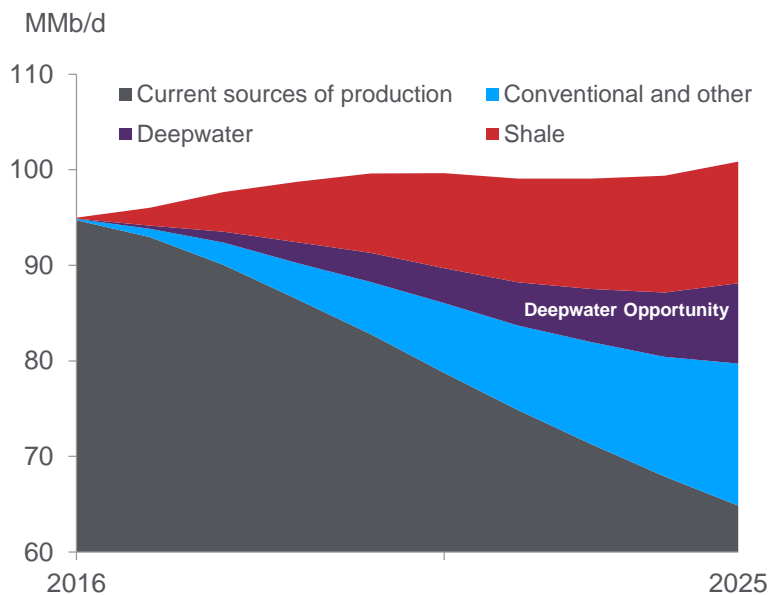
Subsea	Onshore/Offshore	Surface Technologies
<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$5.0–5.3 billion</li> <li>▶ <b>EBITDA</b> margin at least 14% (excluding amortization related impact of purchase price accounting, and other charges and credits)</li> </ul>	<ul style="list-style-type: none"> <li>▶ <b>Revenue</b> in a range of \$5.6–5.9* billion</li> <li>▶ <b>EBITDA</b> margin at least 12%* (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</b> margin at least 17.5% (excluding amortization related impact of purchase price accounting, and other charges and credits)</li> </ul>
<b>TechnipFMC</b>		
<ul style="list-style-type: none"> <li>▶ <b>Corporate expense, net</b> \$40 – 45 million per quarter (excluding the impact of foreign currency fluctuations)</li> <li>▶ <b>Net interest expense</b> approximately \$20 – 22 million per quarter (excluding the impact of revaluation of partners’ redeemable financial liability)</li> <li>▶ <b>Tax rate</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>		

(1) 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.

# Section 2: Market overview

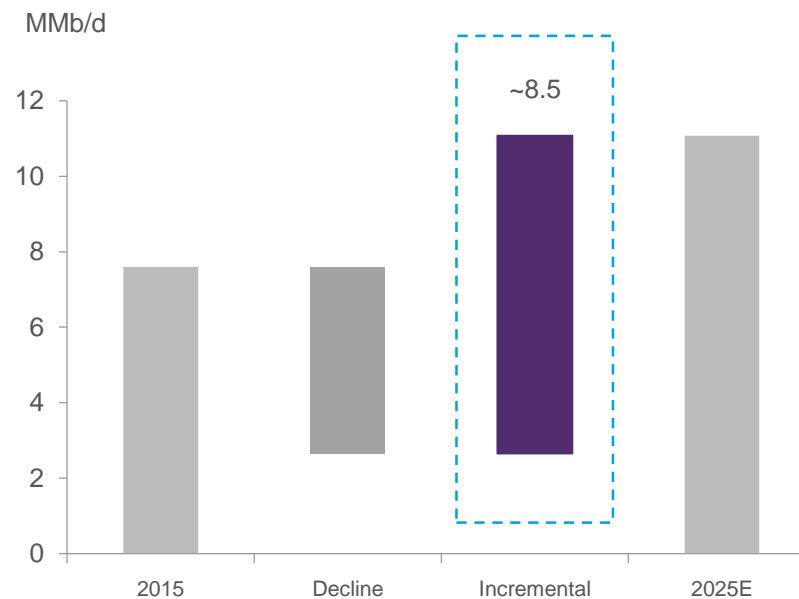
# Offshore remains critical to the future...

~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

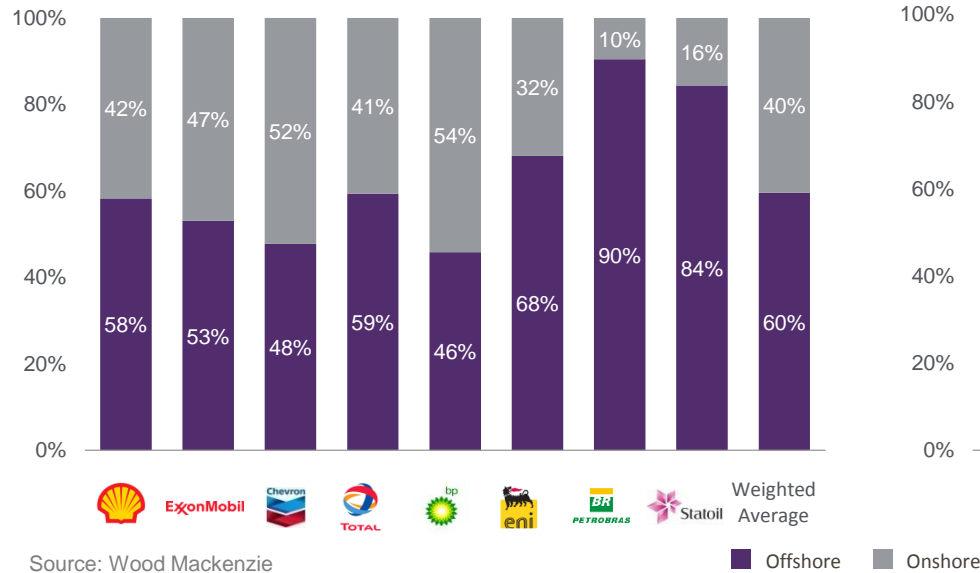


# ...and accounts for the majority of majors' production

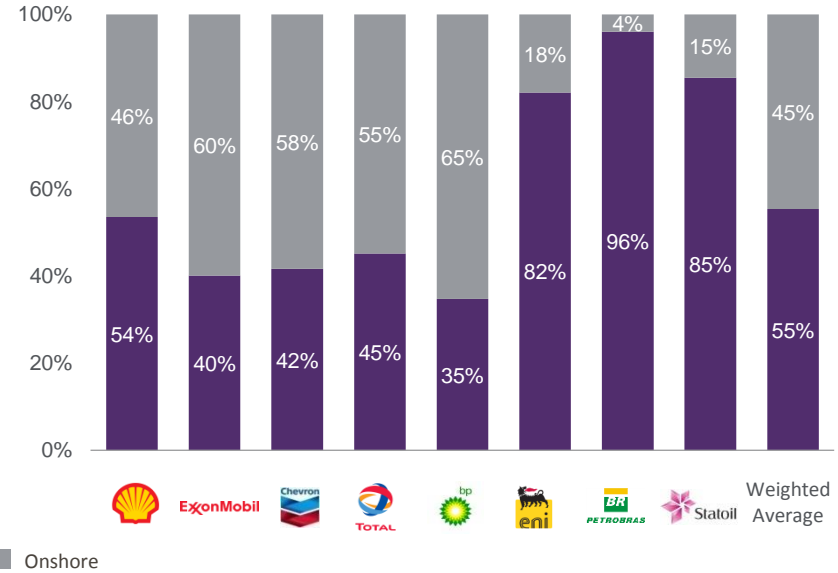
Offshore contributes significantly to majors' production...

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

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



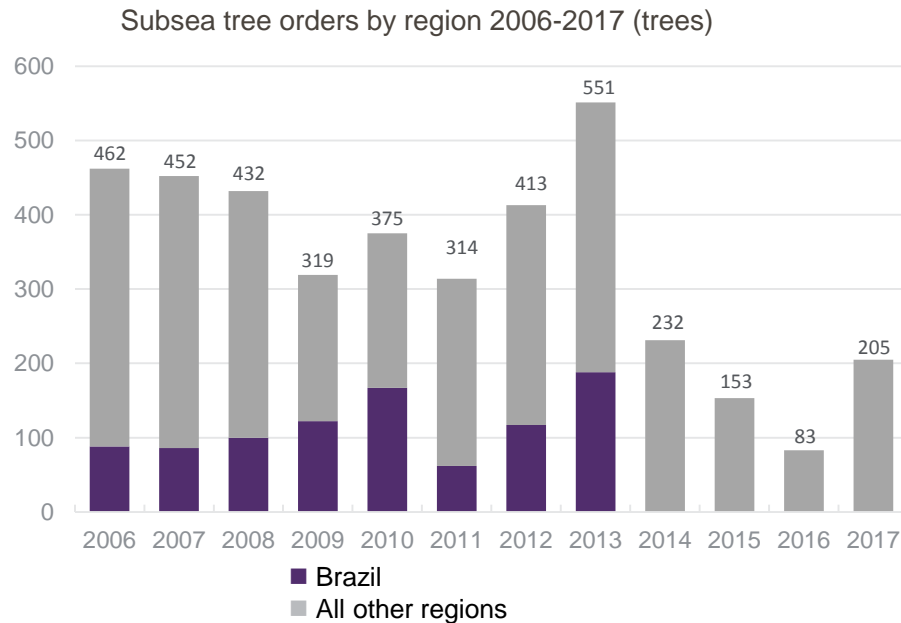
Remaining 2P reserves by classification (%) <sup>(1)</sup>



