

# Confirming

A robust 2022 and a positive outlook

FY 2022 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, such as Russia's invasion of Ukraine, the associated sanctions and the impact these will have on the Company's and/or the Company's clients' activities conducted in or related to Russia or Belarus) 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 filings with the Dutch Authority for the Financial Markets (AFM), including its 2021 Annual Financial report filed on March 18, 2022, and in the Company's filings with the U.S. Securities and Exchange Commission, including its 2021 Form 20-F filed on March 25, 2022 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** 



# FY 2022 – Key highlights

Robust full year performance supports significant dividend raise



Strong financial performance; EPS growth of 29% Y/Y



Substantial TPS backlog growth exceeding 60% Y/Y



Energy Transition orders, excl. LNG, of €1 billion

€6.4bn

Adjusted revenue

7.0%

Adjusted recurring EBIT margin

€0.52/sh

Proposed dividend<sup>1</sup> raised by 16% Y/Y

2021: **€6.7**bn

2021: 6.5%

2021: **€0.45**/sh



### Q4 2022 key operational highlights

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



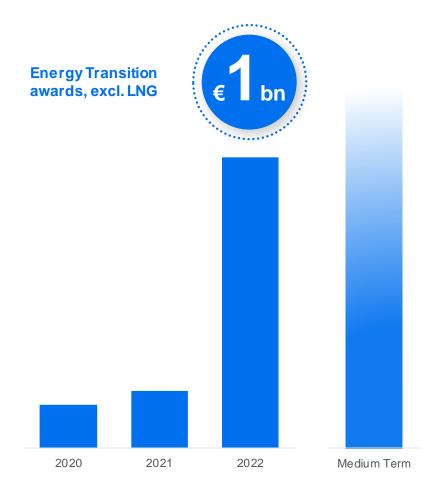






### 2022 - A milestone for energy transition awards

A five-fold increase Y/Y



#### Clean Hydrogen

- Green
  - Engie Yuri Green H<sub>2</sub>
  - Engie HyNetherlands
  - Uniper H2Maasvlakte
- Blue
  - LG Chem Blue H<sub>2</sub> by T.EN licence sale
  - ExxonMobil Baytown Blue H<sub>2</sub>

**Floating Offshore Wind** 

- Corio / TotalEnergies Gray Whale 3
- Equinor Firefly
- Renexia MedWind

#### **Sustainable Chemistry**

Neste Rotterdam

CO<sub>2</sub> Capture

 Hafslund Oslo Celsio ExxonMobil LaBarge Calpine Deerpark

- OCIKUMHO EPICEROL® licence sale
- IVERSON eFuels
- TotalEnergies Grandpuits



# Q4 key awards, front-end positioning & partnerships

Sustained momentum in TPS orders while positioning for growth in Project Delivery

#### **Middle East**

- KOC¹ large 5-year framew ork agreement for PMC services.
- Saudi Aramco upgrade sulfur recovery facilities at Riyadh Refinery.
- ADNOC PCSA for Hail & Ghasha onshore facilities for ADNOC; award follows FEED phase.

#### **Ethylene**

- CPChem / Qatar Energy,
  Golden Triangle project, US.
  - Proprietary equipment awardfollows license of our proprietary technology.
  - T.EN's largest ever capacity furnaces with modern GHG<sup>2</sup> emission reduction technology.

#### **Partnerships**

- Collaboration with Baker Hughes to develop 1 to 2 Mtpa<sup>4</sup> range modularized LNG solution.
- Shell CANSOLV CO<sub>2</sub> capture: Strengthened technology alliance.
- Agreement with Synova / SABIC chemical recycling to produce olefins and aromatics from plastic waste.

### **Green H<sub>2</sub>**

- Engie HyNetherlands 100MW electrolyzer; plans to scale to 1.85GW in early 2030s.
- Uniper H2Maasvlakte FEED for 100MW green H<sub>2</sub> project with plans to scale up to 500MW by 2030.

#### **FEEDs**

- ExxonMobil Baytown Blue H<sub>2</sub> –
  World's largest low carbon H<sub>2</sub> project to capture ~7Mtpa of CO<sub>2</sub>, US.
- Renexia Med Wind,

   World's largest FEED for FOW<sup>3</sup> development.
- PTTEP Lang Lebah Onshore gas plant with CO<sub>2</sub> capture, Malaysia.



<sup>&</sup>lt;sup>1</sup> Kuwait Oil Company.

<sup>&</sup>lt;sup>2</sup> Greenhouse Gas.

<sup>&</sup>lt;sup>3</sup> Floating Offshore Wind.

<sup>&</sup>lt;sup>4</sup> Million Ton per Annum.

