

# Forging

Leadership in the energy transition markets

Q1 2023 Results

# Forward looking statements

This Presentation contains forward-looking statements that reflect Technip Energies' (the "Company") intentions, beliefs or current expectations and projections about the Company's future results of operations, anticipated revenues, earnings, cashflows, financial condition, liquidity, performance, prospects, anticipated growth, strategies and opportunities and the markets in which the Company operates. Forward-looking statements are often identified by the words "believe", "expect", "anticipate", "plan", "intend", "foresee", "should", "would", "could", "may", "estimate", "outlook", and similar expressions, including the negative thereof. The absence of these words, however, does not mean that the statements are not forward-looking. These forward-looking statements are based on the Company's current expectations, beliefs and assumptions concerning future developments and business conditions and their potential effect on the Company. While the Company believes that these forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting the Company will be those that the Company anticipates.

All of the Company's forward-looking statements involve risks and uncertainties, some of which are significant or beyond the Company's control and assumptions that could cause actual results to differ materially from the Company's historical experience and the Company's present expectations or projections. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those set forth in the forward-looking statements.

For information regarding known material factors that could cause actual results to differ from projected results, please see the Company's risk factors set forth in the Company's 2022 Annual Financial report filed on March 10, 2023, with the Dutch Authority for the Financial Markets (AFM) and the French Autorité des Marchés Financiers which include a discussion of factors that could affect the Company's future performance and the markets in which the Company operates.

Forward-looking statements involve inherent risks and uncertainties and speak only as of the date they are made. The Company undertakes no duty to and will not necessarily update any of the forward-looking statements in light of new information or future events, except to the extent required by applicable law.

# Welcome

- Business highlights
- Financial highlights
- Outlook



**Arnaud Pieton**  
CEO



**Bruno Vibert**  
CFO

# Business highlights

Arnaud Pieton - CEO

# Q1 2023 – Key highlights

A strong platform to deliver full year objectives



Solid operational progress,  
strong profitability and  
underlying free cash flow

**€1.4bn**

Adjusted revenue

Q1 2022: €1.6bn



Sustained commercial  
momentum in TPS with  
book-to-bill of 1.6<sup>1</sup>

**7.6%**

Adjusted recurring EBIT  
margin

Q1 2022: 6.6%



A new integrated company to  
drive green H<sub>2</sub> industrialization

**€12.0bn**

Adjusted backlog

Q1 2022: €15.6bn



# Key operational highlights

Delivering key milestones in Project Delivery and Technology, Products & Services

## LNG

- **Qatar Energy NFE:** Deliveries and installation of mechanical equipment. Launch of piping activities.
- **Sempra LNG Energía Costa Azul:** Continuity of construction activities with large equipment installations.



## Downstream

- **Corinth MOH refinery:** New complex in operation less than 35 months after contract signature.
- **HPCL Visakh Refinery:** Mechanical completion certificate received for largest Hydrogen Generation Unit and Naphtha Isomerization unit.



## Offshore

- **BP Tortue gas FPSO:** FPSO sets sail from China, via Singapore, to its final destination.
- **Coral Sul FLNG:** Continue to support client and smoothly transfer full operation & maintenance responsibility.



## TPS

- **PMC – Karbala:** Commissioning underway at refinery in Iraq.
- **Neste Renewable Fuels Expansion:** Start-up in progress in Singapore.



# Q1 awards, front-end positioning and partnerships

Momentum sustained for TPS orders, expanding technology offering in blue H<sub>2</sub>

## LNG

- **Electric-Driven Xi'An LNG, China**
  - Significant<sup>1</sup> contract for front-end services and key equipment supply for 0.8Mtpa LNG train.

**Confirming market trend towards modularized and electrified solutions for mid-scale LNG**

## Ethylene

- **QatarEnergy / CPChem, Ras Laffan**
  - Technology & Product: Proprietary cracking furnaces for 2,100 KTA<sup>3</sup> cracker.
- **CNOOC / Shell Huizhou phase III low-CO<sub>2</sub> mega ethylene plant, China.**
  - Technology: Proprietary technology and process design for 1,600 KTA plant.

**Confirms T.EN leadership in a strong ethylene market**

## Clean fuels

- **LanzaTech DRAGON project, UK – FEED for 79 KTA SAF<sup>4</sup> facility utilizing T.EN's Hummingbird<sup>®</sup> technology.**
- **Arcadia eFuels, Denmark – FEED for commercial 80 Mtpa SAF unit.**
- **Hy2Gen Courant ren. ammonia, Canada – pre-FEED for 220 kmt<sup>5</sup> plant.**

**Strong front-end engagement across range of sustainable fuels projects**

## CCUS

- **Calpine's Baytown Energy Centre, US**
  - FEED for a carbon capture unit designed to capture 2Mtpa<sup>2</sup>, equivalent to 95% of plant's total CO<sub>2</sub> emissions.

**Evidencing strength of partnership with Shell CANSOLV<sup>®</sup> and T.EN execution**

## Partnerships

- **T.EN and Casale partnership to offer Autothermal Reforming (ATR) technology for Blue H<sub>2</sub> market**
  - ATR-based solution could achieve up to 99% of carbon capture rate.

**T.EN now offers complete range of solutions for Blue H<sub>2</sub> market: SMR<sup>6</sup>, EARTH<sup>®7</sup> and ATR**

<sup>1</sup> "Significant" award for Technip Energies is a contract award representing between €50 million and €250 million of revenue.

<sup>2</sup> Million tons per annum.

<sup>3</sup> Kilo tons per annum.

<sup>4</sup> Sustainable Aviation Fuel.

<sup>5</sup> Kilo metric tons.

<sup>6</sup> Steam Methane Reformer.

<sup>7</sup> Enhanced Annular Reactor Tubes for Hydrogen.