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

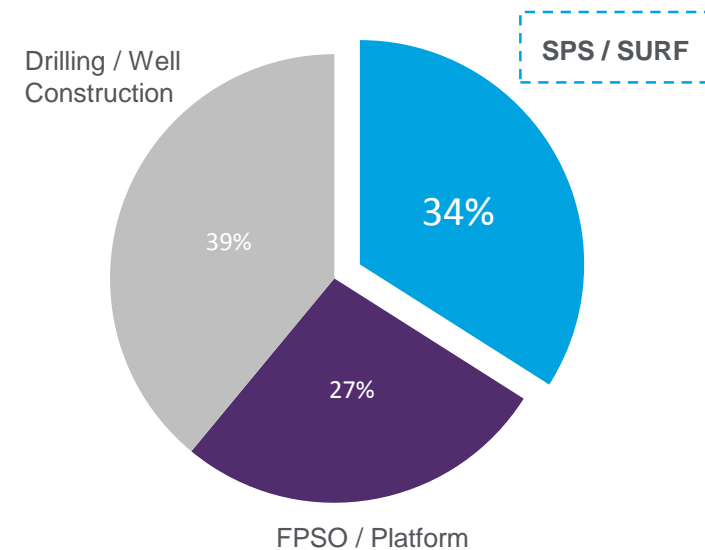
# SPS / SURF - critical components of offshore development

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



Source: Wood Mackenzie

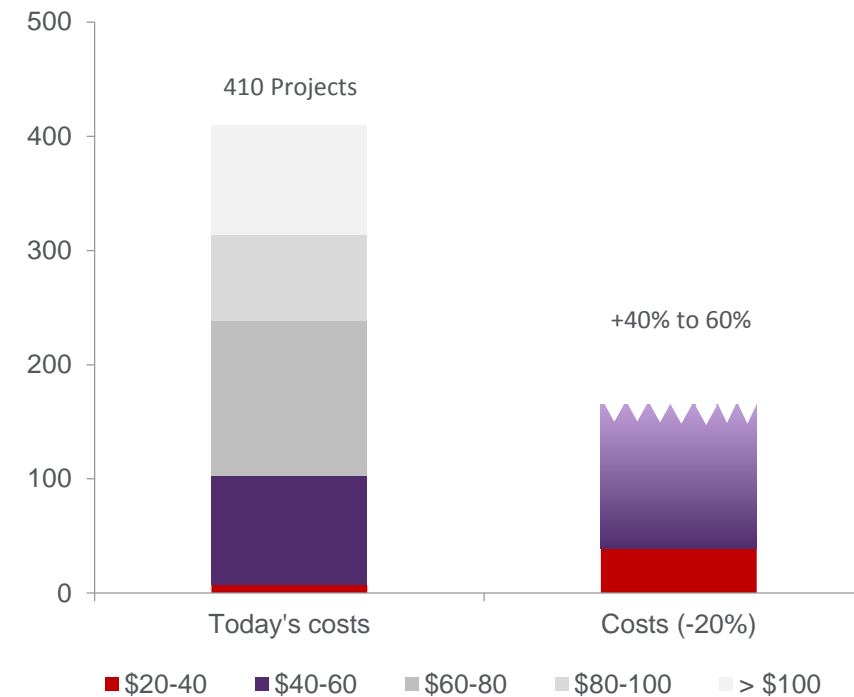
**SPS / SURF is one of the largest components of project costs**



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



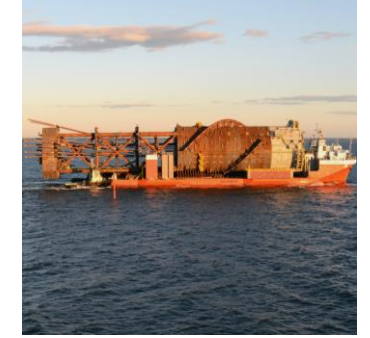
### Fixed platforms

- Conventional jackets
- Production jack-ups
- GBS
- Artificial Islands



### FLNG

- Nearshore
- Deepwater
- Mid-to-large scale (1 MTA\* to 12 MTA)



### Floating platforms

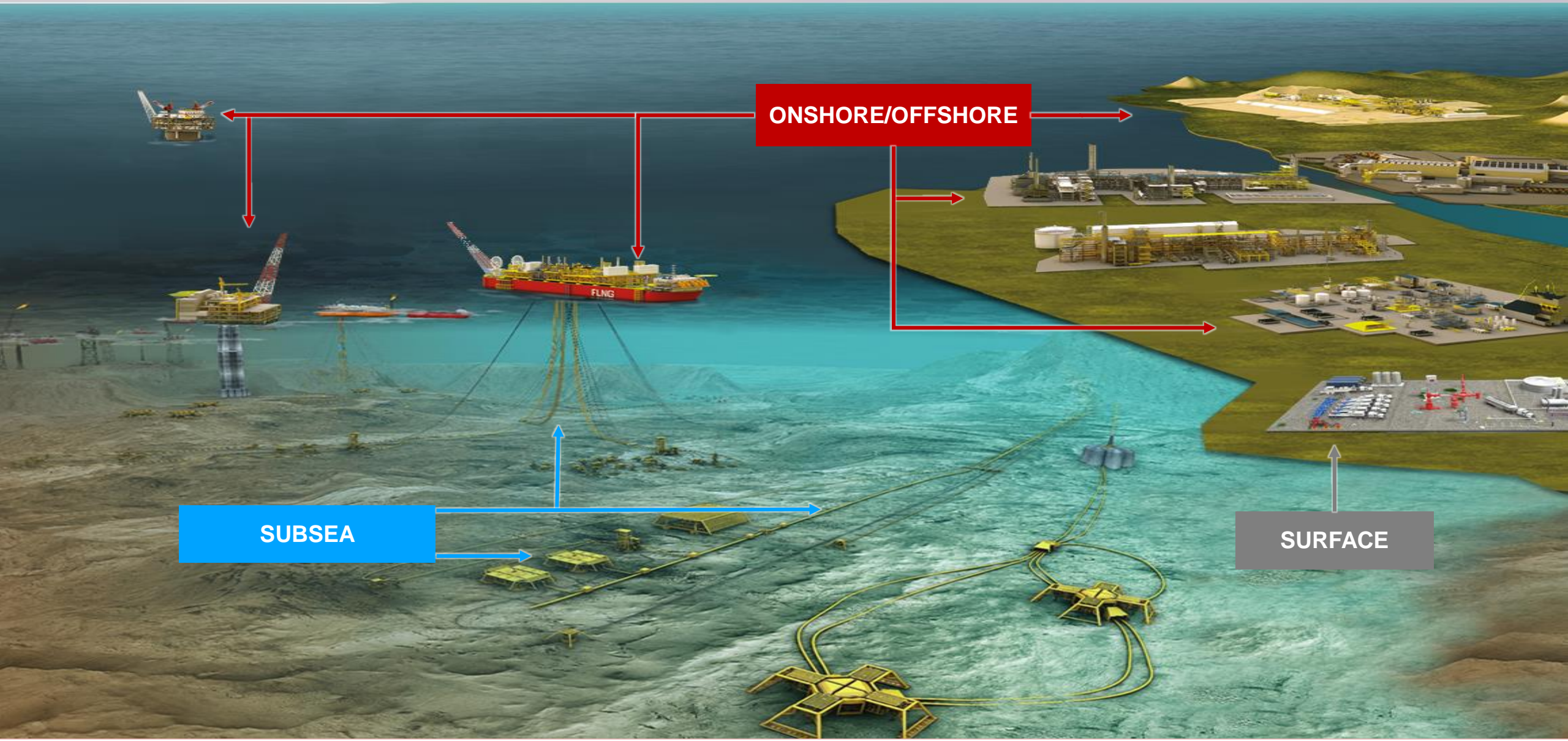
- Spar
- TLP
- Semi-submersible
- FPSO

- ▶ Market is dominated by conventional fixed platforms
- ▶ FPSO market oriented towards new-build gas facilities and leased converted units for oil
- ▶ Increasing trend for unmanned fixed and floating facilities

\*MTA is million tons per annum.