## Technip Energies differentiated hybrid model

An ideal blend to drive robust financials across energy cycles

### Long cycle

#### **Project Delivery**



- World class execution
- Selectivity & discipline
- Early cash conversion

### T.EN's hybrid model

Sector-leading financial performance

Asset light with robust balance sheet

Resilience to external factors & market cycles

High returns & dividend commitment

### **Short cycle**





- Proprietary technologies
- Strategic growth driver
- Margin accretive



# Financial highlights

**Bruno Vibert - CFO** 



### Robust FY 2022 performance

€6.4<sub>bn</sub>

Adjusted revenue

2021: **€6.7**bn

7.0%

Adjusted recurring EBIT margin

2021: 6.5%

€1.79

Adjusted diluted EPS

2021: €1.39

### FY 2022 financial highlights

€3.8bn

Adjusted order intake

2021: **€9.8**bn

€12.8<sub>bn</sub>

Backlog

2021: € 16.4bn

€3.1 bn

Adjusted net cash

2021: **€3.1** bn

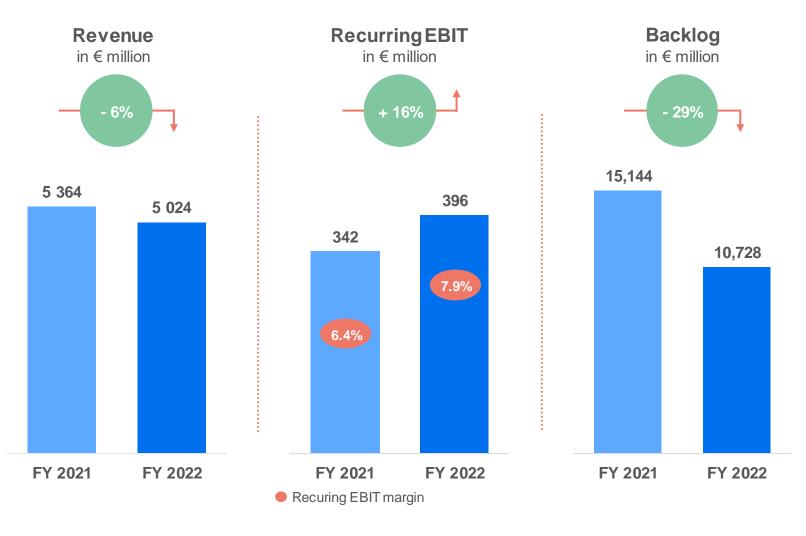


## **Project Delivery**

### Sustained excellence in execution in our long cycle segment

- Revenue: modest Y/Y decline. Materially lower ALNG2 revenue largely offset by Qatar NFE ramp-up.
- Margin: +150bps Y/Y; benefiting from strong execution across portfolio and close out of Yamal LNG warranty phase.
- Backlog: impacted by absence of major awards and partial removal of ALNG2; award trend expected to improve in 2023.





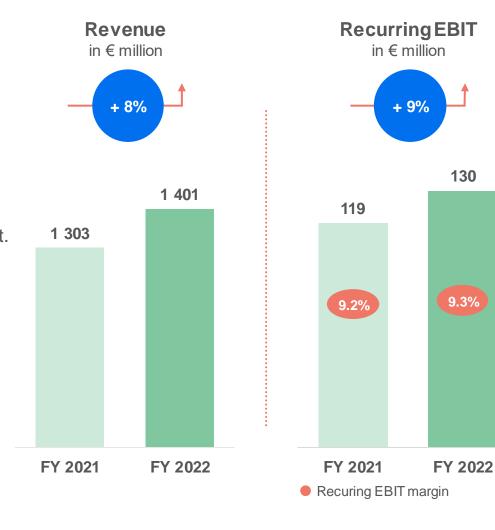


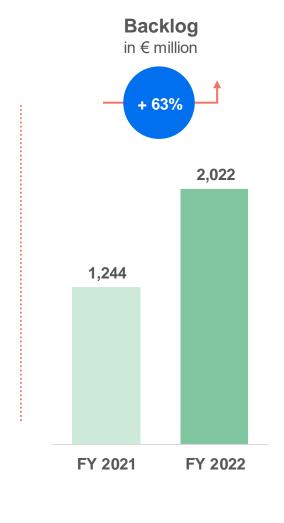
### **Technology, Products & Services**

### Substantial backlog increase reinforces revenue growth trajectory

- Revenue: growth driven by PMC and engineering services, and sustainable chemistry / Process Technology.
- Margin: stable despite higher selling & tendering, benefiting from higher volumes and mix including licensing and equipment.
- Backlog: substantial increase following €2.2bn of orders; key awards in ethylene and renewable fuels.