# Financial highlights

**Bruno Vibert - CFO**



# Solid Q1 2023 performance

€1.4bn

Adjusted revenue

Q1 2022: €1.6bn

7.6%

Adjusted recurring EBIT margin

Q1 2022: 6.6%

€0.45

Adjusted diluted EPS

Q1 2022: €0.41

## Q1 2023 financial highlights

€0.7bn

Adjusted order intake

Q1 2022: €0.6bn

€12.0bn

Backlog

Q1 2022: €15.6bn

€2.8bn

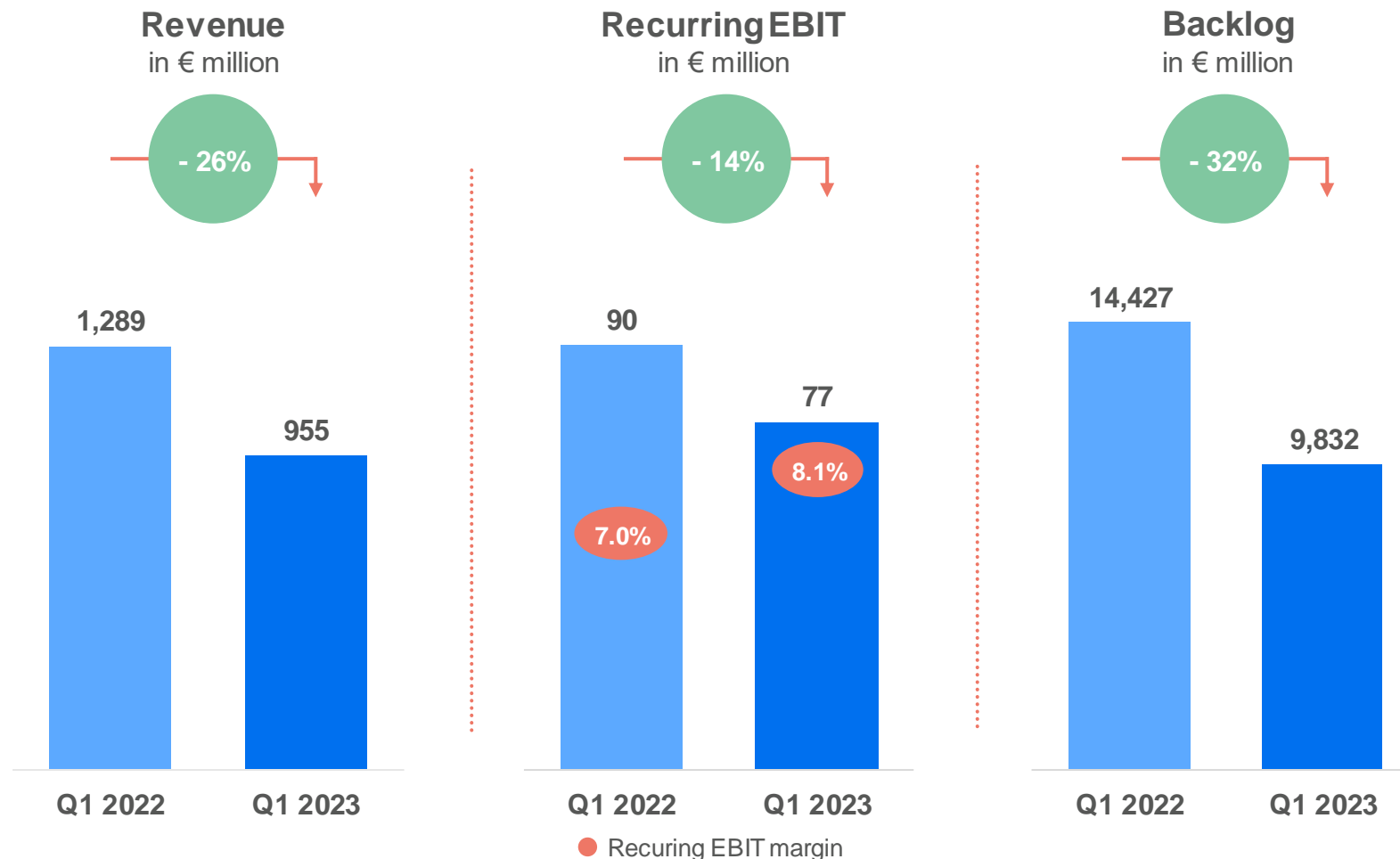
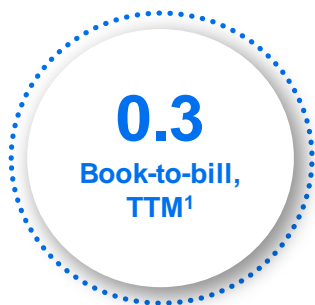
Adjusted net cash

Q1 2022: €3.3bn

# Project Delivery

Sustained excellence in execution in our long cycle segment

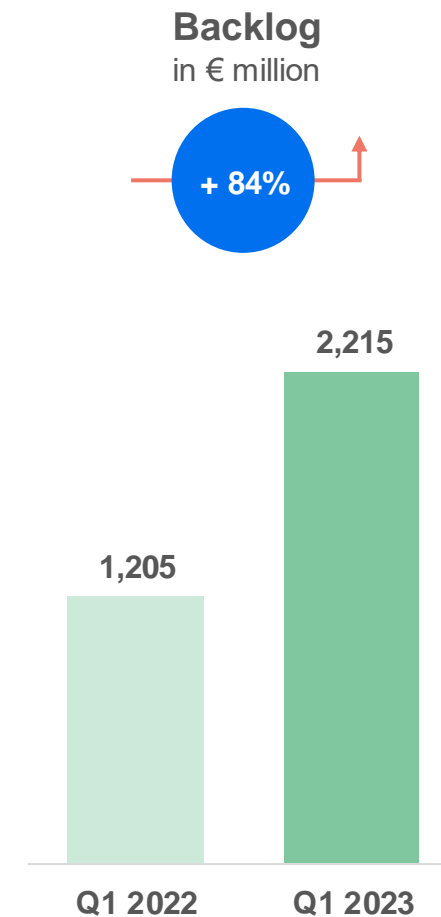
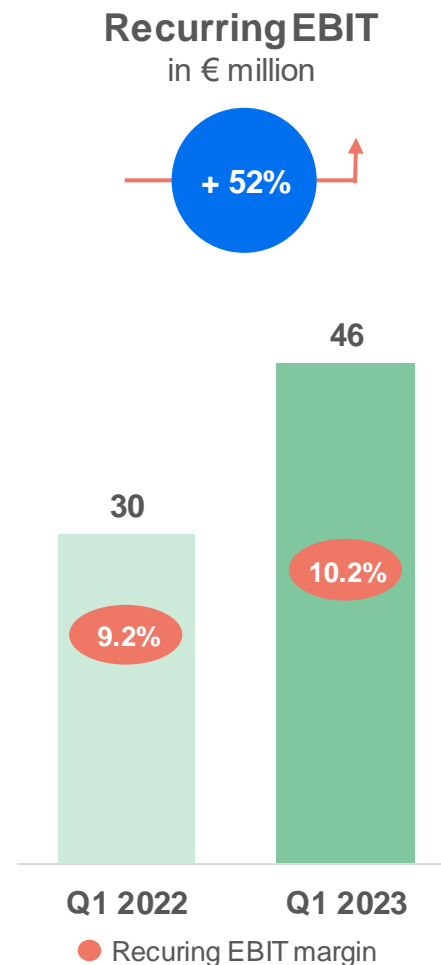
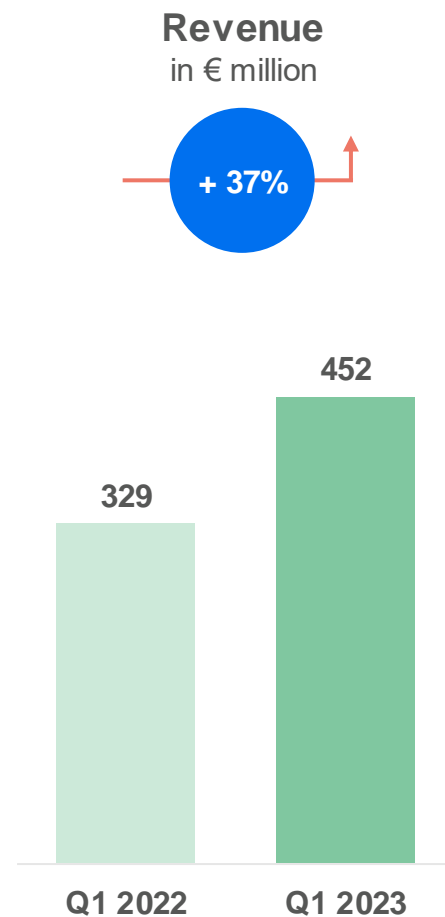
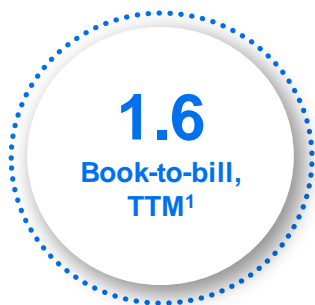
- Revenue: continued ramp-up on Qatar NFE more than offset by loss of revenue associated with Russia LNG projects.
- Margin: +110bps Y/Y; benefiting from strong execution on maturing LNG and downstream projects, and close-outs.
- Backlog: impacted by absence of major awards and ALNG2 project orderly exit; award trend expected to improve in 2023.



# Technology, Products & Services

Substantial backlog increase reinforces revenue growth trajectory

- Revenue: significantly higher technology and product related volumes, and strong engineering services activity.
- Margin: +100bps Y/Y benefiting from strong growth in Process Technology licensing and proprietary equipment.
- Backlog: sustained order momentum; key Q1 awards in ethylene, CO<sub>2</sub> capture and renewable fuels.