# 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

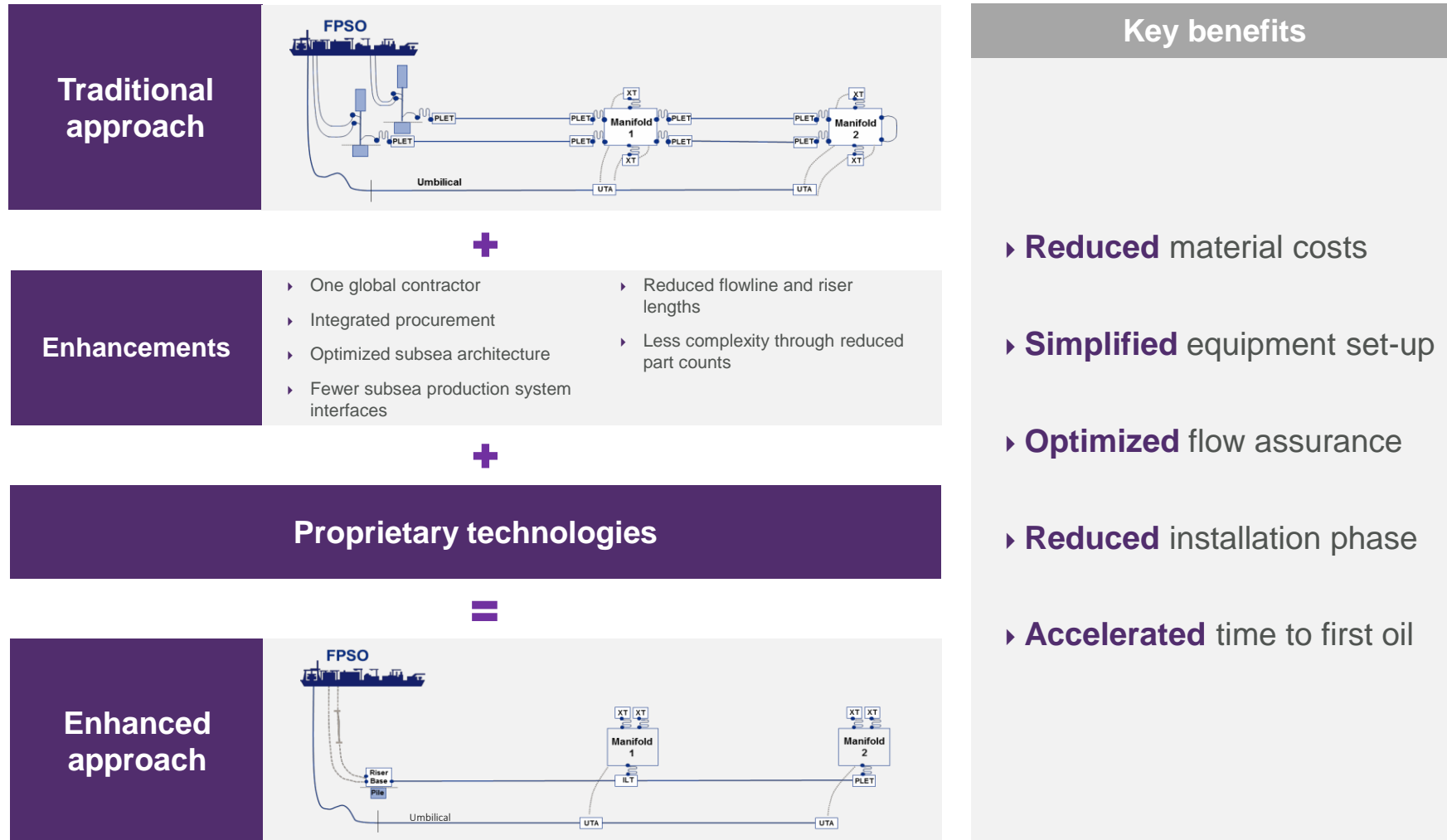
### Services

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

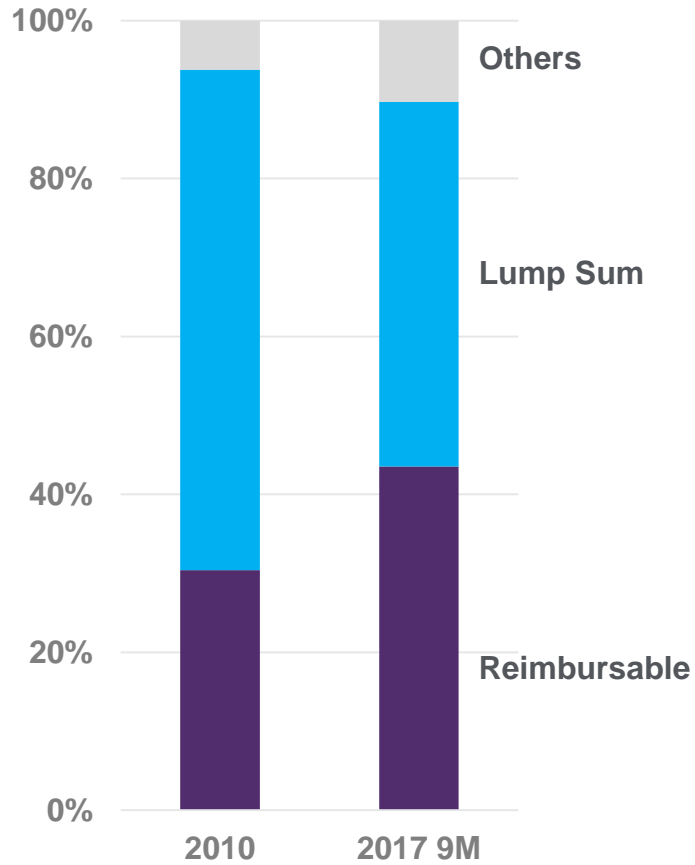
# Subsea – integrated approach redefining project economics





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

## Revenue breakdown



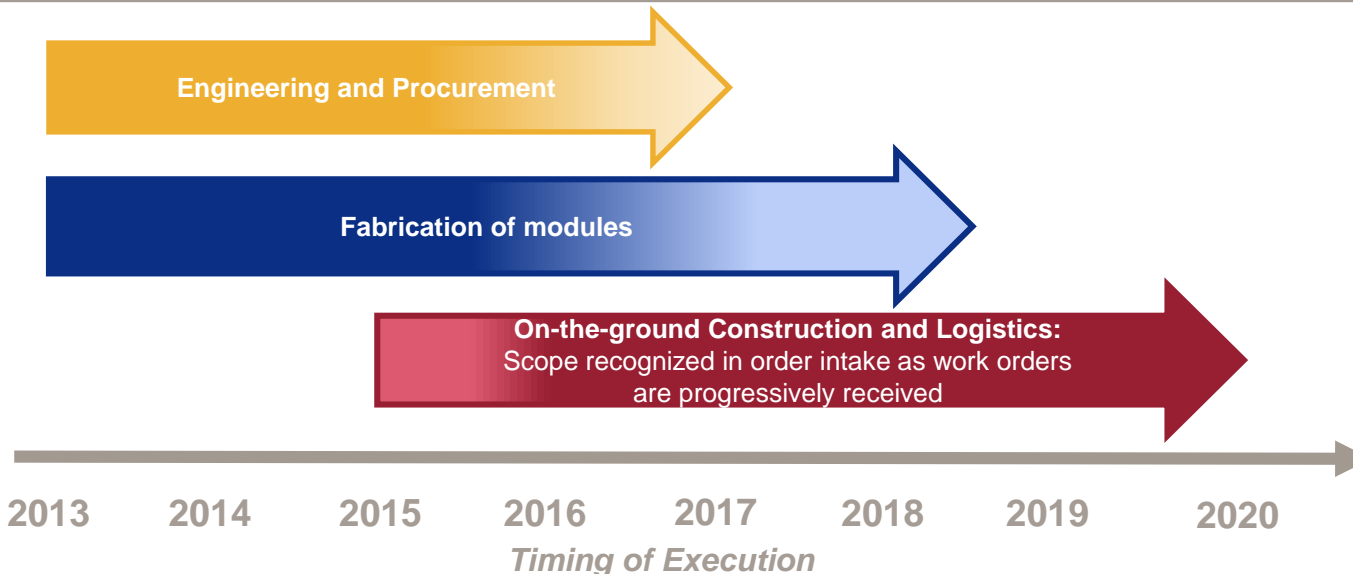
Source: Company data



# 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
- **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:**
  - Sustained reliability of Train 1, with production in excess of 3 million tons of LNG shipped to date.
  - Commissioning of Train 2 progressing well and nearing completion.



# Surface Technologies - leading products and integrated solutions

## Surface Americas

➤ Integrated shale offering from completion to production

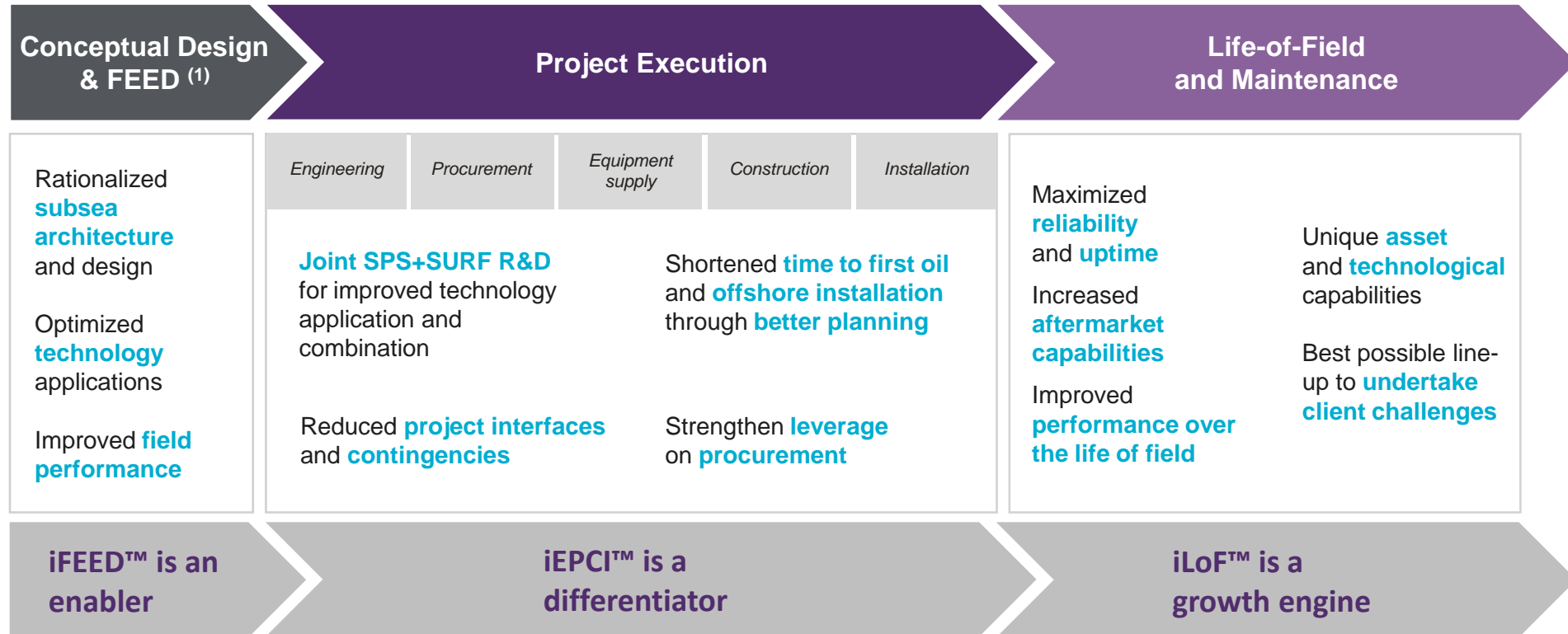
➤ Improves speed, safety and quality while lowering operator costs



