TECHNIP ENERGIES FIRST QUARTER OF 2025 FINANCIAL RESULTS – TRANSCRIPT

Technip Energies N.V. Corporate Participants :

- **Arnaud Pieton** Technip Energies N.V. – Chief Executive Officer & Non-Independent Executive Director
- **Bruno Vibert** Technip Energies N.V. – Chief Financial Officer
- **Phillip Lindsay** Technip Energies N.V. – Vice President of Investor Relations

Paris, Wednesday, April 30th, 2025, 2:00pm CEST.

Operator's Introduction

Operator

Good afternoon. This is the conference operator. Welcome and thank you for joining the Technip Energy's First Quarter 2025 Financial Results Conference Call. As a reminder, all participants are in listen-only mode. After the presentation, there will be an opportunity to ask questions.

At this time, I would like to turn the conference over to Mr. Phillip Lindsay, VP and Head of Investor Relations of Technip Energies, please go ahead, sir.

Welcome and Disclaimer

Phillip Lindsay

Thank you, Sabrina.

Hello, and welcome to Technip Energies' financial results for first quarter, 2025

On the call today:

- *our CEO – Arnaud Pieton - will discuss our Q1 performance and business highlights;*
- *This will be followed by CFO, Bruno Vibert, who will share more details on our financials.*

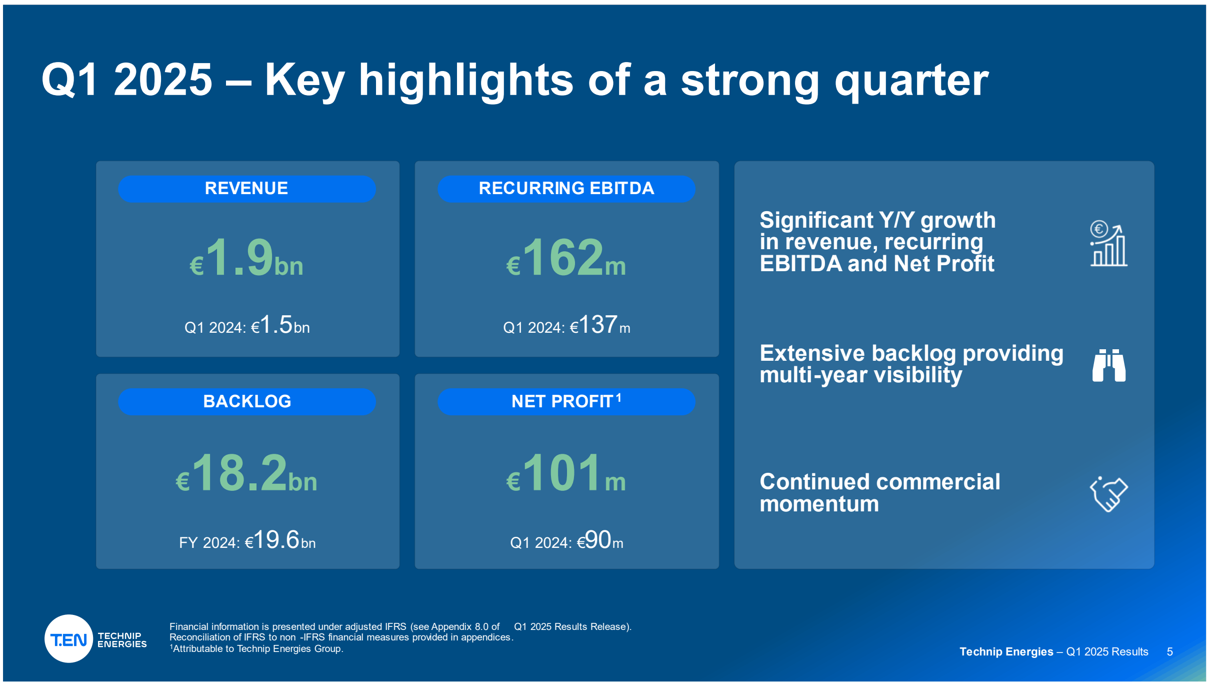
Then, Arnaud will then come back to conclude before opening for questions.

Before we start, I would urge you to take note of the forward-looking statements on slide 3.

I will now pass the call over to Arnaud.

