

GasMart 2007

Panel: “End Users Speak Out.”

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Outline:

- **FMC Corporation Overview**
- **Chemical Industry Energy Overview**
- **FMC Corporation Energy Overview**

FMC Corporation

For the FY ending December 31, 2006 (\$ millions)

FMC		
Revenue:	\$2,347.0	
EBITDA:	\$455.0	
MARGIN*:	19.4%	

Industrial Chemicals	Specialty Chemicals	Agricultural Products
Revenue:	\$990.9	Revenue: \$767.0
EBITDA:	\$161.2	EBITDA: \$182.4
Margin*:	16.3%	Margin*: 23.8%

- Leading Market Positions
- Greater than 80% of Sales in Non-GDP Cyclical Markets
- Diversified and Integrated Cost Structure

* EBITDA margin



FMC North American Sites

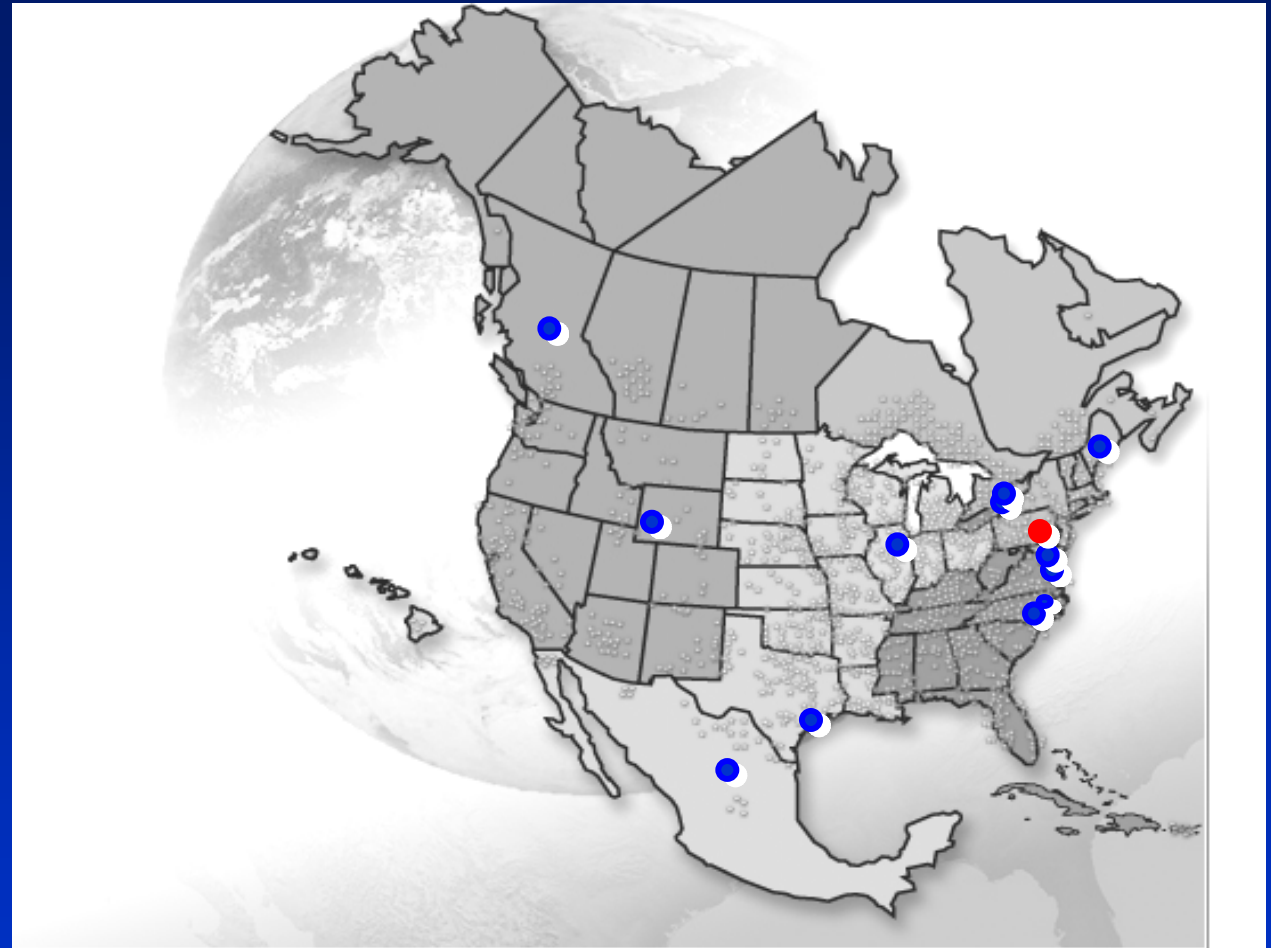
SITE NAME

- *Baltimore, MD*
- *Bayport, TX*
- *Bessemer City, NC*
- *Charlotte, NC*
- *Green River, WY*
- *Jacksonville, FL*
- *Middleport, NY*
- *Newark, DE*
- ***Philadelphia, PA***
- *Prince George, BC*
- *Princeton, NJ*
- *Rockland, ME*
- *Santa Clara, Mexico*
- *Spring Hill, WV*
- *Tonawanda, NY*
- ***FMC Corporate Office***

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Chemical Industry Energy Overview

The Chemical Industry:

- Provides over 5% of the total US gross domestic product
- Employs more than 1 million workers
- Spends over \$18 billion on R&D

- Spends over \$32 Billion on energy each year
- Consumes over 6 quads of energy (6,000 trillion Btus) each year
- And is the largest consumer of natural gas in the US with over 10% of the total amount of demand based on a.

*Source: 2002 EIA Manufacturing Consumption survey

FMC Energy Overview

- FMC will spend over 100 Million Dollars in 2007 on electric power, natural gas and other energy products in North America
- FMC is projected to use over 300 Million kWhr's & over 10 Million MMBtu's in 2007 in North America
- Today FMC has a diversified product portfolio including:
Physical supply, NYMEX products, Natural Gas basis, Power index, Heat Rate products, Oil/Btu products
- In 2003, FMC instituted a corporate energy management program using Summit Energy as an independent energy consultant which focuses on energy across the organization, maximizes cost savings, minimizes exposure to volatility and reduces unwanted risk.
- FMC has firm and interruptible supply
- FMC has dual fuel switching capabilities at several sites
- FMC uses multiple suppliers and multiple banks
- FMC is connected or tied to multiple pipelines including:
Transco, TETCO, Northwest, Questar, National Fuel

End-User Market Issues

1. Pricing impacts global competitiveness
2. Volatility and the impact speculation has on pricing
3. Impact pricing has on budget
4. Term – difficult to gauge how long to lock in
5. Usage Profile difficult to project – prefer some flexibility or roll-over account structure
6. Prefer market structure that encourages competition
7. Transactional Timing Short
 - Multiple decision makers required to finalize deal
 - Turn-around time is quick
 - Prices aren't held open