# Section 4: Analyst day\* highlights

\*November 28, 2017

# Subsea offers a full suite of capabilities

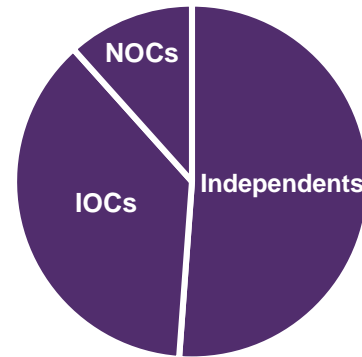


<sup>(1)</sup> Genesis Oil & Gas Consultants TechnipFMC

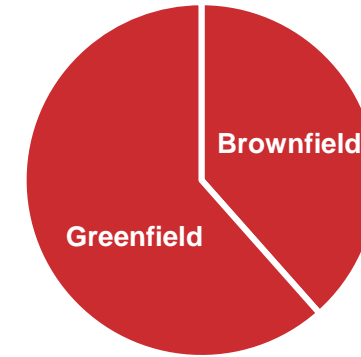
# iFEED™ is an enabler

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

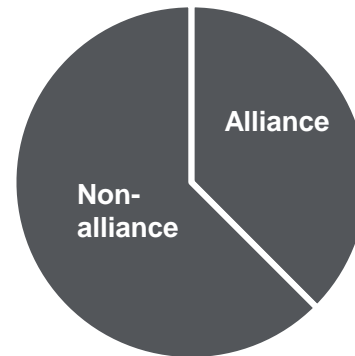
Customer Type



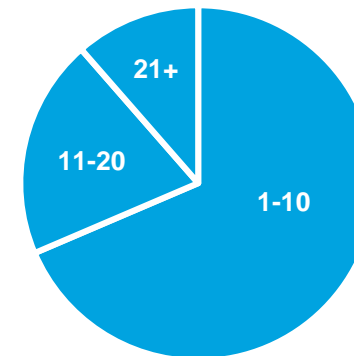
Field Type



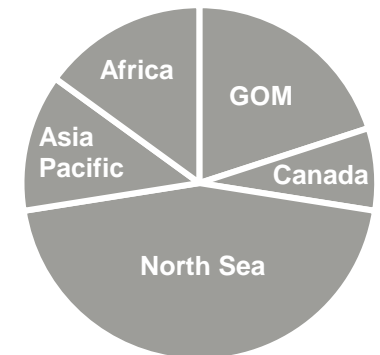
Relationship



Scope (Tree Count)



Geography



iFEED™ data as of November 28, 2017


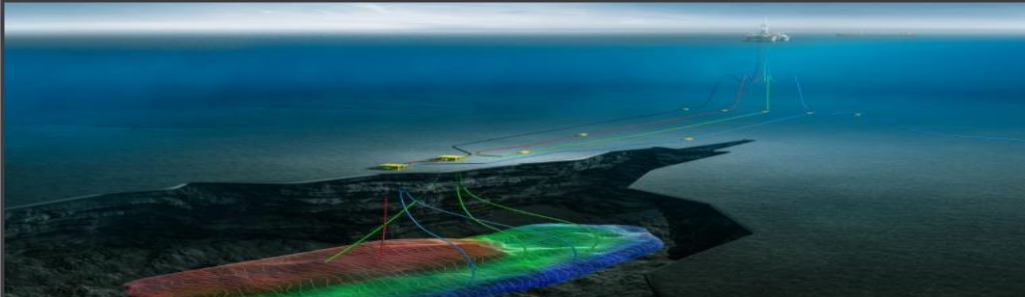
# iEPCI™ is a differentiator...

## 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



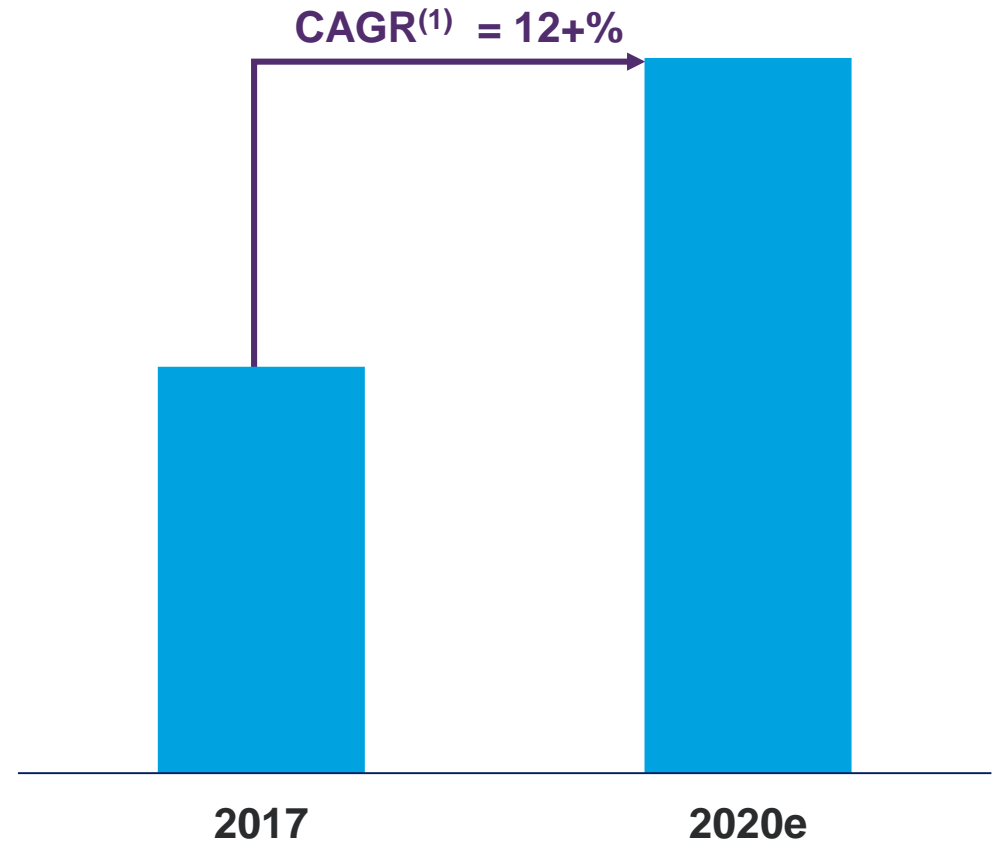
2,200+ units

### Subsea Trees



2,000+ units

## Subsea services revenue



<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™

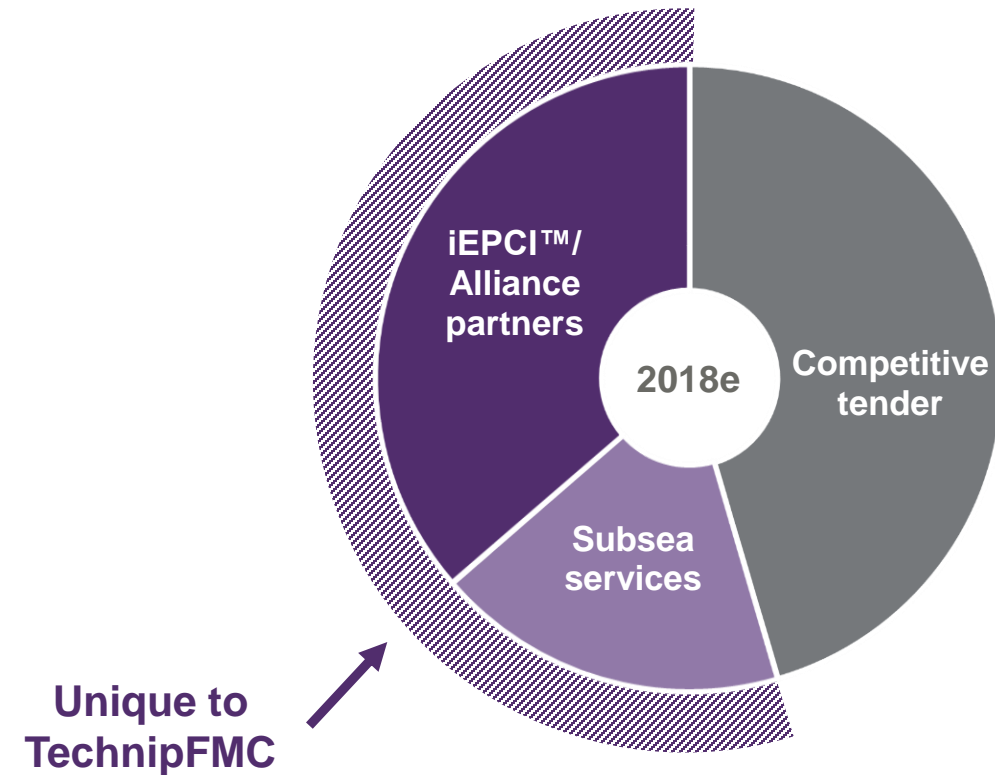
- Expands the set of deepwater opportunities
- Value proposition mitigates headwinds of reduced project scope