Business Highlights

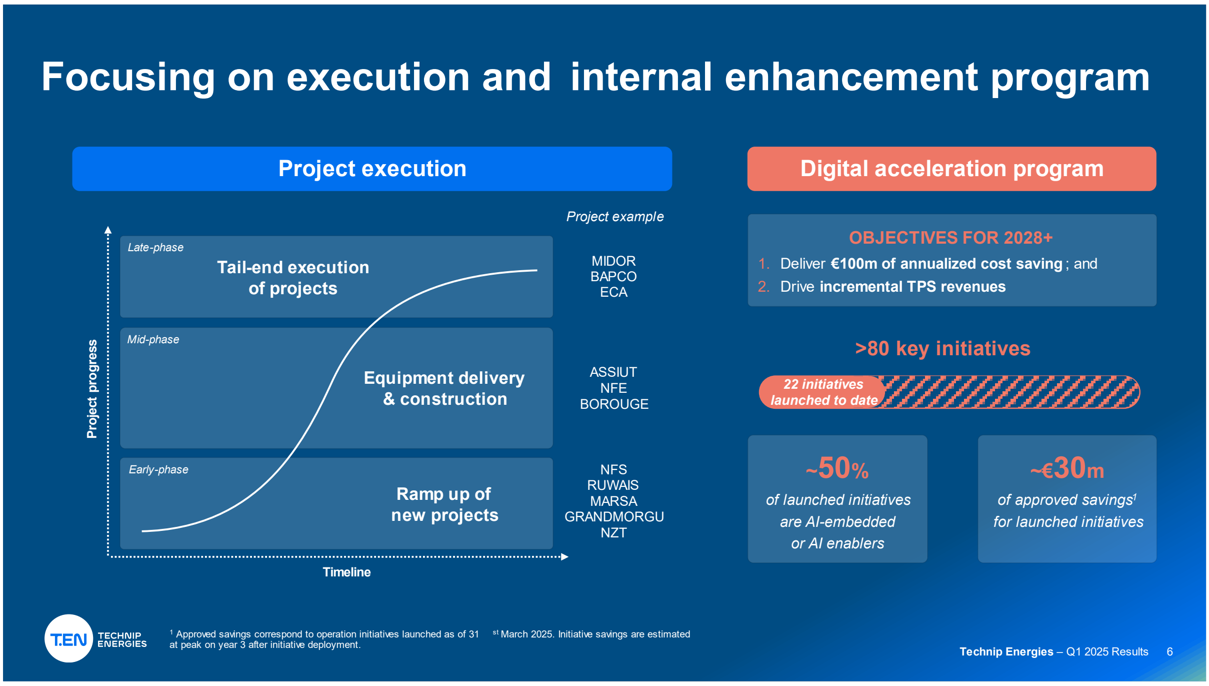
Arnaud Pieton



Thank you, Phil, and welcome to our first quarter earnings presentation. I will begin with the highlights of our strong performance.

