



Energibransjens Innkjøp og Kontraktkonferansen 2023

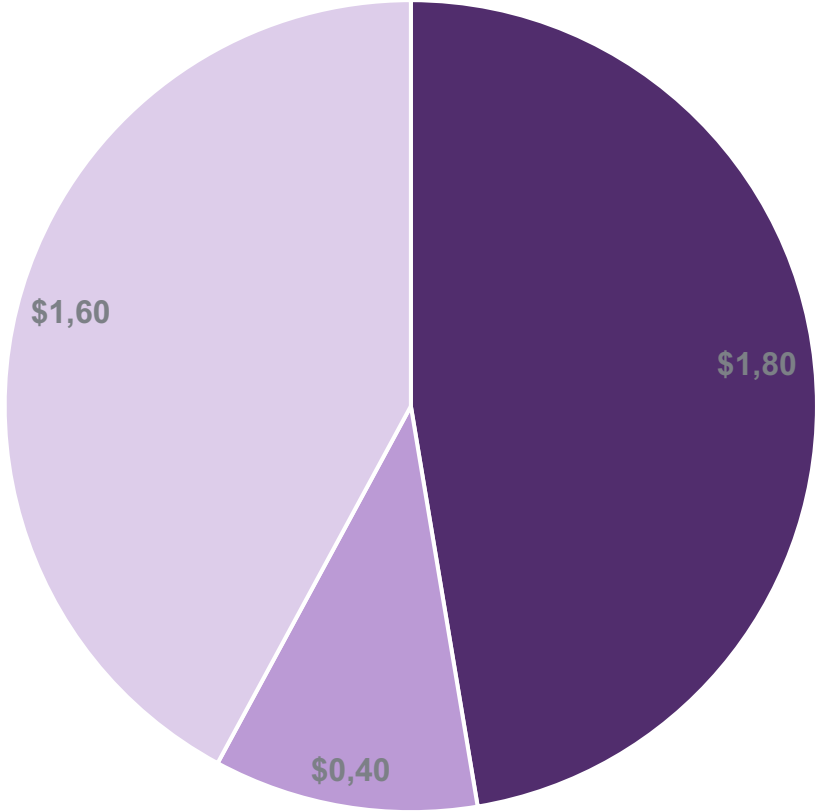
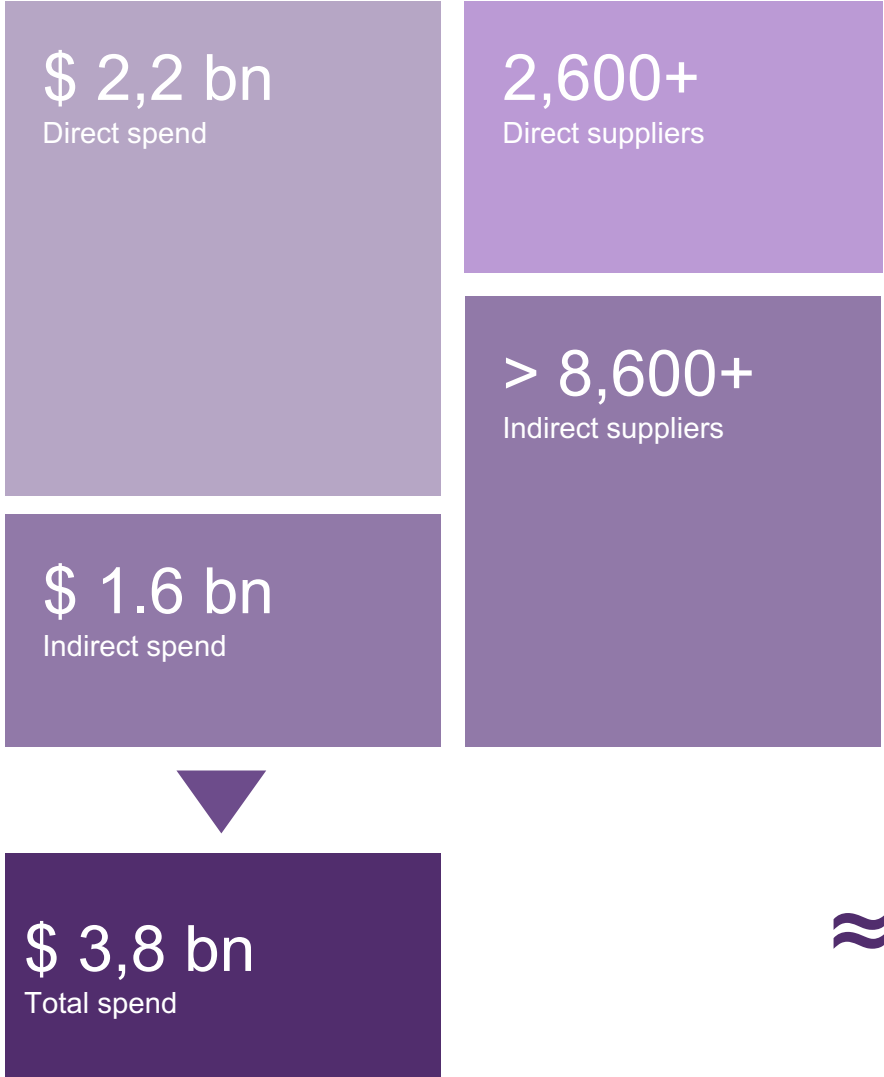
31 Mai 2023