# 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

2018e Subsea inbound orders

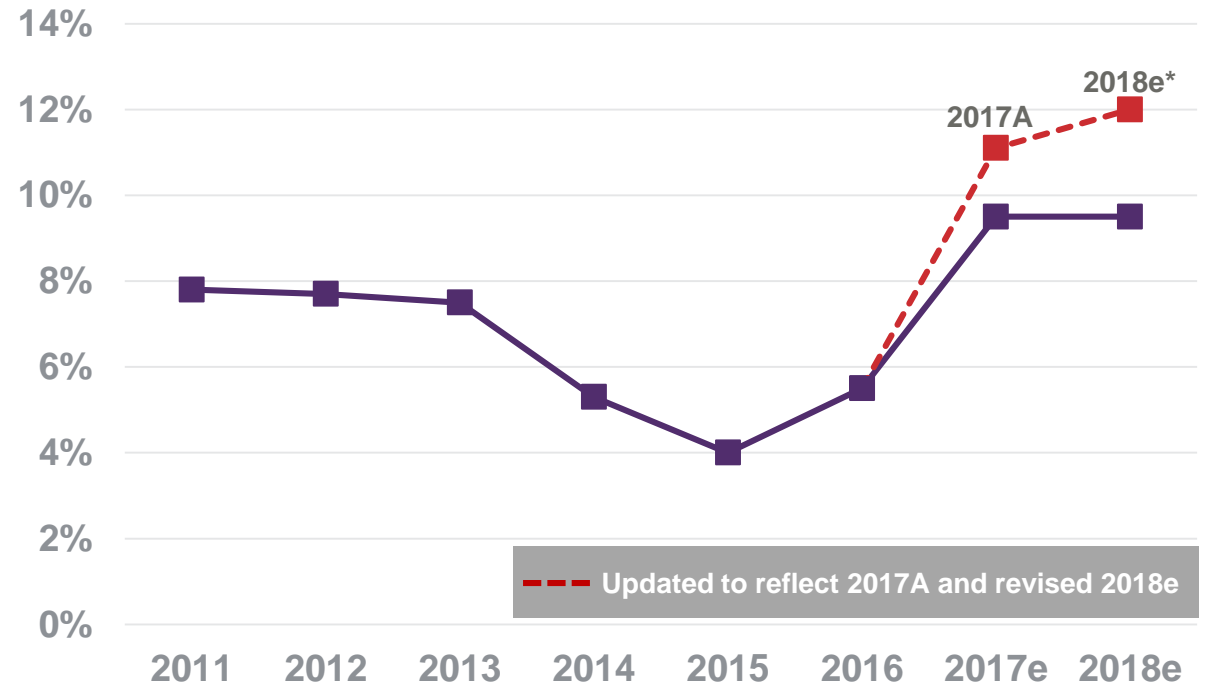


# Onshore/Offshore – industry leading financial performance

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 12% as of July 25, 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