# Other key metrics and balance sheet



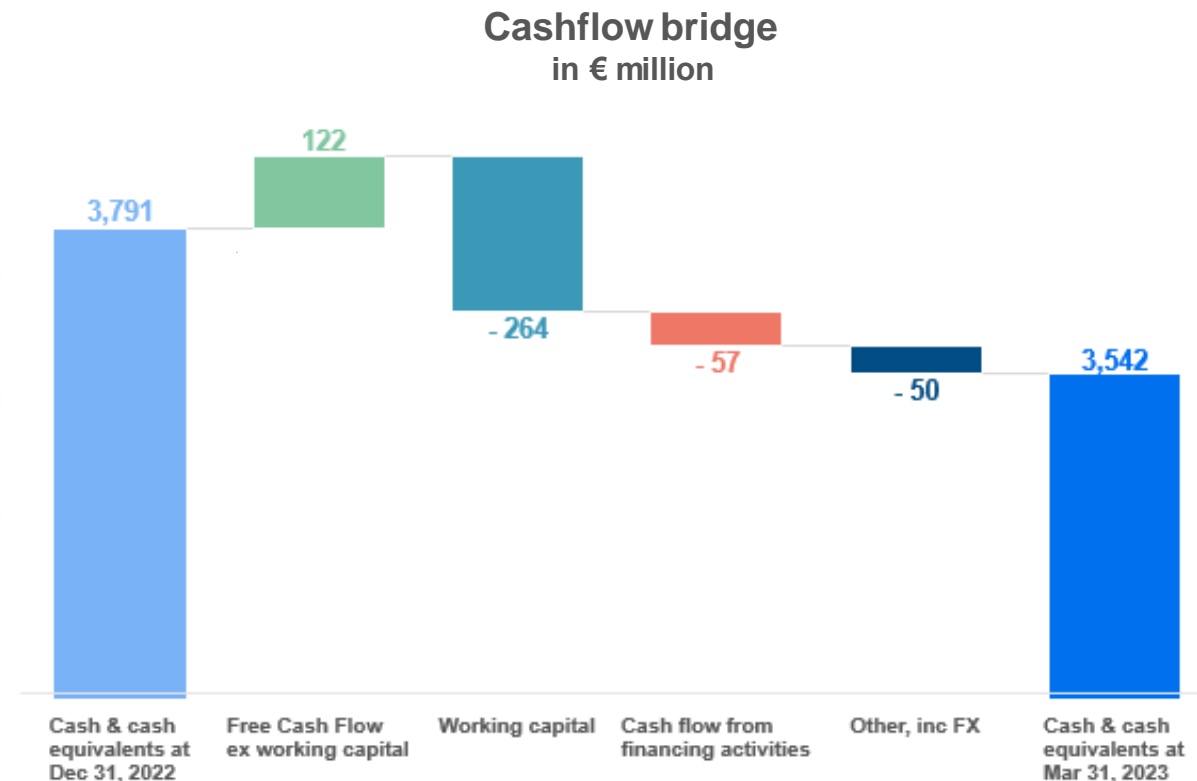
Corporate costs	<b>€16.0 million</b>	Higher Y/Y due to incremental costs associated with strategic projects and pre-development initiatives.
Net financial income	<b>€20.4 million</b>	Reflects higher interest income on cash deposits.
Non-recurring expense	<b>€11.5 million</b>	Non-cash impact of deconsolidation and CTA <sup>1</sup> relating to sale of main Russian operating entity.



Gross debt	<b>€0.7 billion</b>	Stable with 84% long-term, maturing in 2028.
Net cash	<b>€2.8 billion</b>	Resilient position despite working capital outflows.
Net contract liability	<b>€2.9 billion</b>	Maturing portfolio and absence of major awards.

# Strong underlying cash flows

- Operating cash flow: €(134) million; Free cash flow<sup>1</sup>: €(142) million, impacted by €264 million working capital outflow:
  - Project Delivery portfolio maturity, absence of large awards in recent quarters, ALNG2 close-out activities.
- Free cash flow, excluding working capital impact, of €122 million:
  - Free cash conversion from adjusted recurring EBIT: 113%.
- Other items of note:
  - €38m adverse FX impact on cash and equivalents.





# Outlook

Arnaud Pieton - CEO

# T.EN & John Cockerill to create Rely

A new company accelerating green H<sub>2</sub> industrialization



- T.EN joining forces with a leading electrolyzer provider and experienced industrial company.
- Unique combination of technology, engineering, and equipment manufacturing know-how.
- Industrially and geographically complementary, cultural alignment.

## An integrated solutions provider for green H<sub>2</sub> and Power-to-X

### Asset light model

Capacity reservation and supply contract providing access to electrolyzer equipment

### Innovation platform

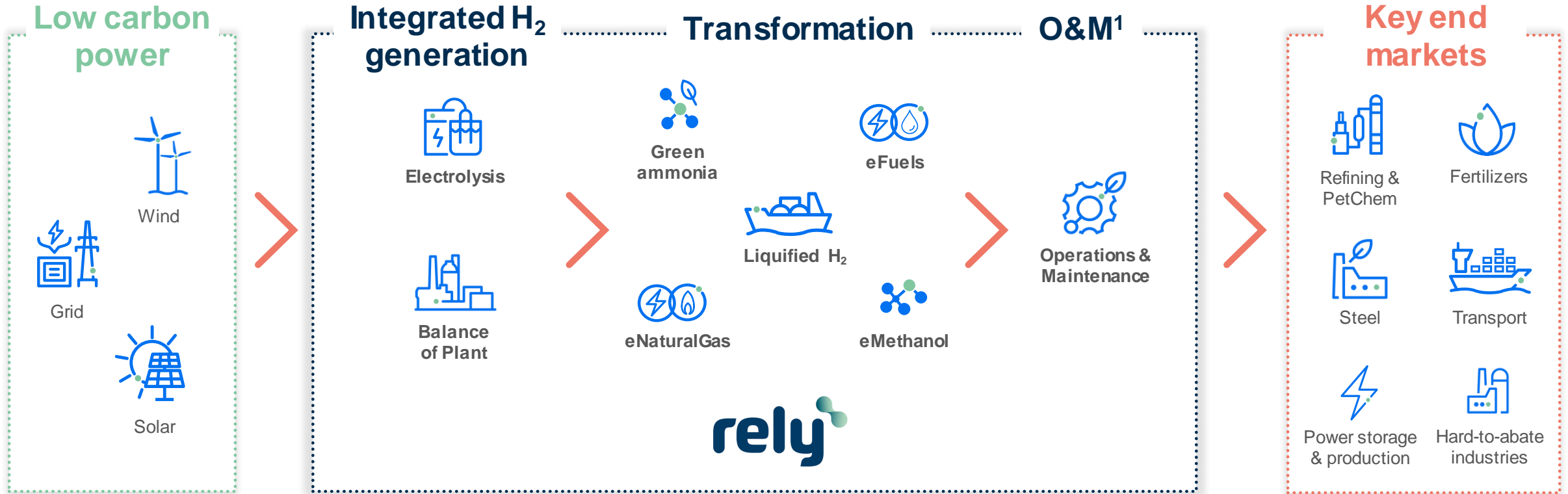
Development of green H<sub>2</sub> technology, proprietary equipment and solutions

### Asset lifecycle offering

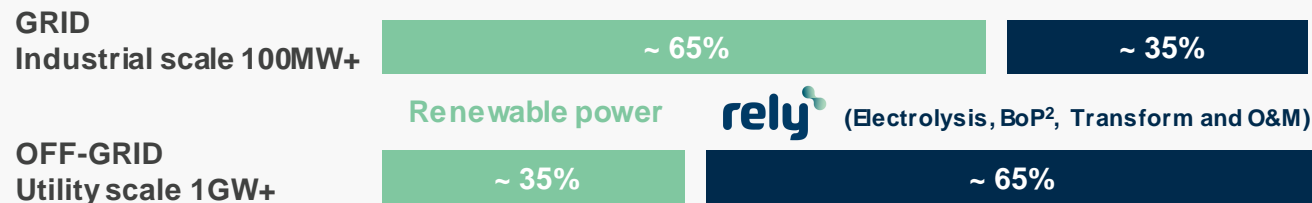
From conception to Operations & Maintenance

## Building T.EN's future core aligned with net zero goals

# Integrated green H<sub>2</sub> solutions for decarbonization



## Cost of Green H<sub>2</sub> (illustrative)





## Bridging green electrons to molecules

An enabler of long-term TPS growth and selective Project Delivery opportunities for T.EN



### Unlocking the Green H<sub>2</sub> market

- Breaking cost barriers through **integrated offering** with **standardized** and **configurable** solutions combined with technical and financial advisory.
- **Innovation platform** to develop BoP<sup>1</sup> and electrolyzer technologies of the future; to **accelerate improvement** in **project economics**.