1.5 Book-to-bill, TTM

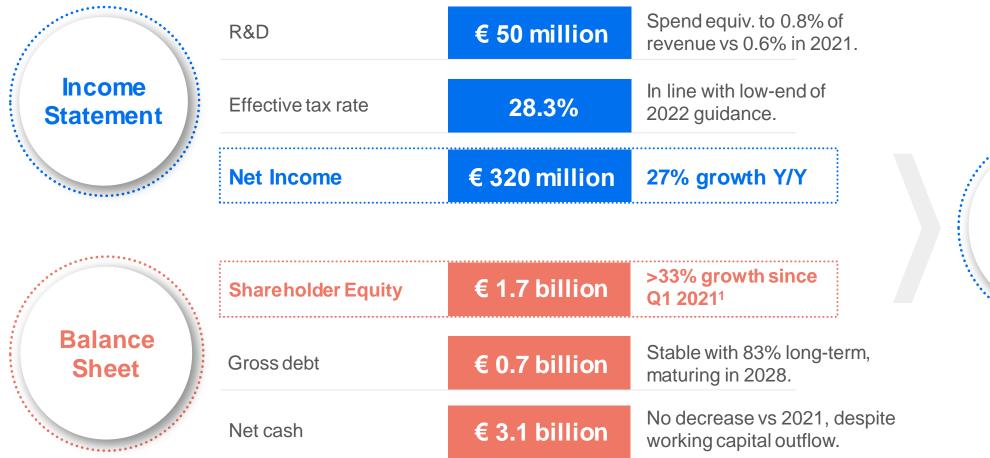






## Other key metrics, balance sheet, and returns

Robust financial performance driving strong return on equity of 20%

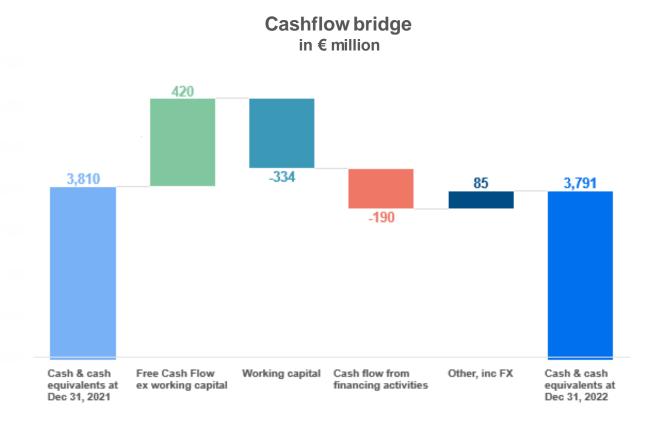






## Delivering strong underlying cash flows

- Operating cash flow: €133 million; Free cash flow¹: €86 million.
- Free cash flow, excluding €334 million working capital impact, of €420 million:
  - Free cash conversion from adjusted recurring EBIT:
     93%; expect to be 75%+ through cycle.
  - Over two-year period to December 31, 2022, working capital had a net positive impact of €293 million.
- Shareholder return cash flows:
  - Maiden dividend payment of €79 million; share repurchases of €54 million.





## Initiate 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%



### **Medium-term financial framework**

Confirming strong revenue growth potential and stability in margin outlook



#### Revenue

€5 - 6bn (selectivity-driven)

Maturing pipeline, larger LNG / energy transition orders

EBIT %1

6.5% - 7.5%

Backlog strength, quality replenishment



#### Revenue

~€2bn (strategic growth)

Strengthened backlog, investment, positioning

EBIT %
10%-plus

Accretive mix evolution



~1% of revenue

Expand technology portfolio, support new offerings



# Outlook

**Arnaud Pieton - CEO** 

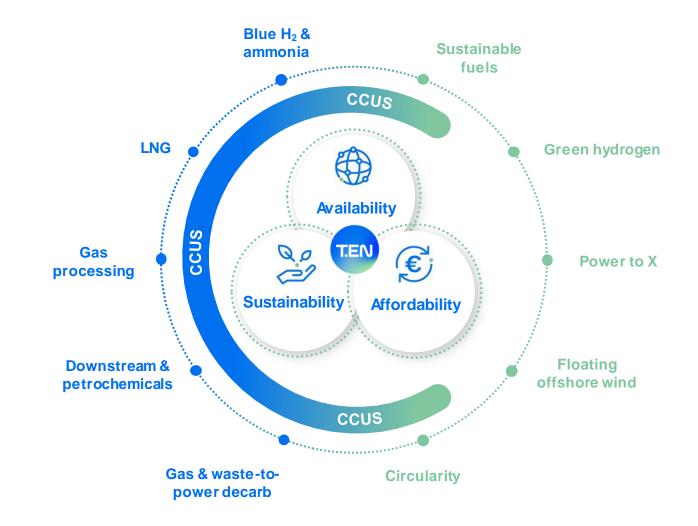


### Macro outlook: more energy, less carbon

### T.EN's solutions for tackling the energy trilemma

# **Investment in traditional energies**

- Energy security drives urgent agenda
- Multi-year expansion phase required
- Decarbonization: CCUS, circularity, electrification



