

# TECHNIP ENERGIES CAPITAL MARKETS DAY 2024 – TRANSCRIPT

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## Products & Services

Davendra Kumar

SECTION 4

# Products and Services focus

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TECHNIP ENERGIES

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*Hi, everyone, it's great to be here with you all today, to give you some more flavor on our products and services portfolio. My name is Davendra Kumar, I am with T.EN for more than 30 years, and I take care of One T.EN delivery and operations in India.*

*Wei has talked about the technology, as well as R&D which is continually driving it. And the technology is of course one part of the story, and I am going to explain how we take the innovative solutions to market and monetize them. Ultimately, it's about taking technology from the lab to the customers, through sustainable economics. And this is what we do, through productization and modernization. I will also be going deeper into our services business, which is an integral part of TPS and the overall growth strategy.*

## Case study - Ethylene

A flexible commercial offering feeding both TPS and PD

**SUSTAINED LEADERSHIP**

A portfolio of market leading proprietary technologies for liquid, steam, and mixed feed ethane crackers

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50+ years track record

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150 grassroots plants

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**40%+** global licensing market share

**DIFFERENTIATED OFFERING**

A technology and product offering:

- Technology licensing, process design
- Furnace technologies and other key products
- Post license assistance

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Full scale project delivery:

- Mega projects
- Modernization and expansion

**ETHYLENE OF THE FUTURE**

Investment in core technology:

- Continuous R&D
- Energy efficiency and decarbonization

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Key innovations:

CO<sub>2</sub> to Ethylene:

Net zero cracker:

Rotating olefins cracker:

**~€500m EBIT realized since 2015**

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So how does productization look like in practice?

Let's go through the case study of our ethylene technology, the technology which we productize as a structured and market-ready offering, which is adding value to TPS, as well as to project delivery on a selective basis.

The ethylene example demonstrates how we combine technology, expertise, innovation, to make it a one-stop-shop commercial solution. And it also builds on the --leadership --long-established leadership in ethylene, with 50 plus years of experience, and with 40% plus market share, when it comes to worldwide licensing.

The ethylene example goes beyond technology. It's a differentiated offering, which integrates proprietary licensing, process design and furnace solution to make it a complete package.


We also provide post-license support as well as EPC when it comes to plant delivery. And this structured approach helps us to utilize our expertise to scale to mega-size projects, modernization projects and expansion projects.

To give you a couple of examples here, Long SON in Vietnam, INEOS in Belgium are the places where we have supplied ethylene as a complete package.

The ethylene model represents a highly successful business portfolio for us and we have sustained this leadership through continuous investment and innovation. These solutions, productized solutions helps us to provide end-to-end, scalable and sustainable solutions and it warrants a closer look that how we are taking ethylene model forward to drive early leadership into emerging sectors.

## Productized solutions

accelerating time-to-market and improving project economics

ETHYLENE	LNG	CARBON CAPTURE	GREEN HYDROGEN	
<b>Ethylene</b> by T.E.N.	<b>SnapLNG™</b> by T.E.N.	<b>Canopy™</b> by T.E.N.	<b>rely Clear100+</b>	 <p>MORE TO COME</p>
Proprietary products and solutions embedded with technology	Pre-engineered, standardized modules integrated with technology	Integrated post-combustion modularized solutions – small to mega scale	Configurable productized plant	
NextGen Furnace <b>SPYRO®</b> Rippletrays™	2.5 Mtpa production capacity   ~2 years time-to-market saving <b>Zero CO<sub>2</sub></b> emissions in operation	<b>C10, C100, C200</b> 10, 100, 200 ktpa <b>C+</b> Customized sizing & design   <b>Marine</b> Offshore optimized design	35% less equipment   100MW Electrolyzer capacity <b>30 months</b> EPC lead time	



These are our recently launched productized offerings. The offerings to help us accelerate to market, improve the project economics. At the same time, help our customers more rapidly and efficiently and scale solutions to address conventional and the emerging sectors.

SnapLNG is our productized offering for gas liquefaction. It combines compact modular design along with technology and standardized components. It is a system that benefits from speed to market with certainty on cost and schedule and is particularly suitable for low to zero carbon LNG footprint.

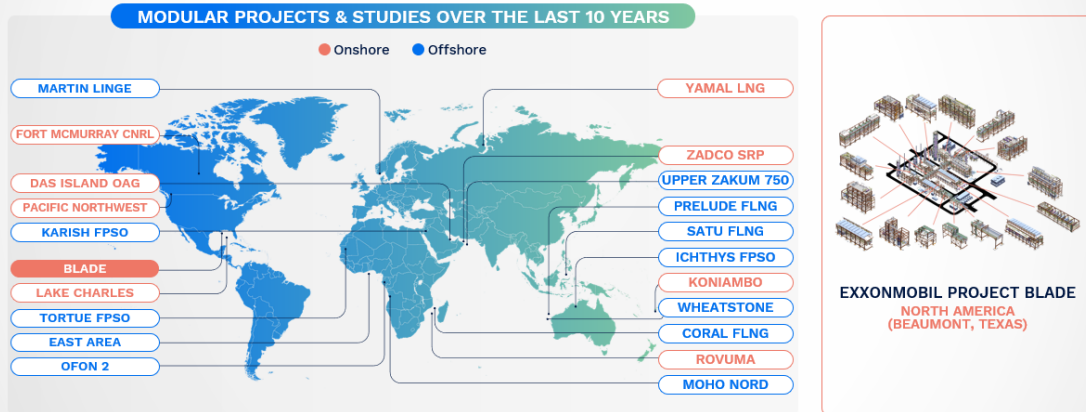
When it comes to carbon capture, Canopy by T.EN is our integrated range of offerings post-combustion. And Clear100+ is the first product launched by Rely, our green hydrogen joint venture.