### Yielding strong economic benefits

- **Ambition** to be the **leading company** across major green H<sub>2</sub> markets; Rely to become a **€1 billion+ revenue core business** for T.EN by 2030.
- Technology & product development within an **asset light** model to support **attractive margins and returns**.



### Driving Sustainability

- Positioning in highly promising Green H<sub>2</sub> and Power-to-X markets that can **deliver decarbonization** across many industries.
- Developing T.EN's **sustainable business** lines; Rely is one of our initiatives that supports **T.EN's net zero trajectory**.

# Our path to a net zero 2050

## Scope 1 & 2



- 11% reduction in 2022 vs 2019
- Five-point action plan to optimize buildings infrastructure:
  - Renewables, surfaces, energy, efficiency, training & awareness



**-30% by 2025;  
net zero by 2030**

## Scope 3



- Scope 3 upstream reported with methodology aligned with GHG Protocol:
  - Includes all main EPC projects in execution phase
- Scope 3 downstream: intermediate targets, reduction plan in progress



**Net zero by 2050**

## Avoided emissions



- 7.3MtCO<sub>2</sub>eq avoided for clients in 2022<sup>1</sup>
- Includes projects with CO<sub>2</sub> capture in execution phase:
  - Qatargas NFE, Qatar
  - ExxonMobil LaBarge, US
  - Hafslund Oslo Celsio, Norway



**15 MtCO<sub>2</sub>eq by 2025**



# Key takeaways

## Forging

First quarter results demonstrate strong momentum in TPS and provide a solid platform to deliver our full year objectives

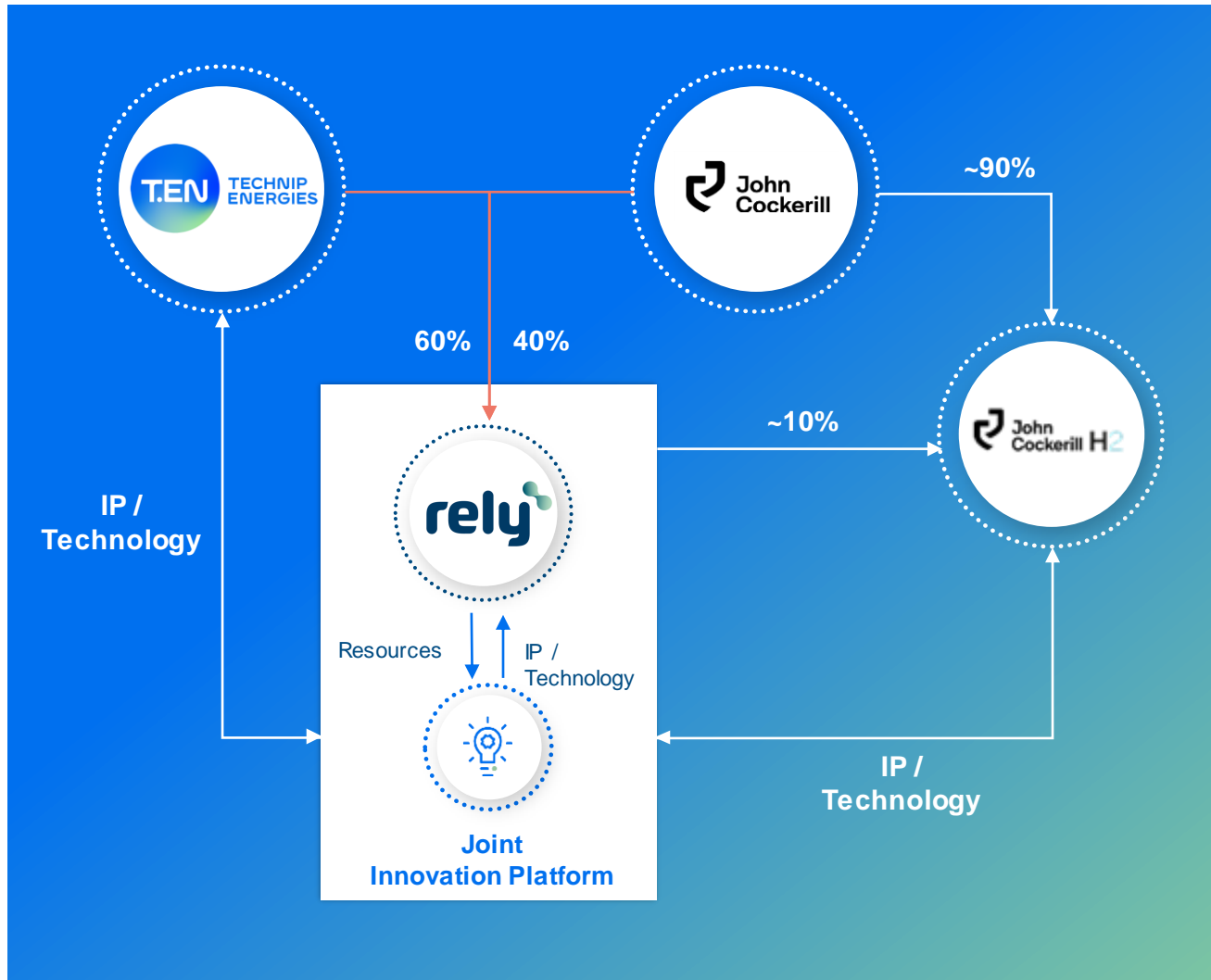
Preparing T.EN's future core with the creation of Rely, an ambitious and innovative new company for an emerging green H<sub>2</sub> market

Selectively addressing core markets for growth in Project Delivery orders

# Q&A

# Appendix

# Corporate structure overview



**Independent engineering & project development company**

- 60% owned & controlled by T.EN, 40% by John Cockerill.
- **Governance:** Board of Directors with representatives from T.EN (4), John Cockerill (3), and 1 independent.

**Joint innovation platform**

- Unique combination of manufacturing & engineering know-how.
- To jointly develop proprietary technology, equipment and solutions to unlock green H<sub>2</sub> market.

**Asset light with preferred supply agreement**

- Capacity reservation and supply contract providing access to leading pressurised alkaline electrolyzer equipment through John Cockerill H<sub>2</sub>.