# Accelerating low-carbon energies

- Market evolution supported by Government policy
- Corporate commitments to reach net zero targets
- Creating conditions for structural long-term growth



# **Emerging leadership in energy transition**

Positioned for rapid growth in our future core markets









>30Mtpa

T.EN portfolio from study to EPC

- Extensive solutions portfolio from pilot to large scale industrialization, competitive LCOE1.
- Rapid market growth; 1,000Mtpa by 2033 vs 43Mtpa today, ~8,000Mtpa by 2050.



>3GW

T.EN portfolio in study through to execution phase

- A leading technology integrator and EPC / services provider supplier.
- Fast growth: up to 240GW of green H<sub>2</sub> production by 2030, 500GW+ by 2050.



>3Mtpa

T.EN portfolio in FEED, EPsCm and project phase

- A trusted engineering & project management partner.
- Demand to increase materially to 186Mtoe<sup>2</sup> by 2030, 310+Mtoe by 2050.



>4**GW** 

Activities in FEED stage utilizing **INO15** by T.EN

- Innovative solutions for large scale industrialization and competitive LCOE.
- Market acceleration: 0.1GW in 2022. rising to 20GW in 2030, 60GW by 2040.



## 2023 – Actively deploying our strategy

Delivering on our ambition while preparing the future







#### Reinforce strong market position into a wave of LNG investment

- Selectively convert FEED pipeline to EPC or EPCm
- Drive decarbonization agenda
- Deliver new modularized, electrified offerings

#### **Enhance higher margin offering**

- Technology investment drive: increased R&D, expand T.EN's laboratories
- Advancing ethylene of the future and piloting circularity (rPET,...)
- Accelerate positioning: services and advisory, digital services

#### **Develop leadership in fast-growth markets**

- Launch differentiated range of CCUS offers
- Develop integrated Power-to-X solutions
- Leverage new business models



## **Accelerating impact-driven ESG**

Early recognition on our sustainability journey





RATING ACTION DATE: December 16, 2022 LAST REPORT UPDATE: December 16, 2022









for our clients in

2022; target15

MtCO<sub>2</sub>eq in 2025<sup>1</sup>



83% of R&D budget 7 MtCO<sub>2</sub>eg avoided on energy transition in 2022; target 100% in 2025<sup>1</sup>



18% of women in leadership positions in 2022; target 25% in 2025<sup>2</sup>



29% women in permanent workforce; target 35% by 2030<sup>2</sup>



21,660 volunteering hours in 2022; target 30.000 in 2025<sup>3</sup>



400,000 beneficiaries of T.EN social initiatives; target 750,000 in 2025<sup>3</sup>

<sup>&</sup>lt;sup>3</sup> 2021 references: 14,360 v olunteering hours, 112,436 beneficiaries of T.EN social initiatives.



<sup>&</sup>lt;sup>1</sup> 2021 references: 1.8 MtCO₂eq avoided for our clients, 68% of R&D budget on energy transition.

<sup>&</sup>lt;sup>2</sup> 2021 references: 12% of women in leadership positions, 27% women in permanent workforce.

## **Key takeaways**

The strength of our hybrid model through operational robustness, earnings growth, and a significant dividend increase

# Confirming

2023 guidance and medium-term financial framework that demonstrate growth trajectory and sustainable profitability

Early leadership in fast growing energy transition markets; preparing our future core