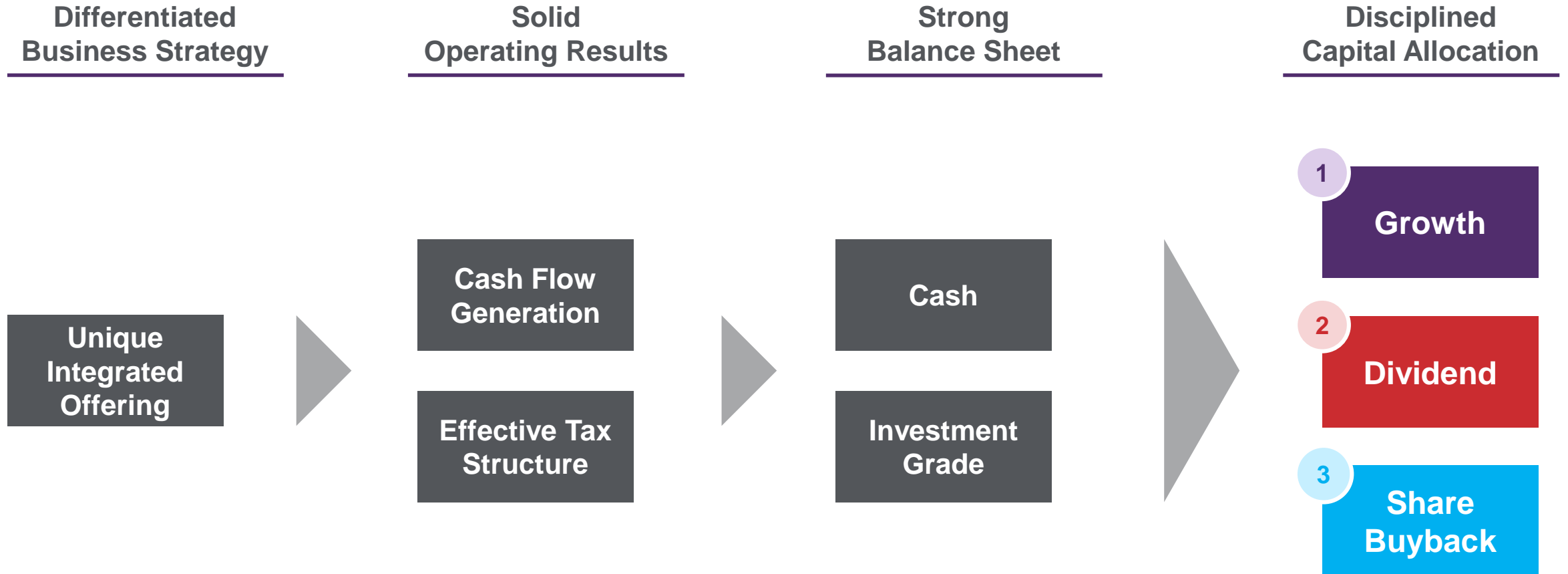
Midstream/  
Transportation

Drilling

Completion

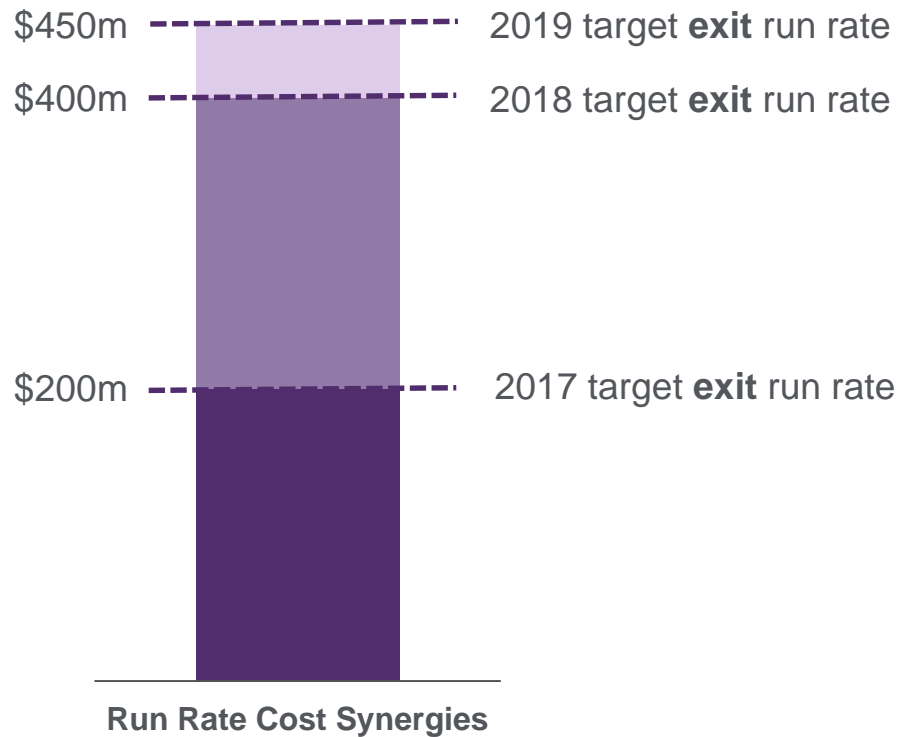
Production

# Financial framework – our approach to value creation

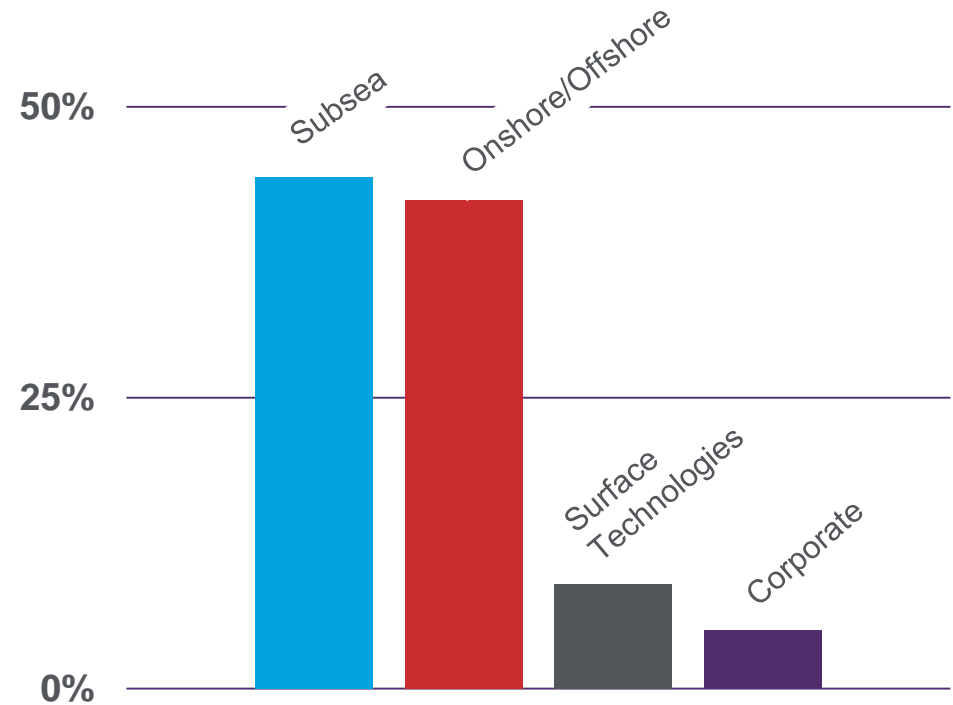


# Merger synergies – target increased to \$450m

## Delivering ahead of plan

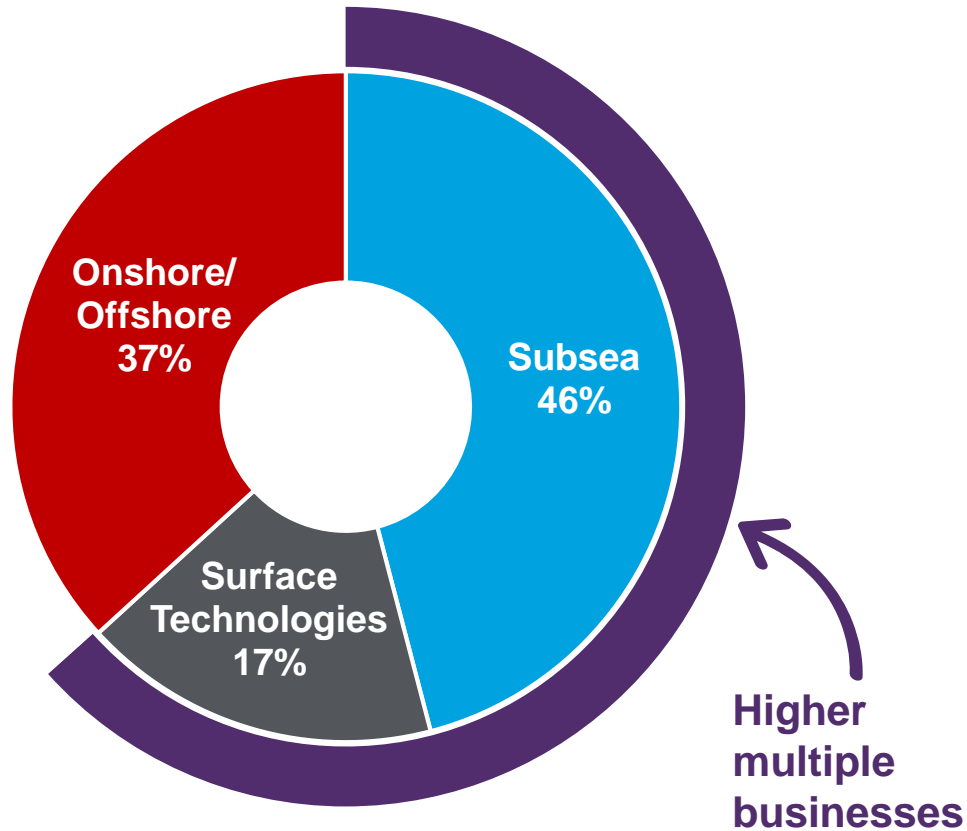


## Allocation by reporting segment



# 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 *(as of June 30, 2018)*

1

## Growth



**\$300 million** capex  
2018e

2

## Dividend



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

3

## Share Buyback

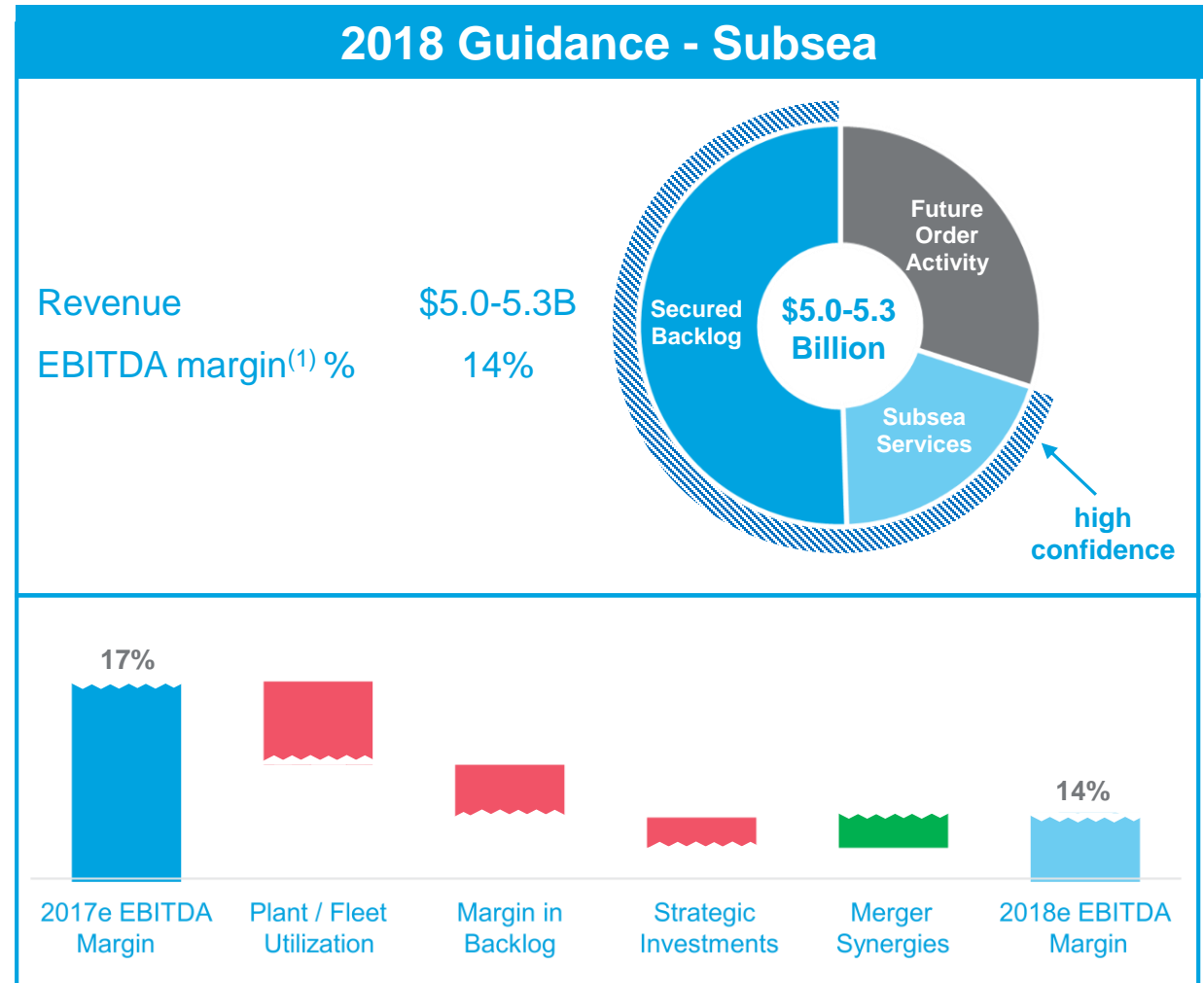


**\$500 million** share  
repurchase authorization  
to be completed no later  
than the end of 2018

Since inception of the repurchase program in September 2017, the Company has repurchased 9.8 million shares for total consideration of \$300.5 million.