# Integrated green H<sub>2</sub> solutions for decarbonization

## Robust Foundations

- Access to **200+ H<sub>2</sub> specialists** from Day 1
- Opportunity to build on **50+ technology patents** for H<sub>2</sub>
- **European** based company with presence in **US, Middle East, India, and APAC**

## Integrated offering unlocking the market

- **Industrial scale** solutions >100MW
- **'Off-the-shelf'** blueprint for green H<sub>2</sub> plant
- Technical & financial **advisory**

## Innovation investment for long-term

- **Drive sustainable economics** – lowering LCOH<sup>1</sup>, reducing time to first molecule
- Develop **future electrolysis, and energy management systems**
- Enable **utility scale** solutions and **Power-to-X**

## Strong ambitions to 2030 and beyond

- To be the **leading company** across major green H<sub>2</sub> markets
- To become **€1Bn+** revenue **core business** of T.EN
- To develop technology & product, supporting **attractive EBIT margins**

## End-to-end solutions

### Early engagement

- Pre-FID engineering
- Technical & financial advisory

### Technology & Equipment

- OEM<sup>2</sup> & supply
- Balance of plant

### Project execution

- Post FID project delivery and services

### Operations & Maintenance

- Asset lifecycle
- After market sales



# Unique Innovation Platform

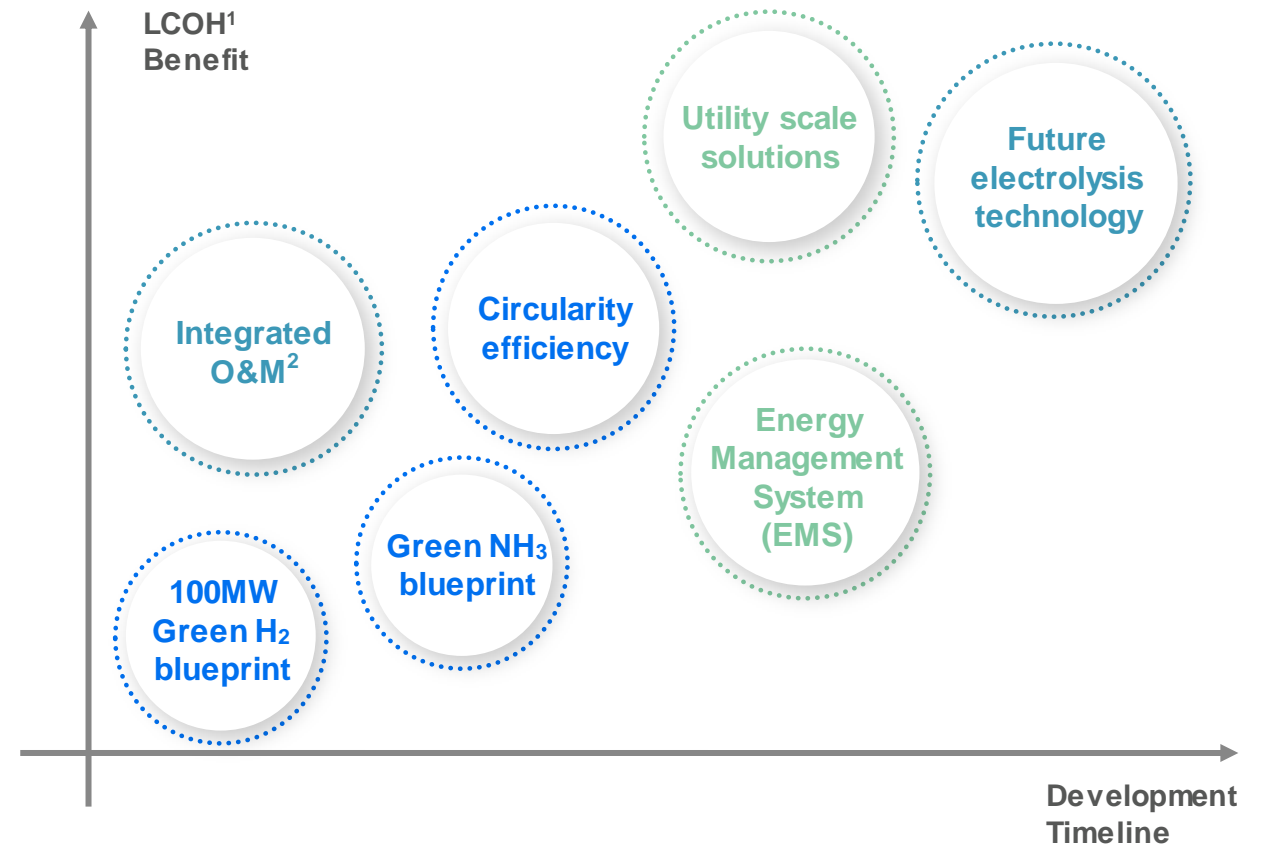
To deliver continued technology enhancements

## A common R&D platform

- Integrated technology and engineering resources.
- To develop optimised green H<sub>2</sub> solutions including balance of plant and balance of site.

## R&D roadmap

- Standardized solutions for industrial projects.
- Intermittency management system.
- Future electrolysis technologies and utility scale solutions.



# Rapid demand growth for green H<sub>2</sub> expected through 2030

## Key end markets for hydrogen



Refining & PetChem



Fertilizers



Steel



Transport



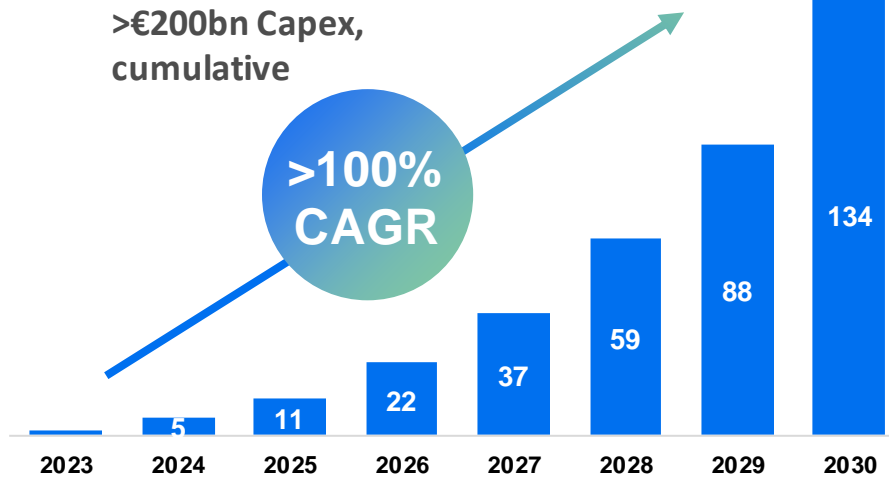
Power Storage and Production



Hard-to-abate Industries

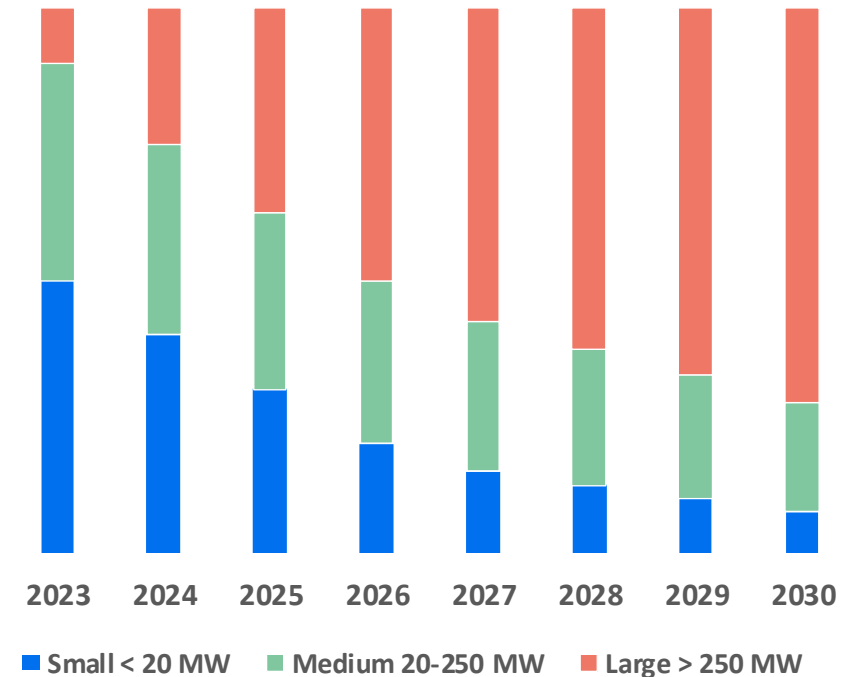
## Green hydrogen demand

Global Green H<sub>2</sub> and derivatives expected growth (GW, cumulative)