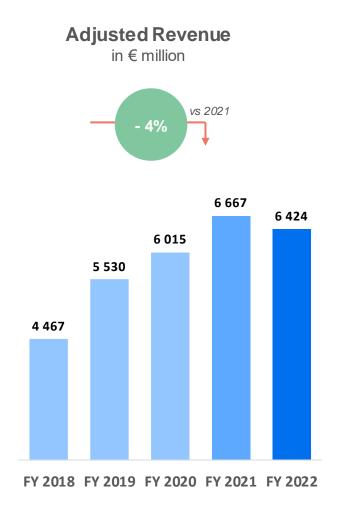
# Q&A

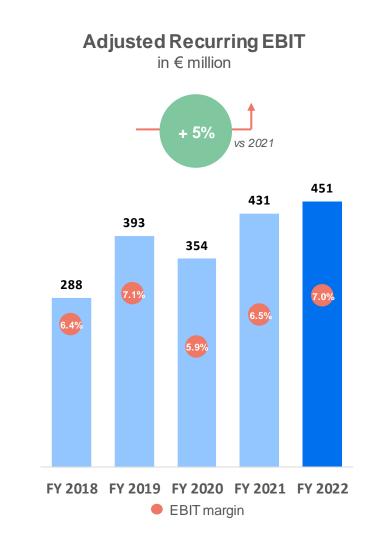


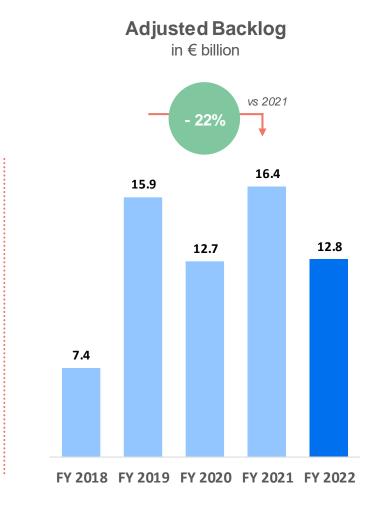
# Appendix



## Financial performance – a long-term perspective

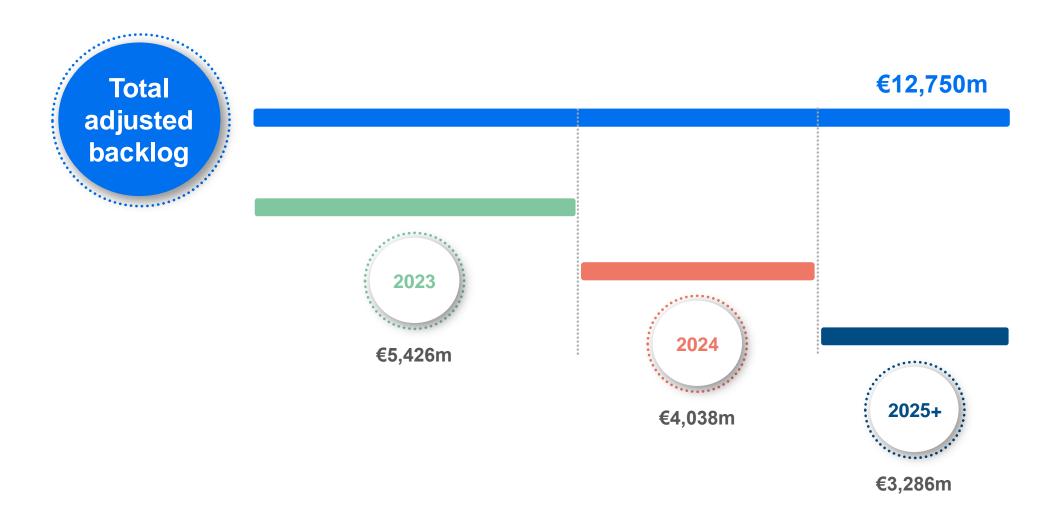








# **Backlog schedule**





	Proj Deliv		Techn Products 8	ology, & Services	Corpora alloc		Tot	tal
(In € millions)	FY 22	FY 21	FY 22	FY 21	FY 22	FY 21	FY 22	FY 21
Adjusted revenue	5,023.9	5,364.4	1,400.6	1,302.8	_	_	6,424.4	6,667.2
Adjusted recurring EBIT	396.0	342.0	130.0	119.3	(74.8)	(30.3)	451.1	431.0
Non-recurring items (transaction & one- off costs)	(2.0)	(2.3)	(0.7)	(1.2)	1.4	(28.4)	(1.4)	(32.0)
EBIT	393.9	339.7	129.2	118.0	(73.5)	(58.7)	449.7	399.0
Financial income							49.7	16.8
Financial expense							(34.2)	(35.6)
Profit (loss) before income tax							465.2	380.2
Income tax (expense)/profit							(131.5)	(112.8)
Net profit (loss)							333.7	267.4
Net profit (loss) attributable to non- controlling interests							(13.5)	(16.0)
Net profit (loss) attributable to Technip Energies Group							320.2	251.4



