

1Q 2017 EARNINGS OVERVIEW

1Q RESULTS

\$60.6
million

\$0.43

NET EARNINGS

EPS

\$4.8
billion

\$2.2
billion

REVENUE

CASH AND
MARKETABLE
SECURITIES

1Q NEW AWARDS

Energy, Chemicals & Mining

\$817
million



Industrial, Infrastructure & Power

\$777
million



Government

\$173
million



Diversified Services

\$546
million



\$2.3
billion total

2017 OUTLOOK



2017 guidance is \$2.25 to \$2.75 per diluted share



Revised guidance based on risk around the pace of new awards and revenue for the next few quarters



Improved opportunities in infrastructure, mining and government



G&A expense of \$180 to \$200 million



Capital expenditures of approximately \$225 to \$275 million

1Q HIGHLIGHTS

Energy, Chemicals & Mining

\$20.3 B
backlog



Award for the engineering and procurement supporting a major reconfiguration at Marathon's Galveston Bay and Texas City, Texas refineries.

Industrial, Infrastructure & Power

\$14.6 B
backlog



Awards for the construction of the Texas DOT's U.S. 287 project and design and construction of the A10 motorway in the Netherlands. In addition, the U.S. Nuclear Regulatory Commission accepted and docketed Nuscale Power's SMR design certification application.

Government

\$3.7 B
backlog



Retrieved the last box of 1970's-era radioactive waste – from a building large enough to house an aircraft carrier – at the DOE's Idaho site. In total, Fluor safely removed more than 50,000 cubic meters of contaminated material, three months ahead of schedule.

Diversified Services

\$2.9 B
backlog



STORK

A Fluor Company

Awards for the maintenance and sustaining small capital projects at four Huntsman International sites in Texas as well as maintenance support and capital project services at SunCoke facilities throughout the United States.

\$41.6
billion total

MESSAGE FROM DAVID SEATON



We continue to experience headwinds as it relates to the timing of client capital decisions as we come off of one of the lowest commodity cycles this industry has seen in recent history. However, we still see the same prospects and the ability for the trend to reverse as we move into the second half of 2017 and beyond.



David Seaton
Chairman and Chief Executive Officer
Fluor Corporation