CONFIDENTIAL

TechnipFMC Sourcing & Procurement

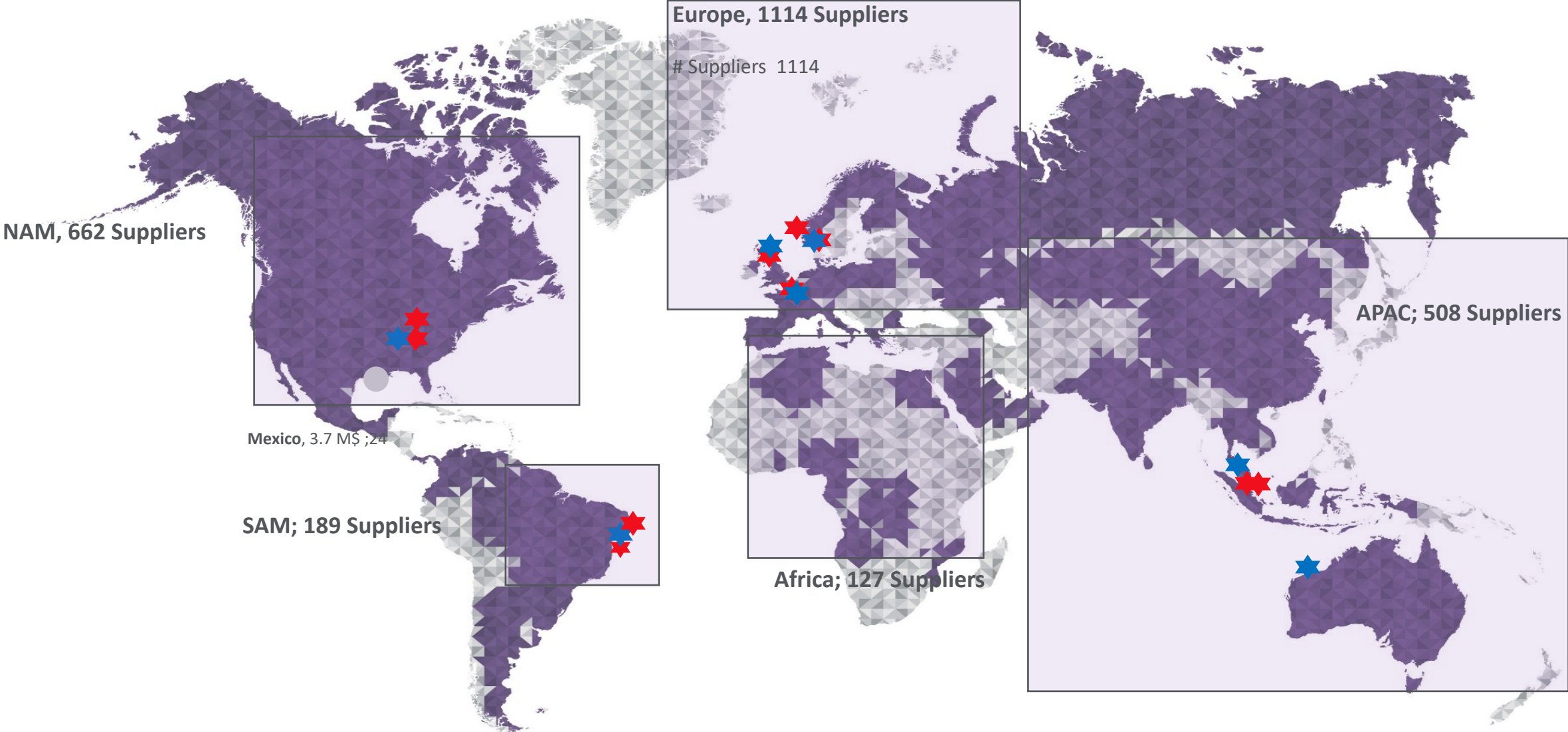
2022 Spend B\$



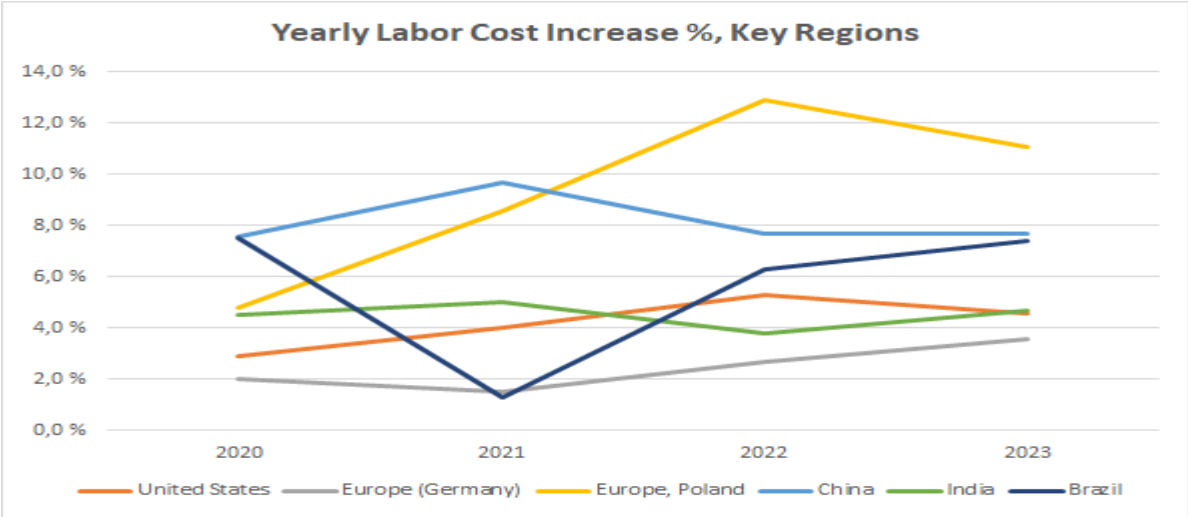
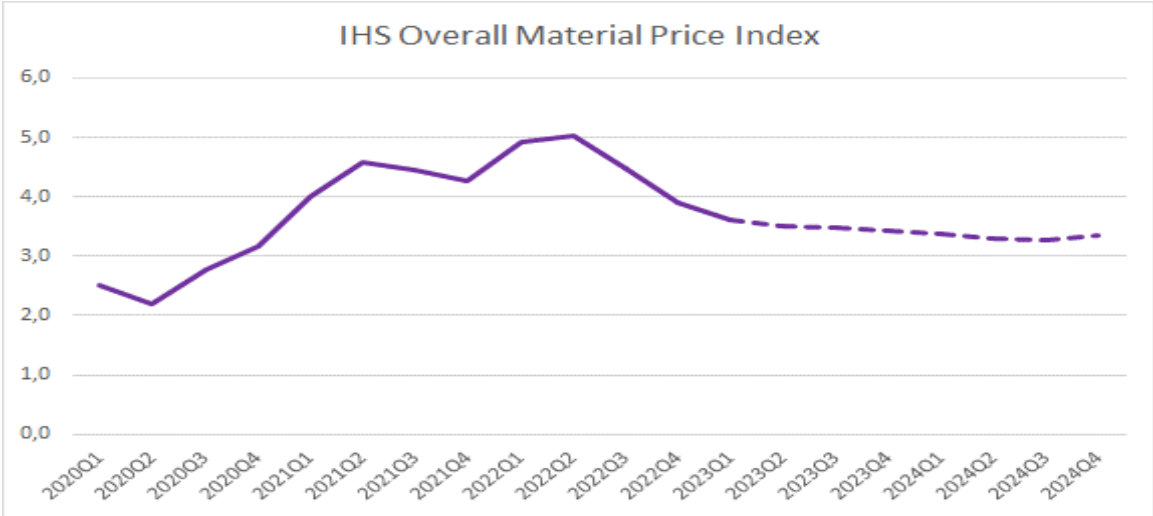
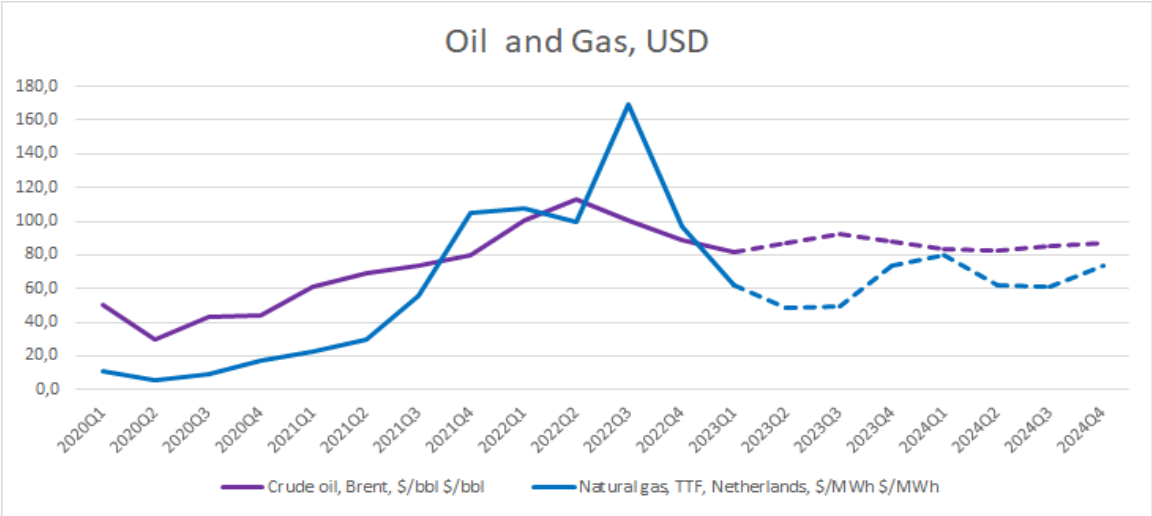
≈ 882 employees
in 29 countries

TechnipFMC Supplier Footprint - Direct

- Supply Chain Area
- Manufacturing Hub
- Project Execution Center



Macro Overview - Index



Market Uncertainty – how did we manage it

Pandemic

- ▶ Utilizing our whole global Sourcing & Procurement Team
 - Daily contact with suppliers
 - Executive / Senior Leadership sponsorship
- ▶ Diverse supply chain, across the globe
- ▶ Partnership with key suppliers
- ▶ Pre-investment / Stocking Programs
- ▶ Flex demand between suppliers if required

- ▶ Result; No Major Impacts

Inflation

- ▶ Pre-investment / Stocking Program
- ▶ Certain amount of standardization – can do more
- ▶ Industrialization
- ▶ Material is only one cost element of the final product
- ▶ Material prices coming down, but..
 - Supply & Demand
 - Lag in consuming inventory
 - Other cost elements stays high
 - Labor cost
 - Interest Rates – Cost of Capital
 - Energy Cost stays high