	Proj Deliv		Techn Products 8	ology, & Services	Corpora alloc		Tot	tal
(In € millions)	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021
Adjusted revenue	1,128.2	1,368.8	434.0	388.4	_	_	1,562.2	1,757.3
Adjusted recurring EBIT	116.8	87.3	41.1	40.5	(42.7)	(4.3)	115.1	123.5
Non-recurring items (transaction & one- off costs)	(0.4)	(0.4)	(0.1)	0.2	1.8	(0.7)	1.4	(0.9)
EBIT	116.5	86.8	41.0	40.7	(40.9)	(5.0)	116.5	122.6
Financial income							29.5	7.0
Financial expense							(6.8)	(7.2)
Profit (loss) before income tax							139.2	122.4
Income tax (expense)/profit							(34.0)	(25.0)
Net profit (loss)							105.2	97.4
Net profit (loss) attributable to non- controlling interests							(8.1)	(5.6)
Net profit (loss) attributable to Technip Energies Group							97.1	91.8



### Reconciliation between IFRS and Adjusted – FY 2022

(In € millions)	FY 22 IFRS	Adjustments	FY 22 Adjusted
Revenue	6,282.3	142.1	6,424.4
Costs and expenses			
Cost of sales	(5,398.0)	(195.0)	(5,593.0)
Selling, general and administrative expense	(327.4)	(0.1)	(327.5)
Research and development expense	(49.5)	_	(49.5)
Impairment, restructuring and other expense	(1.4)	_	(1.4)
Other operating income (expense), net	(2.1)	1.1	(1.0)
Operating profit (loss)	503.9	(51.9)	452.0
Share of profit (loss) of equity-accounted investees	78.1	(80.4)	(2.3)
Profit (loss) before financial expense, net and income tax	582.0	(132.3)	449.7
Financial income	48.0	1.7	49.7
Financial expense	(188.2)	154.0	(34.2)
Profit (loss) before income tax	441.8	23.4	465.2
Income tax (expense)/profit	(127.6)	(3.9)	(131.5)
Net profit (loss)	314.2	19.5	333.7
Net profit (loss) attributable to non-controlling interests	(13.5)	_	(13.5)
Net profit (loss) attributable to Technip Energies Group	300.7	19.5	320.2



### Reconciliation between IFRS and Adjusted - FY 2021

6,433.7 (5,521.4)	Adjustments 233.5	Adjusted 6,667.2
	233.5	6,667.2
(5,521.4)		
(5,521.4)		
	(383.8)	(5,905.2)
(300.7)	_	(300.7)
(38.6)	_	(38.6)
(32.0)	_	(32.0)
15.0	(4.5)	10.5
556.0	(154.8)	401.2
33.1	(35.3)	(2.2)
589.1	(190.1)	399.0
16.6	0.2	16.8
(218.4)	182.8	(35.6)
387.3	(7.1)	380.2
(126.7)	13.9	(112.8)
260.6	6.8	267.4
(16.0)	_	(16.0)
244.6	6.8	251.4
	(38.6) (32.0) 15.0 <b>556.0</b> 33.1 <b>589.1</b> 16.6 (218.4) <b>387.3</b> (126.7) <b>260.6</b> (16.0)	(38.6)       —         (32.0)       —         15.0       (4.5)         556.0       (154.8)         33.1       (35.3)         589.1       (190.1)         16.6       0.2         (218.4)       182.8         387.3       (7.1)         (126.7)       13.9         260.6       6.8         (16.0)       —



### Reconciliation between IFRS and Adjusted – Q4 2022

(In € millions)	Q4 22 IFRS	Adjustments	Q4 22 Adjusted
Revenue	1,496.2	66.0	1,562.2
Costs and expenses			
Cost of sales	(1,278.0)	(64.7)	(1,342.7)
Selling, general and administrative expense	(84.0)	_	(84.0)
Research and development expense	(15.1)	_	(15.1)
Impairment, restructuring and other expense	1.4	_	1.4
Other operating income (expense), net	(4.6)	_	(4.6)
Operating profit (loss)	115.9	1.3	117.2
Share of profit (loss) of equity-accounted investees	44.1	(44.8)	(0.7)
Profit (loss) before financial expense, net and income tax	160.0	(43.5)	116.5
Financial income	28.7	0.8	29.5
Financial expense	(57.0)	50.2	(6.8)
Profit (loss) before income tax	131.7	7.5	139.2
Income tax (expense)/profit	(27.0)	(7.0)	(34.0)
Net profit (loss)	104.7	0.5	105.2
Net profit (loss) attributable to non-controlling interests	(8.1)	_	(8.1)
Net profit (loss) attributable to Technip Energies Group	96.6	0.5	97.1