## Market shift towards large projects

Electrolyzer orders (at FID) % of total GW



# Full company guidance for 2023

Profitability consistent with framework outlined at Capital Markets Day<sup>1</sup>



Revenue

**€5.7 - 6.2bn**



EBIT margin

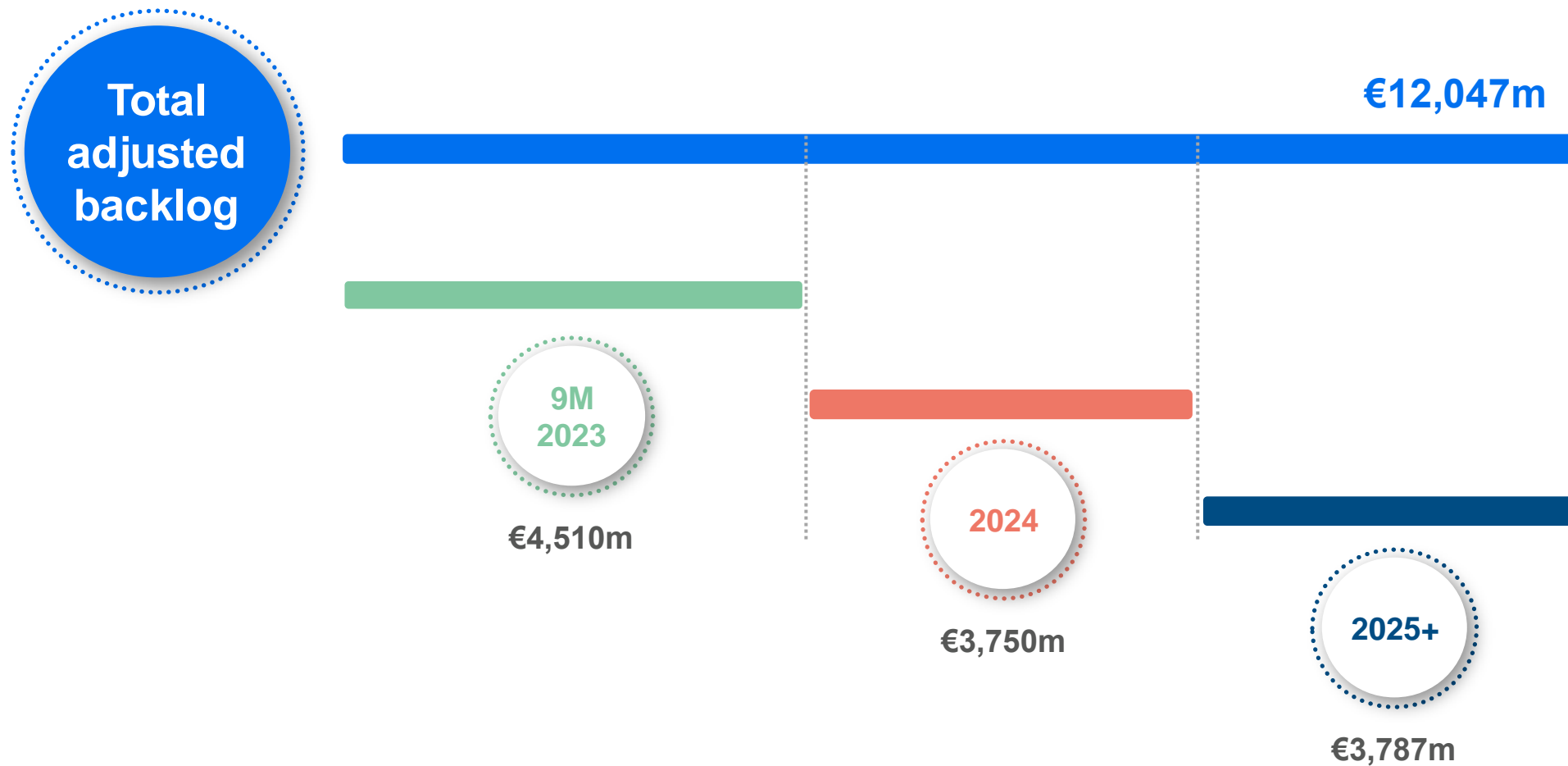
**6.7% - 7.2%**



Effective tax rate

**26% - 30%**

# Backlog schedule



Adjusted backlog at March 31, 2023, has been impacted by foreign exchange of €(147.9) million.

# Adjusted statements of income – Q1 2023

	Project Delivery		Technology, Products & Services		Corporate/non allocable		Total	
	Q1 23	Q1 22	Q1 23	Q1 22	Q1 23	Q1 22	Q1 23	Q1 22
<i>(In € millions)</i>								
<b>Adjusted revenue</b>	954.8	1,289.1	451.7	329.1	—	—	1,406.5	1,618.2
<b>Adjusted recurring EBIT</b>	77.3	90.0	46.0	30.2	(16.0)	(12.8)	107.3	107.3
Non-recurring items (transaction & one-off costs)	—	(1.1)	(0.3)	—	(11.2)	4.5	(11.5)	3.5
<b>EBIT</b>	77.3	88.9	45.8	30.3	(27.3)	(8.3)	95.8	110.8
Financial income							26.8	4.0
Financial expense							(6.4)	(9.0)
<b>Profit (loss) before income tax</b>							116.2	105.8
Income tax (expense)/profit							(33.0)	(30.6)
<b>Net profit (loss)</b>							83.2	75.2
Net profit (loss) attributable to non-controlling interests							(3.2)	(2.7)
<b>Net profit (loss) attributable to Technip Energies Group</b>							80.0	72.5



# Adjusted statements of income

## Reconciliation between IFRS and Adjusted – Q1 2023

<i>(In € millions)</i>	Q1 23 IFRS	Adjustments	Q1 23 Adjusted
<b>Revenue</b>	<b>1,399.7</b>	<b>6.8</b>	<b>1,406.5</b>
<b>Costs and expenses</b>			
Cost of sales	(1,192.0)	0.1	(1,191.9)
Selling, general and administrative expense	(91.0)	—	(91.0)
Research and development expense	(10.7)	—	(10.7)
Impairment, restructuring and other expense	(11.5)	—	(11.5)
Other operating income (expense), net	(5.8)	—	(5.8)
<b>Operating profit (loss)</b>	<b>88.7</b>	<b>6.9</b>	<b>95.6</b>
Share of profit (loss) of equity-accounted investees	9.8	(9.6)	0.2
<b>Profit (loss) before financial expense, net and income tax</b>	<b>98.5</b>	<b>(2.7)</b>	<b>95.8</b>
Financial income	25.1	1.7	26.8
Financial expense	(5.4)	(1.0)	(6.4)
<b>Profit (loss) before income tax</b>	<b>118.2</b>	<b>(2.0)</b>	<b>116.2</b>
Income tax (expense)/profit	(33.6)	0.6	(33.0)
<b>Net profit (loss)</b>	<b>84.6</b>	<b>(1.4)</b>	<b>83.2</b>
Net profit (loss) attributable to non-controlling interests	(3.2)	—	(3.2)
<b>Net profit (loss) attributable to Technip Energies Group</b>	<b>81.4</b>	<b>(1.4)</b>	<b>80.0</b>

Financial information is presented under adjusted IFRS (see Appendix 8.0 of Q1 2023 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices.