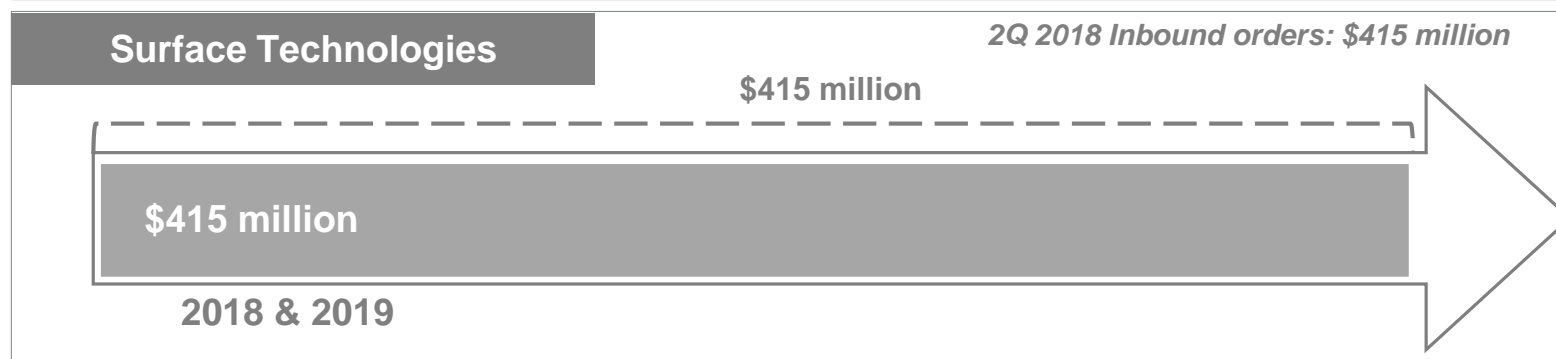
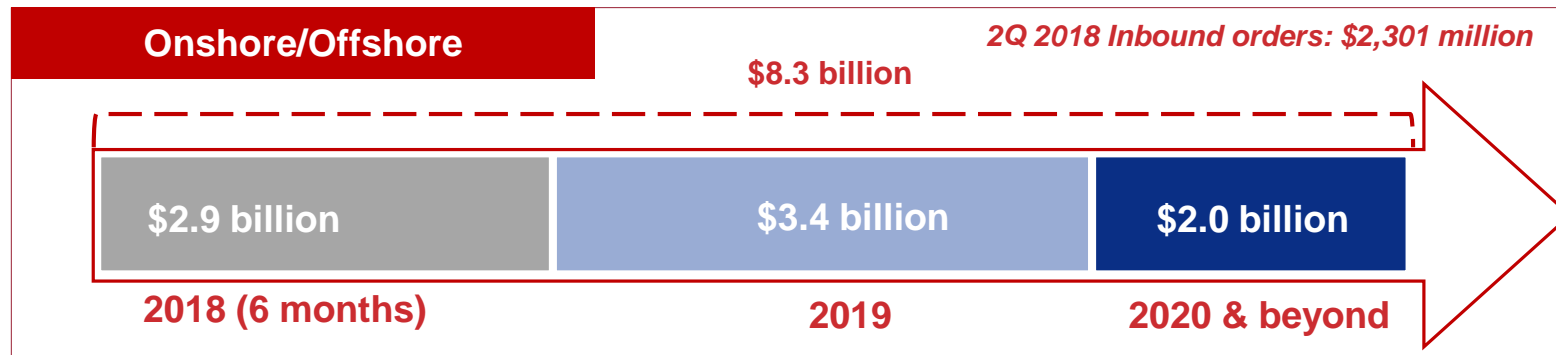
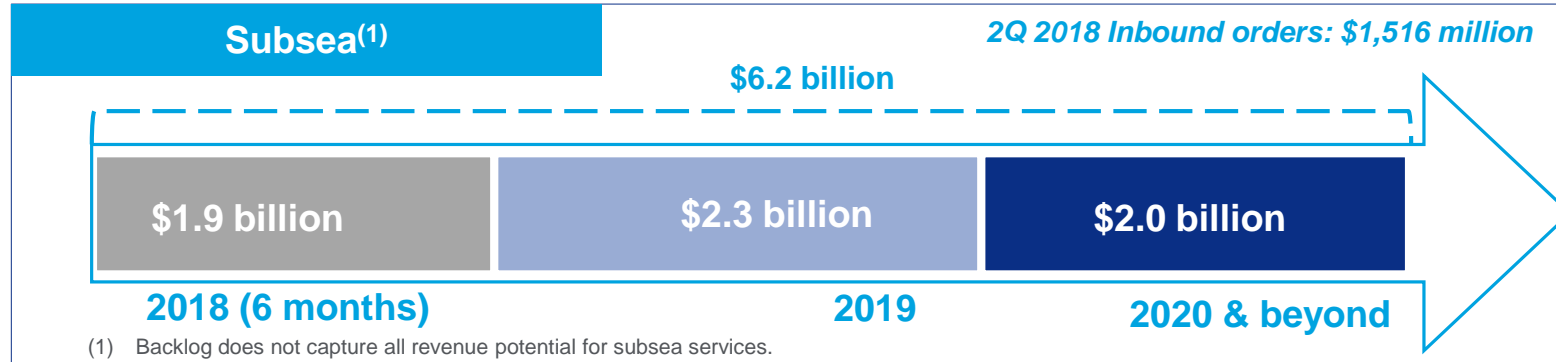
# 2018 Guidance: Subsea revenue and margin will lag order recovery

- ▶ 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



**Non-consolidated Backlog<sup>(2)</sup>**

Subsea	
2018 <sup>(3)</sup>	\$79 million
2019	\$167 million
2020+	\$805 million
	<u>\$1,051 million</u>

Onshore/Offshore	
2018 <sup>(3)</sup>	\$112 million
2019	\$712 million
2020+	\$1,182 million
	<u>\$2,006 million</u>

(2) Non-consolidated backlog represents our proportional share of backlog relating to joint venture work where we do not have a majority interest in the joint venture.  
 (3) 6 months.

# Select financial data

Revenue	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	\$ 1,217.4	\$ 1,180.2	\$ 1,292.2	\$ 1,478.2	\$ 1,730.3
Onshore/Offshore	\$ 1,342.4	\$ 1,573.4	\$ 2,019.5	\$ 2,308.1	\$ 1,812.9
Surface Technologies	\$ 401.1	\$ 371.6	\$ 372.3	\$ 353.9	\$ 300.0
Corporate and Other	\$ -	\$ -	\$ (1.0)	\$ 0.7	\$ 1.8
<b>Total</b>	<b>\$ 2,960.9</b>	<b>\$ 3,125.2</b>	<b>\$ 3,683.0</b>	<b>\$ 4,140.9</b>	<b>\$ 3,845.0</b>

Adjusted EBITDA	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	\$ 191.2	\$ 172.0	\$ 244.1	\$ 260.4	\$ 376.7
Onshore/Offshore	\$ 170.9	\$ 215.0	\$ 294.5	\$ 244.6	\$ 187.7
Surface Technologies	\$ 72.6	\$ 50.3	\$ 75.8	\$ 71.2	\$ 35.9
Corporate and Other	\$ (57.5)	\$ (50.7)	\$ (41.3)	\$ (40.0)	\$ (99.0)
<b>Total</b>	<b>\$ 377.2</b>	<b>\$ 386.6</b>	<b>\$ 573.1</b>	<b>\$ 536.2</b>	<b>\$ 501.3</b>

Adjusted EBITDA Margin	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	15.7%	14.6%	18.9%	17.6%	21.8%
Onshore/Offshore	12.7%	13.7%	14.6%	10.6%	10.4%
Surface Technologies	18.1%	13.5%	20.4%	20.1%	12.0%
Corporate and Other					
<b>Total</b>	<b>12.7%</b>	<b>12.4%</b>	<b>15.6%</b>	<b>12.9%</b>	<b>13.0%</b>

Inbound Orders (1)	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	\$ 1,516.2	\$ 1,227.8	\$ 1,724.8	\$ 979.8	\$ 1,773.0
Onshore/Offshore	\$ 2,300.8	\$ 1,849.6	\$ 874.2	\$ 1,153.0	\$ 1,103.7
Surface Technologies	\$ 414.7	\$ 409.6	\$ 392.9	\$ 329.1	\$ 276.3
Corporate and Other					
<b>Total</b>	<b>\$ 4,231.7</b>	<b>\$ 3,487.0</b>	<b>\$ 2,991.9</b>	<b>\$ 2,461.9</b>	<b>\$ 3,153.0</b>

Order Backlog (2)	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	\$ 6,177.0	\$ 6,110.9	\$ 6,203.9	\$ 5,948.9	\$ 6,186.8
Onshore/Offshore	\$ 8,279.5	\$ 7,491.6	\$ 6,369.1	\$ 7,559.3	\$ 8,582.0
Surface Technologies	\$ 415.3	\$ 409.5	\$ 409.8	\$ 394.2	\$ 414.1
Corporate and Other					
<b>Total</b>	<b>\$ 14,871.8</b>	<b>\$ 14,012.0</b>	<b>\$ 12,982.8</b>	<b>\$ 13,902.4</b>	<b>\$ 15,182.9</b>

Book-to-Bill (3)	Three Months Ended				
	June 30, 2018	March 31, 2018	December 31, 2017	September 30, 2017	June 30, 2017
Subsea	1.2	1.0	1.3	0.7	1.0
Onshore/Offshore	1.7	1.2	0.4	0.5	0.6
Surface Technologies	1.0	1.1	1.1	0.9	0.9
Corporate and Other					
<b>Total</b>	<b>1.4</b>	<b>1.1</b>	<b>0.8</b>	<b>0.6</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.