### Reconciliation between IFRS and Adjusted – Q4 2021

(In € millions)	Q4 21 IFRS	Adjustments	Q4 21 Adjusted
Revenue	1,683.7	73.6	1,757.3
Costs and expenses			
Cost of sales	(1,446.9)	(101.2)	(1,548.1)
Selling, general and administrative expense	(76.9)	_	(76.9)
Research and development expense	(13.2)	_	(13.2)
Impairment, restructuring and other income (expense)	(0.9)	_	(0.9)
Other income (expense), net	4.4	0.2	4.6
Operating profit (loss)	150.2	(27.4)	122.8
Share of profit (loss) of equity-accounted investees	13.3	(13.5)	(0.2)
Profit (loss) before financial expense, net and income tax	163.5	(40.9)	122.6
Financial income	6.9	0.1	7.0
Financial expense	(53.4)	46.2	(7.2)
Profit (loss) before income tax	117.0	5.4	122.4
Income tax (expense)/profit	(34.7)	9.7	(25.0)
Net profit (loss)	82.3	15.1	97.4
Net profit (loss) attributable to non-controlling interests	(5.6)	_	(5.6)
Net profit (loss) attributable to Technip Energies Group	76.7	15.1	91.8



# Adjusted statements of financial position

(In € millions)	FY 22	FY 21
Goodwill	2,096.4	2,074.4
Property, plant and equipment, net	103.2	115.2
Right-of-use assets	223.1	252.9
Equity accounted investees	29.9	27.8
Other non-current assets	351.7	322.1
Total non-current assets	2,804.3	2,792.4
Trade receivables, net	1,245.8	1,041.1
Contract assets	355.4	330.3
Other current assets	815.1	655.2
Cash and cash equivalents	3,791.2	3,810.1
Total current assets	6,207.5	5,836.7
Total assets	9,011.8	8,629.1
Total equity	1,736.3	1,491.2
Long-term debt, less current portion	595.3	594.1
Lease liability – non-current	195.8	237.7
Accrued pension and other post-retirement benefits, less current portion	101.7	127.7
Other non-current liabilities	124.5	102.0
Total non-current liabilities	1,017.3	1,061.5
Short-term debt	123.7	89.2
Lease liability – current	72.9	69.2
Accounts payable, trade	1,861.5	1,765.2
Contract liabilities	3,383.5	3,345.2
Other current liabilities	816.6	807.6
Total current liabilities	6,258.2	6,076.4
Total liabilities	7,275.5	7,137.9
Total equity and liabilities	9,011.8	8,629.1



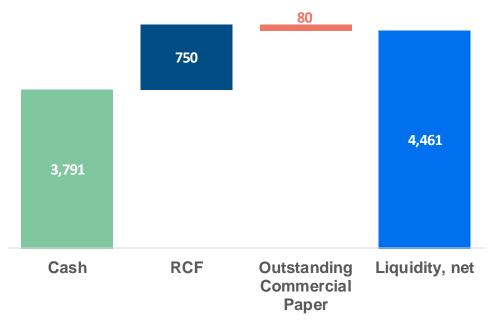
# Adjusted statements of cashflows

(In € millions)	FY 22	FY 21
Net profit (loss)	333.7	267.4
Other non-cash items	133.3	98.5
Change in working capital	(334.3)	626.8
Cash provided (required) by operating activities	132.7	992.7
Acquisition of property, plant, equipment and intangible assets	(46.8)	(50.2)
Proceeds from disposal of assets	_	0.2
Other	(12.8)	(1.9)
Cash provided (required) by investing activities	(59.6)	(51.9)
Net increase (repayment) in long-term, short-term debt and commercial paper	32.8	275.1
Purchase of treasury shares	(53.5)	(29.0)
Dividends paid to Shareholders	(79.0)	_
Net (distributions to)/contributions from TechnipFMC	_	(478.2)
Other (o/w lease liabilities repayment)	(90.7)	(70.7)
Cash provided (required) by financing activities	(190.4)	(302.8)
Effect of changes in foreign exchange rates on cash and cash equivalents	98.4	107.7
(Decrease) Increase in cash and cash equivalents	(18.9)	745.7
Cash and cash equivalents, beginning of period	3,810.1	3,064.4
Cash and cash equivalents, end of period	3,791.2	3,810.1



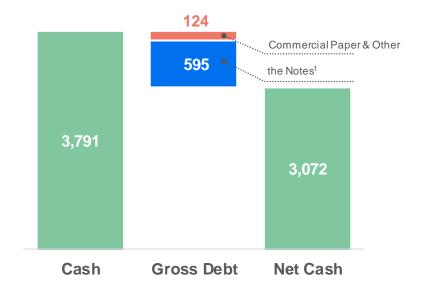
### Differentiated capital structure

Liquidity, December 31, 2022 in € million



Robust liquidity position comprising of €3.8 billion of gross cash plus €670 million available capacity under the RCF; net of €80 million outstanding commercial paper.