# Adjusted statements of income

## Reconciliation between IFRS and Adjusted – Q1 2022

<i>(In € millions)</i>	<b>Q1 22 IFRS</b>	<b>Adjustments</b>	<b>Q1 22 Adjusted</b>
<b>Revenue</b>	<b>1,700.0</b>	<b>(81.8)</b>	<b>1,618.2</b>
<b>Costs and expenses</b>			
Cost of sales	(1,465.7)	46.3	(1,419.4)
Selling, general and administrative expense	(73.8)	—	(73.8)
Research and development expense	(11.1)	—	(11.1)
Impairment, restructuring and other expense	3.5	—	3.5
Other operating income (expense), net	(6.2)	0.7	(5.5)
<b>Operating profit (loss)</b>	<b>146.7</b>	<b>(34.8)</b>	<b>111.9</b>
Share of profit (loss) of equity-accounted investees	7.9	(9.0)	(1.1)
<b>Profit (loss) before financial expense, net and income tax</b>	<b>154.6</b>	<b>(43.8)</b>	<b>110.8</b>
Financial income	3.7	0.3	4.0
Financial expense	(54.0)	45.0	(9.0)
<b>Profit (loss) before income tax</b>	<b>104.3</b>	<b>1.5</b>	<b>105.8</b>
Income tax (expense)/profit	(32.8)	2.2	(30.6)
<b>Net profit (loss)</b>	<b>71.5</b>	<b>3.7</b>	<b>75.2</b>
Net profit (loss) attributable to non-controlling interests	(2.7)	—	(2.7)
<b>Net profit (loss) attributable to Technip Energies Group</b>	<b>68.8</b>	<b>3.7</b>	<b>72.5</b>

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# Adjusted statements of financial position

<i>(In € millions)</i>	<b>Q1 23</b>	<b>FY 22</b>
Goodwill	2,088.9	2,096.4
Property, plant and equipment, net	99.4	103.2
Right-of-use assets	227.2	223.1
Equity accounted investees	29.9	29.9
Other non-current assets	338.7	351.7
<b>Total non-current assets</b>	<b>2,784.1</b>	<b>2,804.3</b>
Trade receivables, net	1,118.0	1,245.8
Contract assets	435.1	355.4
Other current assets	850.8	815.1
Cash and cash equivalents	3,542.1	3,791.2
<b>Total current assets</b>	<b>5,946.0</b>	<b>6,207.5</b>
<b>Total assets</b>	<b>8,730.1</b>	<b>9,011.8</b>
<b>Total equity</b>	<b>1,794.5</b>	<b>1,736.3</b>
Long-term debt, less current portion	595.5	595.3
Lease liability – non-current	196.4	195.8
Accrued pension and other post-retirement benefits, less current portion	100.4	101.7
Other non-current liabilities	118.6	124.5
<b>Total non-current liabilities</b>	<b>1,010.9</b>	<b>1,017.3</b>
Short-term debt	113.1	123.7
Lease liability – current	71.6	72.9
Accounts payable, trade	1,653.5	1,861.5
Contract liabilities	3,321.6	3,383.5
Other current liabilities	764.9	816.6
<b>Total current liabilities</b>	<b>5,924.7</b>	<b>6,258.2</b>
<b>Total liabilities</b>	<b>6,935.6</b>	<b>7,275.5</b>
<b>Total equity and liabilities</b>	<b>8,730.1</b>	<b>9,011.8</b>

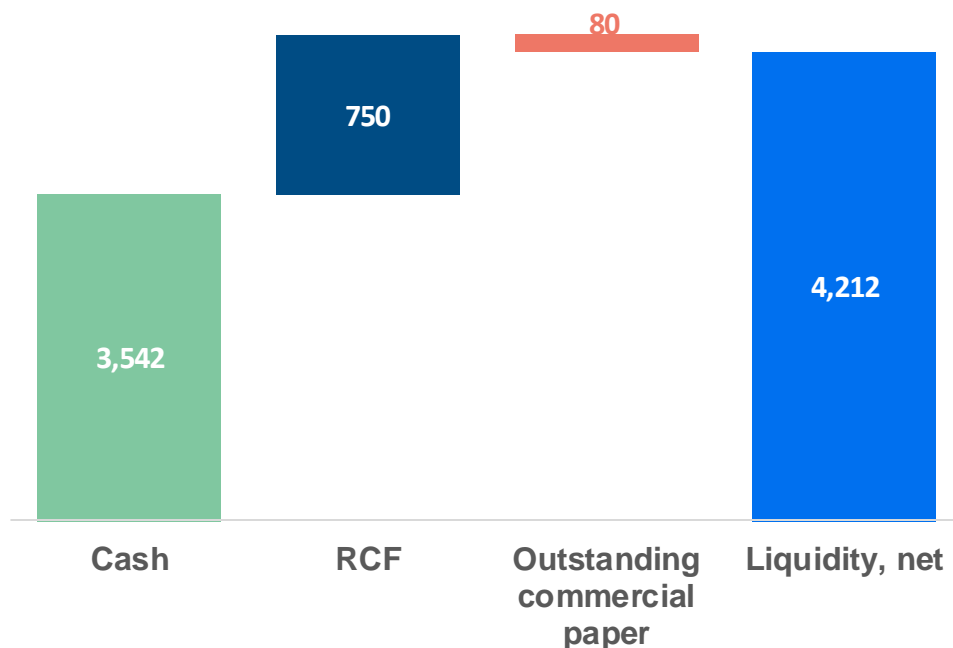
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# Adjusted statements of cashflows

<i>(In € millions)</i>	<b>Q1 23</b>	<b>Q1 22</b>
Net profit (loss)	83.2	75.2
Other non-cash items	46.7	32.8
Change in working capital	(263.6)	86.1
<b>Cash provided (required) by operating activities</b>	<b>(133.7)</b>	<b>194.1</b>
Acquisition of property, plant, equipment and intangible assets	(8.4)	(8.8)
Other	(11.8)	(8.0)
<b>Cash provided (required) by investing activities</b>	<b>(20.2)</b>	<b>(16.8)</b>
Net increase (repayment) in long-term, short-term debt and commercial paper	(11.1)	(51.1)
Purchase of treasury shares	—	(25.2)
Other (o/w lease liabilities repayment)	(46.1)	(30.1)
<b>Cash provided (required) by financing activities</b>	<b>(57.2)</b>	<b>(106.4)</b>
Effect of changes in foreign exchange rates on cash and cash equivalents	(38.0)	47.0
<b>(Decrease) Increase in cash and cash equivalents</b>	<b>(249.1)</b>	<b>117.9</b>
Cash and cash equivalents, beginning of period	3,791.2	3,810.1
<b>Cash and cash equivalents, end of period</b>	<b>3,542.1</b>	<b>3,928.0</b>

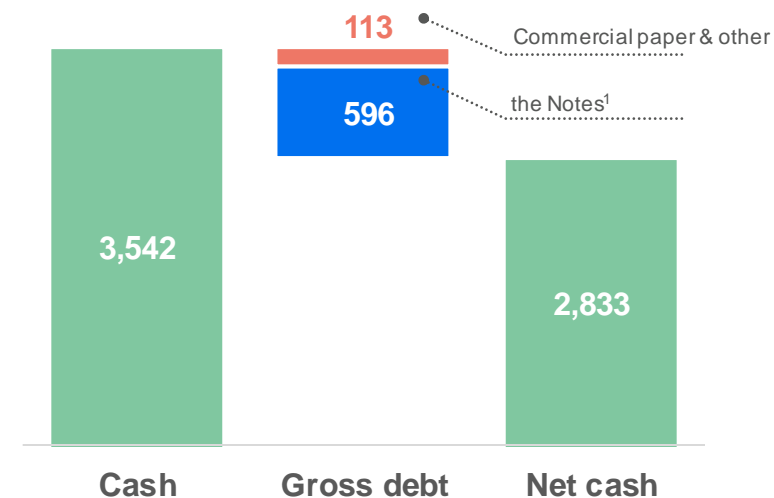
# Differentiated capital structure

Liquidity, March 31, 2023  
in € million



- Robust liquidity position comprising of €3.5 billion of gross cash plus €670 million available capacity under the RCF (€750 million net of €80 million outstanding commercial paper).

Net cash, March 31, 2023  
in € million



- Strong net cash position of € 2.8 billion.
- Short-term debt accounts for 16% of total debt.