# Reconciliation of GAAP to non-GAAP financial measures

Onshore/Offshore Segment						
in millions EUR, unaudited	FY 11 Actuals	FY 12 Actuals	FY 13 Actuals	FY 14 Actuals	FY 15 Actuals	FY 16 Actuals
<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 second 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 June 30, 2018						
	Net income 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	\$ 105.7	\$ (4.4)	\$ 64.7	\$ (50.9)	\$ 225.7	\$ 138.7	\$ 364.4
Charges and (credits):							
Impairment and other charges	6.9	—	2.6	—	9.5	—	9.5
Restructuring and other severance charges	1.4	—	0.5	—	1.9	—	1.9
Business combination transaction and integration costs	6.5	—	2.5	—	9.0	—	9.0
Purchase price accounting adjustment	11.3	—	3.4	—	14.7	(22.3)	(7.6)
Adjusted financial measures	<u>\$ 131.8</u>	<u>\$ (4.4)</u>	<u>\$ 73.7</u>	<u>\$ (50.9)</u>	<u>\$ 260.8</u>	<u>\$ 116.4</u>	<u>\$ 377.2</u>

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

(In millions, except per share amounts)

	(Unaudited)			
	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2018	2017	2018	2017
(after-tax)				
Net income (loss) attributable to TechnipFMC plc, as reported	\$ 106	\$ 165	\$ 201	\$ 146
<u>Charges and (credits):</u>				
Impairment and other charges (1)	7	—	9	—
Restructuring and other severance charges (2)	1	(8)	8	(1)
Business combination transaction and integration costs (3)	7	15	11	54
Change in accounting estimate (4)	—	16	—	16
Purchase price accounting adjustments (5)	11	24	35	118
Total	<u>26</u>	<u>47</u>	<u>63</u>	<u>187</u>
Adjusted net income attributable to TechnipFMC plc	<u>\$ 132</u>	<u>\$ 212</u>	<u>\$ 264</u>	<u>\$ 333</u>
Earnings (loss) per diluted EPS attributable to TechnipFMC plc, as reported	\$ 0.23	\$ 0.35	\$ 0.43	\$ 0.31
Adjusted diluted EPS attributable to TechnipFMC plc	\$ 0.28	\$ 0.45	\$ 0.57	\$ 0.71

(1) Tax effect of \$3 million and nil during the three months ended June 30, 2018 and 2017, respectively, and \$3 million and nil during the six months ended June 30, 2018 and 2017, respectively.

(2) Tax effect of \$1 million and \$(5) million during the three months ended June 30, 2018 and 2017, respectively, and \$3 million and \$(2) million during the six months ended June 30, 2018 and 2017, respectively.

(3) Tax effect of \$3 million and \$8 million during the three months ended June 30, 2018 and 2017, respectively, and \$4 million and \$24 million during the six months ended June 30, 2018 and 2017, respectively.

(4) Tax effect of nil and \$6 million during the three months ended June 30, 2018 and 2017, respectively, and nil and \$6 million during the six months ended June 30, 2018 and 2017, respectively.

(5) Tax effect of \$3 million and \$9 million during the three months ended June 30, 2018 and 2017, respectively, and \$11 million and \$44 million during the six months ended June 30, 2018 and 2017, respectively.



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

	Three Months Ended				
	June 30, 2018				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,217.4	\$ 1,342.4	\$ 401.1	\$ —	\$ 2,960.9
Operating profit, as reported (pre-tax)	\$ 75.9	\$ 171.3	\$ 51.5	\$ (73.0)	\$ 225.7
Charges and (credits):					
Impairment and other charges	6.8	(2.6)	1.4	3.9	9.5
Restructuring and other severance charges	4.2	(6.5)	2.9	1.3	1.9
Business combination transaction and integration costs	—	—	—	9.0	9.0
Purchase price accounting adjustments - non-amortization related	(8.6)	—	1.2	(0.2)	(7.6)
Purchase price accounting adjustments - amortization related	22.4	—	(0.2)	0.1	22.3
Subtotal	24.8	(9.1)	5.3	14.1	35.1
Adjusted Operating profit	100.7	162.2	56.8	(58.9)	260.8
Adjusted Depreciation and amortization	90.5	8.7	15.8	1.4	116.4
Adjusted EBITDA	<u>\$ 191.2</u>	<u>\$ 170.9</u>	<u>\$ 72.6</u>	<u>\$ (57.5)</u>	<u>\$ 377.2</u>
Operating profit margin, as reported	6.2%	12.8%	12.8%		7.6%
Adjusted Operating profit margin	8.3%	12.1%	14.2%		8.8%
Adjusted EBITDA margin	15.7%	12.7%	18.1%		12.7%

**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	\$ 172.0	\$ 215.0	\$ 50.3	\$ (50.7)	\$ 386.6
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 December 31, 2017				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,292.2	\$ 2,019.5	\$ 372.3	\$ (1.0)	\$ 3,683.0
Operating profit, pre-tax, as reported	\$ 67.4	\$ 257.2	\$ 53.3	\$ (86.8)	\$ 291.1
Charges and (credits):					
Impairment and other charges	9.3	-	3.2	6.0	18.5
Restructuring and other severance charges	55.0	26.1	4.1	31.0	116.2
Business combination transaction and integration costs	-	-	-	14.6	14.6
Change in accounting estimate	-	-	-	-	-
Purchase price accounting adjustments - non-amortization related	(14.8)	-	1.0	(6.5)	(20.3)
Purchase price accounting adjustments - amortization related	34.5	-	0.9	(0.3)	35.1
Subtotal	84.0	26.1	9.2	44.8	164.1
Adjusted Operating profit	151.4	283.3	62.5	(42.0)	455.2
Adjusted Depreciation and amortization	92.7	11.2	13.3	0.7	117.9
Adjusted EBITDA	\$ 244.1	\$ 294.5	\$ 75.8	\$ (41.3)	\$ 573.1
Operating profit margin, as reported	5.2%	12.7%	14.3%		7.9%
Adjusted Operating profit margin	11.7%	14.0%	16.8%		12.4%
Adjusted EBITDA margin	18.9%	14.6%	20.4%		15.6%

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

(In millions, unaudited)

	Three Months Ended September 30, 2017				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,478.2	\$ 2,308.1	\$ 353.9	\$ 0.7	\$ 4,140.9
Operating profit, as reported (pre-tax)	\$ 102.8	\$ 206.4	\$ 49.0	\$ (42.3)	\$ 315.9
Charges and (credits):					
Impairment and other charges	1.4	-	6.8	-	8.2
Restructuring and other severance charges	21.4	28.9	1.0	(0.1)	51.2
Business combination transaction and integration costs	(3.0)	-	(1.0)	13.2	9.2
Change in accounting estimate	-	-	-	-	-
Purchase price accounting adjustments - non-amortization related	11.9	-	(0.1)	(11.1)	0.7
Purchase price accounting adjustments - amortization related	32.1	-	0.3	(0.4)	32.0
Subtotal	63.8	28.9	7.0	1.6	101.3
Adjusted Operating profit	166.6	235.3	56.0	(40.7)	417.2
Adjusted Depreciation and amortization	93.8	9.3	15.2	0.7	119.0
Adjusted EBITDA	\$ 260.4	\$ 244.6	\$ 71.2	\$ (40.0)	\$ 536.2
Operating profit margin, as reported	7.0%	8.9%	13.8%		7.6%
Adjusted Operating profit margin	11.3%	10.2%	15.8%		10.1%
Adjusted EBITDA margin	17.6%	10.6%	20.1%		12.9%

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

	Three Months Ended				
	June 30, 2017				
	Subsea	Onshore/ Offshore	Surface Technologies	Corporate and Other	Total
Revenue	\$ 1,730.3	\$ 1,812.9	\$ 300.0	\$ 1.8	\$ 3,845.0
Operating profit, as reported (pre-tax)	\$ 236.1	\$ 204.5	\$ (1.0)	\$ (122.3)	\$ 317.3
Charges and (credits):					
Impairment and other charges	0.4	—	—	—	0.4
Restructuring and other severance charges	5.6	(27.7)	2.8	6.6	(12.7)
Business combination transaction and integration costs	1.5	—	0.2	21.6	23.3
Change in accounting estimate	11.8	—	10.1	—	21.9
Purchase price accounting adjustments - non-amortization related	(11.6)	—	8.2	(5.0)	(8.4)
Purchase price accounting adjustments - amortization related	38.6	—	2.2	(0.4)	40.4
Subtotal	46.3	(27.7)	23.5	22.8	64.9
Adjusted Operating profit	282.4	176.8	22.5	(99.5)	382.2
Adjusted Depreciation and amortization	94.3	10.9	13.4	0.5	119.1
Adjusted EBITDA	\$ 376.7	\$ 187.7	\$ 35.9	\$ (99.0)	\$ 501.3
Operating profit margin, as reported	13.6%	11.3%	-0.3%		8.3%
Adjusted Operating profit margin	16.3%	9.8%	7.5%		9.9%
Adjusted EBITDA margin	21.8%	10.4%	12.0%		13.0%

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

	<b>June 30, 2018</b>	<b>December 31, 2017</b>
Cash and cash equivalents	\$ 5,555.4	\$ 6,737.4
Short-term debt and current portion of long-term debt	(78.5)	(77.1)
Long-term debt, less current portion	(3,787.5)	(3,777.9)
Net cash	<u>\$ 1,689.4</u>	<u>\$ 2,882.4</u>

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.

# Investor Relations contacts

**Matthew Seinsheimer**

Vice President, Investor Relations

Tel.: +1 281 260 3665

Email: [InvestorRelations@TechnipFMC.com](mailto:InvestorRelations@TechnipFMC.com)

**Phillip Lindsay**

Director, Investor Relations (Europe)

Tel.: +44 (0) 20 3429 3929

Email: [InvestorRelations@TechnipFMC.com](mailto:InvestorRelations@TechnipFMC.com)

**Narinder Sahai**

Director, Investor Relations

Tel.: +1 281 260 3665

Email: [InvestorRelations@TechnipFMC.com](mailto:InvestorRelations@TechnipFMC.com)

**James Davis**

Senior Manager, Investor Relations

Tel.: +1 281 260 3665

Email: [InvestorRelations@TechnipFMC.com](mailto:InvestorRelations@TechnipFMC.com)

**Melanie Brown**

Investor Relations Officer

Tel.: +44 (0)20 3429 3906

Email: [InvestorRelations@TechnipFMC.com](mailto:InvestorRelations@TechnipFMC.com)