#### Net cash, December 31, 2022 in € million



- Strong net cash position of € 3.1 billion.
- Short-term debt accounts for 17% of total debt.



### **Stock information and ADR**

#### **Stock**



Listed on Euronext Paris / SBF 120 index



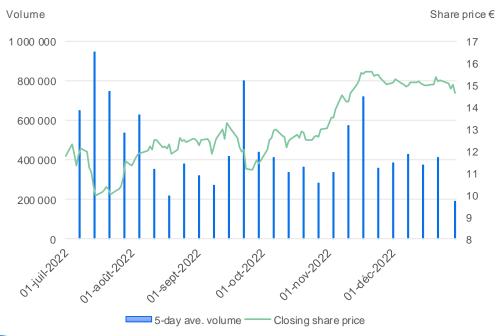
Ticker code: TE / ISIN code: NL0014559478



Free float: 142.6 million / Outstanding shares: 179.8 million



Market Cap at December 31, 2022: €2.6 billion



#### **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



Source: Thomson Reuters Eikon.

### Technip Energies upcoming investor events

Opportunities to interact with company management, specialists, and investor relations

March 2, 2023	FY 2022 Results
March 3, 2023	CEO & CFO Roadshow – London
March 14 – 16, 2023	CEO Roadshow – London, Frankfurt & Paris
March 13 – 16, 2023	CFO Roadshow – New York, Boston, Chicago & Toronto
March 28, 2023	BofA – Energy Utilities & Infrastructure Conference, London
March 29, 2023	Jefferies – Pan-European Mid-Cap Conference, London
May 4, 2023	Q1 2023 Results
June 1, 2023	Société Générale – The Nice Conference

#### **Investor Relations Team**

#### **Phillip Lindsay**

Vice President, Investor Relations

Tel: +44 20 7585 5051

phillip.lindsay@technipenergies.com

#### **Corentin Cargouët**

Manager, Investor Relations

Tel: +336 71 21 12 45

corentin.cargouet@technipenergies.com

#### **Melanie Brown**

Officer, Investor Relations

Tel: +20 7585 5357

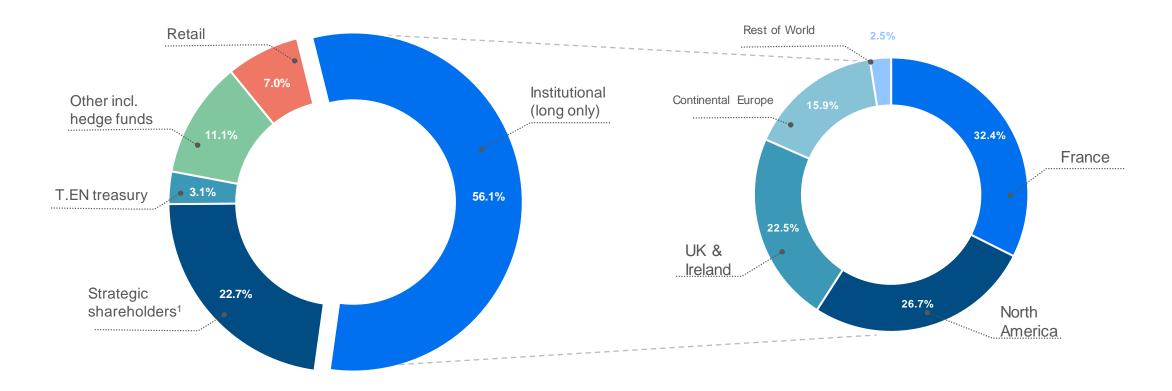
melanie.brown@technipenergies.com



### A diversified shareholder structure

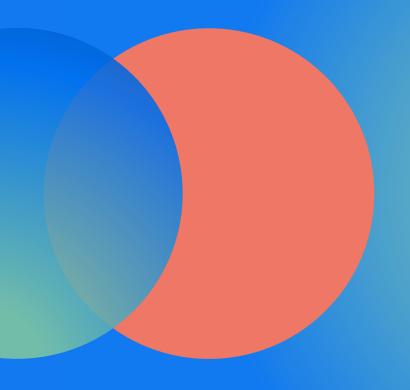


#### Institutional Investors Regional split









Investor Relations
Phillip Lindsay

Vice President, Investor Relations

Tel: +44 20 7585 5051

phillip.lindsay@technipenergies.com



Manager, Investor Relations

Tel: +33 6 71 21 12 45

corentin.cargouet@technipenergies.com

