FLOATING PRODUCTION STORAGE AND OFFLOADING

SBM OFFSHORE

Project Discipline

FPSO

FLOATING PRODUCTION STORAGE

AND OFFLOADING

SBM Offshore

Track record

Experience pays - SBM Offshore versus the Industry

SBM Offshore

Average Industry

Conversion

Industry New Build

Cost Growth

8% 12% 23%

Schedule Slip

4% 10% 20%

Schedule Index

1.0 1.0 0.9

Operability

Problems

30% 70% 80%

Production Attainment

97% 80% 65%

Meeting scheduled delivery dates is a key success factor. The graph below (A) demonstrates SBM Offshore's performance record for on-target and on-performance deliveries within budget, versus Industry performance (graph B).

Source: Independent Project Analysis, Inc (IPA)

(1) Data for the SBM Offshore study – illustrated in Graph A - was based on all SBM FPSO projects during the time period 2008-2016.

The above information and graphic is taken from 'Great Expectations, a story about FPSO project performance', Independent Project Analysis, Inc. Used by permission.

SBM FPSOS DELIVERED AND PRODUCING FROM 2008 – 2016

Source: SBM Offshore

• Consistently on-time and on-budget

• Fewer start-up problems

• Reliable operations

Success for SBM Offshore is when our clients meet their goals. Our competitive technical and commercial solutions, our delivery track record, operational excellence and production uptime for all our FPSOs demonstrate it.

KEY FPSO ACHIEVEMENTS

14 FPSOs in current operating fleet

3 First Oils in 2016 – including:

• 2 high-capacity, pre-salt FPSOs offshore Brazil for Petrobras
• The world’s deepest production facility, on Shell’s Gulf of Mexico Stones project

99% total historical Oil production uptime

4.9 billion barrels of cumulative production

Since our first FPSO operations for Shell in 1976, SBM Offshore has executed over 30 FPSO projects worldwide (*see Note 1 on back page). SBM Offshore maintains its role as a pioneer by continuously investing in new technology, and offering unique solutions tailored to challenging field dynamics and clients’ needs.

Unique track record in EPC, FPSO delivery and operations

Source: SBM Offshore research
Feedback from SBM Offshore’s Projects and Operations team ensures continuous improvement across the full lifecycle

Engineering
60 years of industry firsts
Leading edge technology

Procurement
Integrated supply chain
Global efficiencies
Local sourcing
Frame agreements with vendors

Construction
Strategic partnerships
Unrivalled EPCI project experience

Installation
Dedicated fleet
Unparalleled experience

Operations
Almost 300 years of offshore operational experience
99% total historical Oil production uptime

Low cost / Fast-track schedule

Long-term Contracts
Average 14 year contracts

Technology & Efficiency
Transformation initiatives

Contractor Specifications
Equipment standardization

Cost optimization
Catalogue of Solutions

Backlog
US$17.1 billion


Internal Turret
Turnkey North Sea FPSO
Deepwater CALM Buoy
Delivery of the first Generic FPSO
Delivery of the largest Seastar™ TLP
New Build LPG FPSO
Deepest Semi-Submersible in the GoM
Offshore Offloading Line : TrailLine™ Installed
GAP™ mid water Fluid Transfer System
Unrivalled experience and expertise in the design, construction and operation of FPSOs and Turret Mooring Systems in all environments

Leveraging expertise for standardization of FPSOs and offering solutions that maximize cost-saving opportunities and minimize schedule

FPSO ‘Generation 3’ standardized design for high-capacity pre-salt FPSOs offshore Brazil in 2016.

Cidade de Maricá / Cidade de Saquarema benefited from experience on Cidade de Ilhabela

- 25% fewer man hours
- 25% less time required to complete module integration
- 12% decrease in overall time to deliver the projects

SBM’s (G3) FPSO design has proven to be well adapted for pre-salt fields, with an impressive four pre-salt FPSOs in four years.

- 150,000 bpd processing capacity
- 1.6 million barrels storage capacity
- Moored in approximately 2,300 meters water depth
- 20 year lease & operate contracts

A new execution model for the next generation of FPSOs: Fast4Ward™

A faster, cheaper & safer gateway to First Oil in a cash constrained world

Building on the Company’s solid track record for FPSO delivery portfolio and leveraging almost 300 years of cumulative operational experience, SBM Offshore launched its Generation 4 standardized FPSO design in 2016.

Fast4Ward accelerates not only the design process, but also the supply chain and construction phases:

- Save 6 to 12 months on schedule
- Make significant cost savings

With more than 60 years of innovation SBM Offshore helps to unlock the Gulf of Mexico’s “Lower Tertiary” reservoirs

The world’s deepest production facility on Shell’s Stones project.

FPSO Turritella claims the world record for the deepest floating production unit at 2,900 meters and the largest disconnectable system, reinforcing SBM Offshore’s reputation as a technology pioneer. FPSO Turritella achieved first oil in September 2016.

- First disconnectable system with Steel lazy wave risers
- World’s deepest production unit
- 10 year lease contract + options
Meeting scheduled delivery dates is a key success factor. The graph below (A) demonstrates SBM Offshore’s performance record for on-target and on-performance deliveries within budget, versus Industry performance (graph B).

**SBM Offshore track-record outperforms**

*INDUSTRY FPSO PERFORMANCE IS POOR ACROSS ALL EXECUTION STRATEGIES*

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<thead>
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**Experience pays - SBM Offshore versus the Industry**

- Consistently on-time and on-budget
- Fewer start-up problems
- Reliable operations

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Source: Independent Project Analysis, Inc (IPA)
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The above information and graphic is taken from ‘Great Expectations, a story about FPSO project performance’, Independent Project Analysis, Inc. Used by permission.
The sole intention of this factsheet is to share general information.

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