# Stock information and ADR

## Stock



Listed on Euronext Paris / SBF 120 index



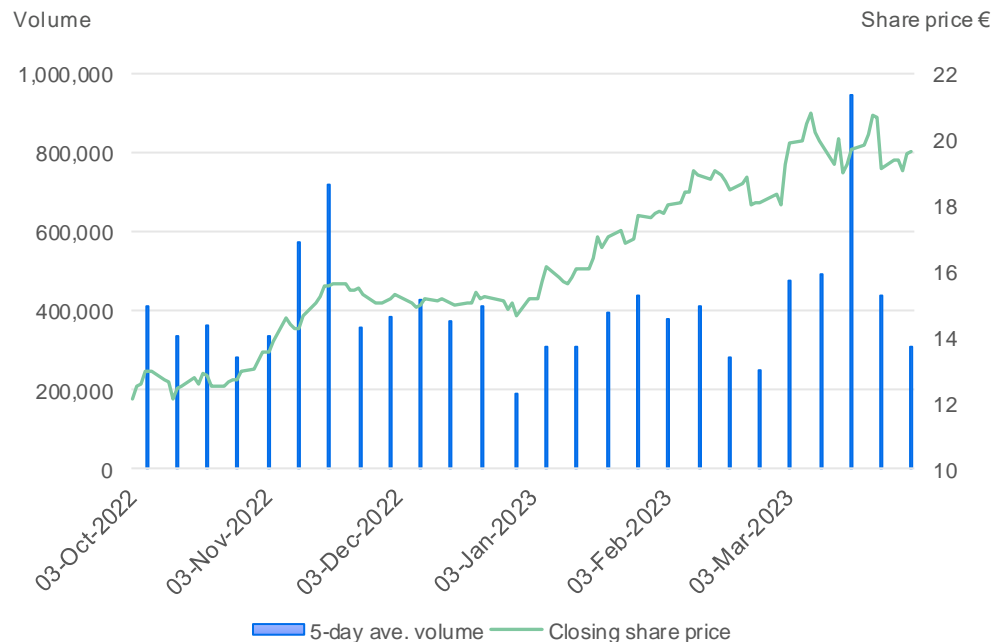
Ticker code: TE / ISIN code: NL0014559478



Free float: 139.0 million / Outstanding shares: 179.8 million



Market Cap at March 31, 2023: €3.5 billion



Source: Thomson Reuters Eikon.

## ADR program



Exchange: Over-the-Counter



Ratio: 1 ADR : 1 ORD

- **DR ISIN:** US87854Y1091
- **Symbol:** THNPY
- **CUSIP number:** 87854Y109
- **American Depositary Receipt (ADR) Program:**  
Sponsored Level I
- **Sponsor of ADR program:**  
J.P. Morgan Chase Bank, N.A.
- **For further information:**  
<https://www.adr.com/drprofile/87854Y109>



# Technip Energies upcoming investor events

Opportunities to interact with company management and investor relations

May 4, 2023	Q1 2023 Results
May 10, 2023	2023 Shareholders Annual General Meeting
June 1, 2023	Société Générale – The Nice Conference
June 5 – 9, 2023	CFO Roadshow: Oslo, Zurich, Geneva
July 27, 2023	First Half 2023 Results
September 12, 2023	Kepler Cheuvreux Autumn Conference
September 12, 2023	Morgan Stanley European Utilities, Power & Energy Conference

## Investor Relations Team

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### Melanie Brown

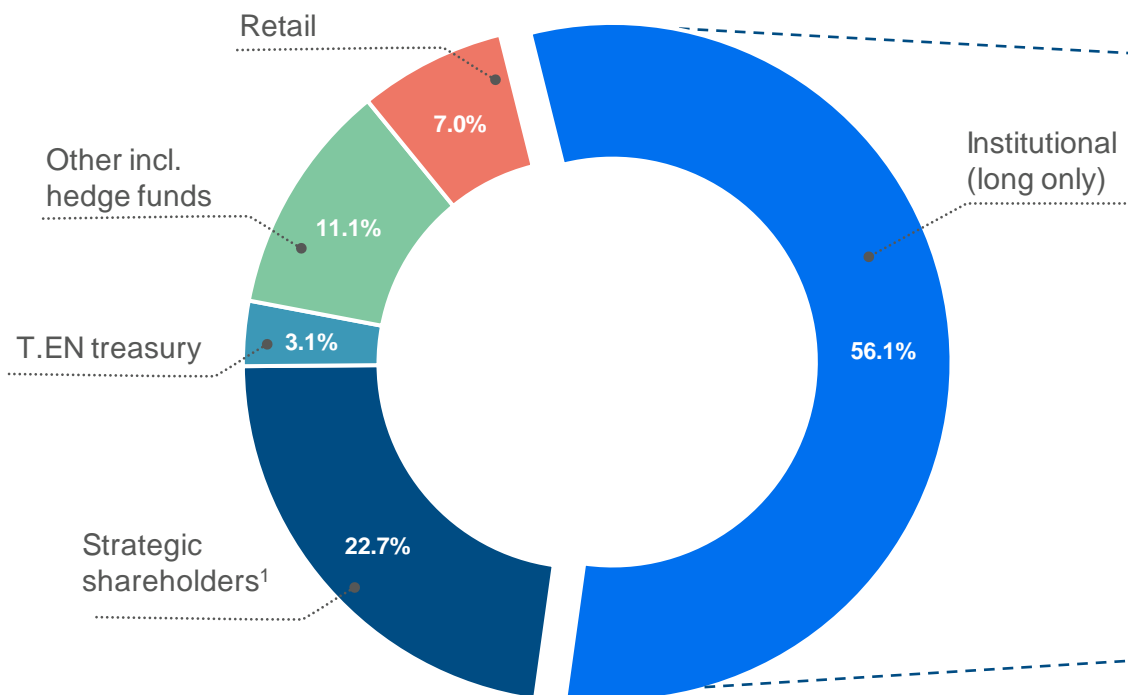
Officer, Investor Relations

Tel: +20 7585 6156

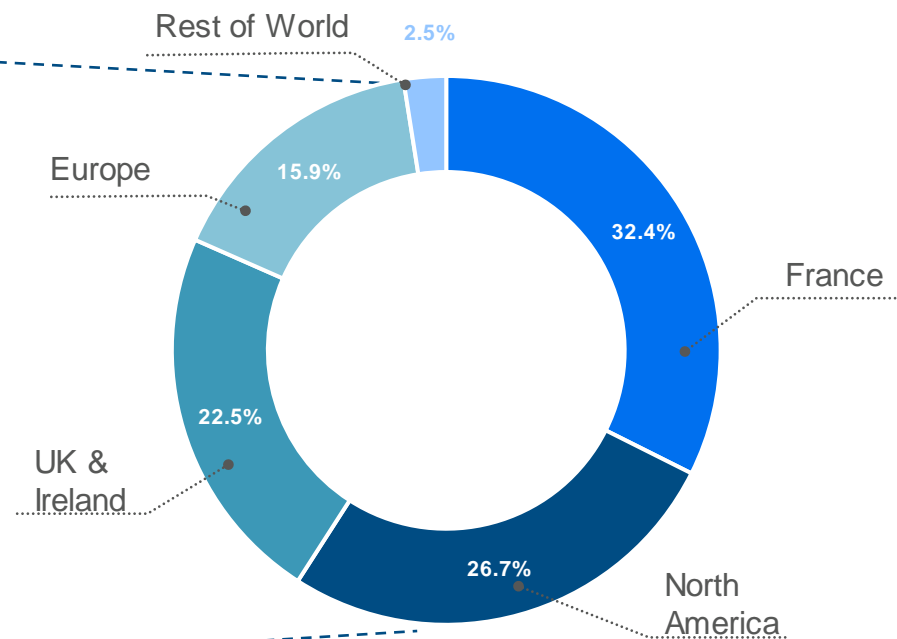
melanie.brown@technipenergies.com

# A diversified shareholder structure

**Ownership split**  
As a % of shares outstanding



**Geographic split**  
Institutional investors



**Investor Relations**

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