You will hear more about Canopy and Clear100+ during the breakout session from the teams.

But for now, what I can tell you, these products are helping us drive the leadership and as we move forward, you will see we will be broadening our portfolio for productized offerings.

## Pioneering in modularized delivery

Our modularization experience driving technology productization



One of the prerequisites when it comes to productization is to have leadership in modularization, a proven track record. This is where in the energy industry, T.EN Has established itself as a leader when it comes to productized, modularized project execution. It is about prefabrication of components in a controlled environment before we transfer them to site, transport them to site for assembly. And with our firm commitment towards innovation and excellence, we have been instrumental in making these complex projects feasible.

To give you one example, a blade project which we did for our ExxonMobil customer in a challenging state of Texas, challenging in terms of the construction resources availability, challenging in terms of the productivity at site, we converted those refining units into 16 modules. The heaviest being 2,000 metric tons with a combined weight of 16,000 metric tons.

The largest module being 60 meters by 30 meter in dimension. With our engineering expertise to design modules to take care of sea fastening, loadouts, heavy lift operations, and our construction supervision at yards, which we master at T.EN, we have been able to build a strong foundation when it comes to modularization.

We are also establishing new benchmarks in the energy industry on modularization.

## T.EN strategic assets enablers of productization

**LOADING SYSTEMS**

65+

YEARS OF EXPERTISE

360+

NO. OF EMPLOYEES

Leading fluid transfer system provider

Core market: LNG, offshore

New markets<sup>1</sup>: LCO<sub>2</sub>, LH<sub>2</sub>, NH<sub>3</sub>

15,000+

LOADING ARMS DELIVERED

Advanced technology, expertise & innovation

<sup>1</sup> Liquefied CO<sub>2</sub>, Liquefied H<sub>2</sub>, Ammonia

**FABRICATION & MANUFACTURING FACILITY**

50+

YEARS OF EXPERTISE

160+

NO. OF EMPLOYEES

A multi-purpose mid-size facility

Customized to support T.EN projects, and productization strategy

3,500+

EQUIPMENT & PRODUCTS DELIVERED

Dahej: a conveyor belt for productization

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To complete this supply chain, I would like to talk about now our strategic assets. The two manufacturing facilities which are delivering high quality products across the world.

The first one, loading system facility in French town of Sens has got more than 65 plus years of expertise in fluid transfer. It has delivered more than 15,000 products across 88 countries, which has helped us to attain leadership position when it comes to LNG and offshore market.

And to leverage on this leadership position, we are targeting now high potential markets of liquefied CO<sub>2</sub>, hydrogen, and ammonia.

Turning to India, where our Dahej manufacturing facility is there, which is a cornerstone of our productization strategy, the state-of-the-art facility has got three distinct advantages in terms of its strategic location, in terms of the diverse product portfolio and the modularization capability.

With expansion plans for Dahej firmly in place, this facility has already delivered ethylene furnaces and is now going to deliver Canopy and Clear100+. It is also earmarked to produce modules for sustainable aviation fuel and as we successfully productize Hummingbird technology.

These two facilities have equipped them to deliver productization at a scale and is also demonstrating that how we are turning on our world leading infrastructure expertise into competitive solutions to unlock value for our customers and other stakeholders. Complementing productization and modularization is our services business.

## An expansive services offering



As we have mentioned, this high value, low risk services business represents an avenue for growth this is underpinned by our strategic talent pool and the technology-driven approach.

The services business is an integral part of our TPS and has shown consistent growth. If you take the example of PMC, Project Management Consultancy, we delivered 1.5 million hours in 2019, which we doubled to 3 million hours in 2023. And we are confident that with the rapid growth, we are going to deliver 5 million hours in 2025, which is 30% compounded growth.

The services business also opens the door for potential pull-through. It can be property licensing or technology-based offerings, benefiting TPS. It can also benefit project delivery when we do EPC pull-through from FEED.

The services business not only represents high potential, but also provides us the opportunities, the synergies and optionality to capture future growth. And this compound effect explains our ambitions for growth in TPS, not only in terms of volume, but also in profitability.

And to boost this, we are expanding our offerings to include more and more digital services, more and more project operations.

To give you a couple of examples, on the digitalization side, we are working with ADNOC for their one EDS[ph] engineering design specification package. We are working with Air Liquide for their digital roadmap. And on the project operations, we are working with customers like NSRP in Vietnam, who have given us frame agreements to meet their needs on the operation sides. And these types of contracts also help us to generate recurring revenue on reimbursable basis.



## Building the Future Productization and Services growth

MONETIZING IP AND  
ENHANCING VALUE  
CREATION THROUGH OUR  
STRATEGIC ASSETS

PENETRATING THE  
RAPIDLY EVOLVING  
DECARBONIZATION AND  
CIRCULARITY MARKETS

EXPANDING SERVICES –  
OUR GATEWAY TO A  
WIDER CLIENT BASE AND  
NEW MARKETS



*To summarize, we continue to invest in modularization to unlock flexibility, efficiency to help our customers throughout the project lifecycle.*

*At the same time, utilizing our productization ability to convert innovative solutions to marketable products. And this provides us incremental TPS earnings. This gives us new business opportunities and new revenue streams.*

*In other words, products and services have an absolute key role to play when it comes to delivering our ambitions on TPS and group as a whole.*

*With this, I would like to hand over the stage back to Loïc, who is going to explain how to make it happen. But before that, let's have a look on a video related to our assets. Thank you.*

[video]