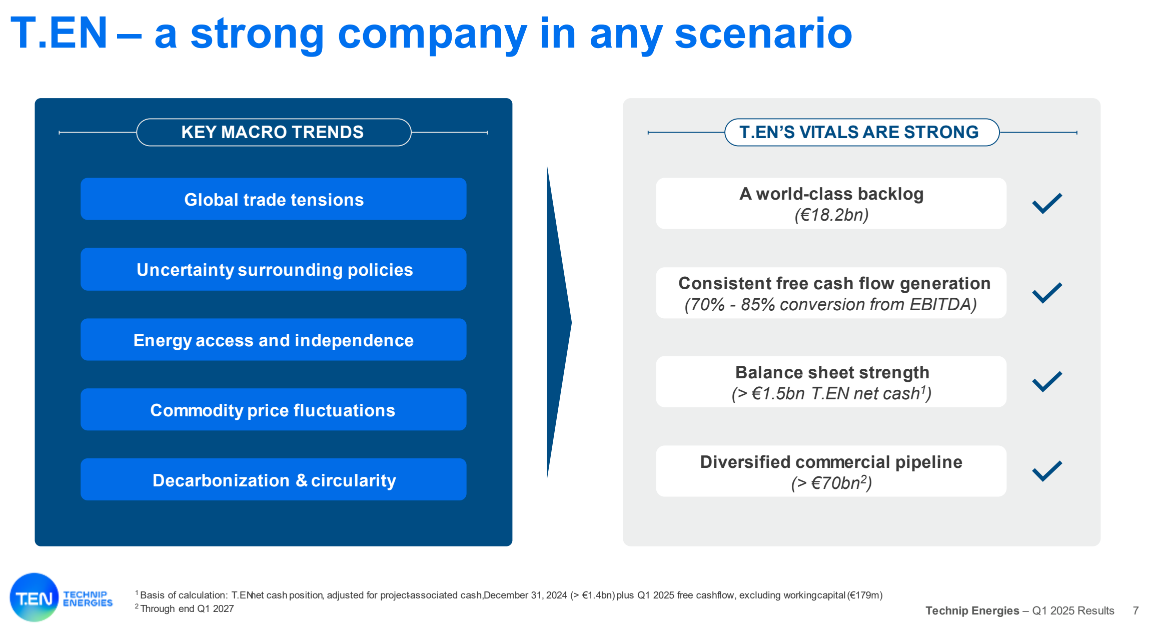
- *Technip Energies kicks off 2025 with significant year-over-year growth of +22% in revenues and +19% in EBITDA.*
  - *This outstanding performance is reflective of the quality of order intake over the last two years, and our teams' relentless focus on execution.*
- *We confirm 2025 Group guidance – which, I remind you was provided 5 months ago, in November 2024 - with solid revenue growth and segment EBITDA margins unchanged.*
  - *Project Delivery posted robust year-over-year growth: +34% in revenues and +28% in EBITDA. PD is long-cycle, and is our largest business segment. Since over the period full year visibility has improved further, we raise 2025 guidance for this segment.*
  - *Revenues for Technology, Products & Services – TPS – were slightly lower year-over-year (by 5%) while EBITDA improved by +8% as we reached the tail-end of some proprietary equipment deliveries*
    - *Given uncertainty surrounding policies and the macro-economic environment, we have widened the revenue range for our shorter cycle segment while confirming continued EBITDA margin expansion.*
- *Commercially, the momentum remains solid with TPS posting a book-to-bill above 1.0, demonstrating our ability to capitalise on demand for our services and solution offerings, and Project Delivery, in April, winning a major contract in the United States for the world's largest blue ammonia plant.*
- *This prestigious award, combined with our active commercial pipeline, position us well for enhanced Project Delivery order intake in the coming quarters.*

Backlog at period-end stood at €18.2bn, equivalent to 2.7x 2024 revenues, underpinning the strength and sustainability of our business.



Turning to our key priority for 2025 – execution.

- *As we embark on 2025 with our highest ever backlog position, I wanted to reiterate our foremost priority: sound and high-quality execution.*
- *This includes projects moving towards completion over the next several quarters – including Midor, Bapco and Energia Costa Azul for Sempra.*
- *In addition, following cumulative order intake of more than €20 billion for 2023 and 2024, we are diligently ramping up a new wave of major projects. These projects are well diversified by size, market, technology and geography.*
    - *Notable projects include Ruwais LNG in the UAE, the topsides for GrandMorgu FPSO in Suriname, and Net Zero Teesside in the UK.*
    - *These projects will materially contribute to the delivery of our 2028 financial framework.*
- *Simultaneously, we are progressing on performance-enhancing strategic initiatives, such as the implementation of our digital acceleration plan, poised to generate €100 million in annualized cost savings beyond 2028.*
    - *We have launched more than 80 initiatives aimed at improving efficiency. These initiatives leverage our extensive projects database, fostering greater certainty and predictability in execution.*
        - *This includes faster FEED study delivery, enhanced safety, and reinforced sharing of expertise across our organization.*
- *In short, the Group remains focused on delivering a record high quality and good mix backlog while improving internal processes for greater operational efficiency.*



Now, I want to touch upon the current macro environment and showcase how T.EN will remain strong in any scenario.

- *Recent months have seen increased uncertainty surrounding trade policies and the macro-economic environment. The situation remains fluid, and we are actively monitoring developments, while working closely with our customers to provide visibility.*

- *In the last 18 months, we have expanded our approved vendor list, allowing us to offer clients greater flexibility in sourcing and execution schemes. This enables their projects to move forward – with the assurance of T.EN's unique delivery capabilities and financial strength.*

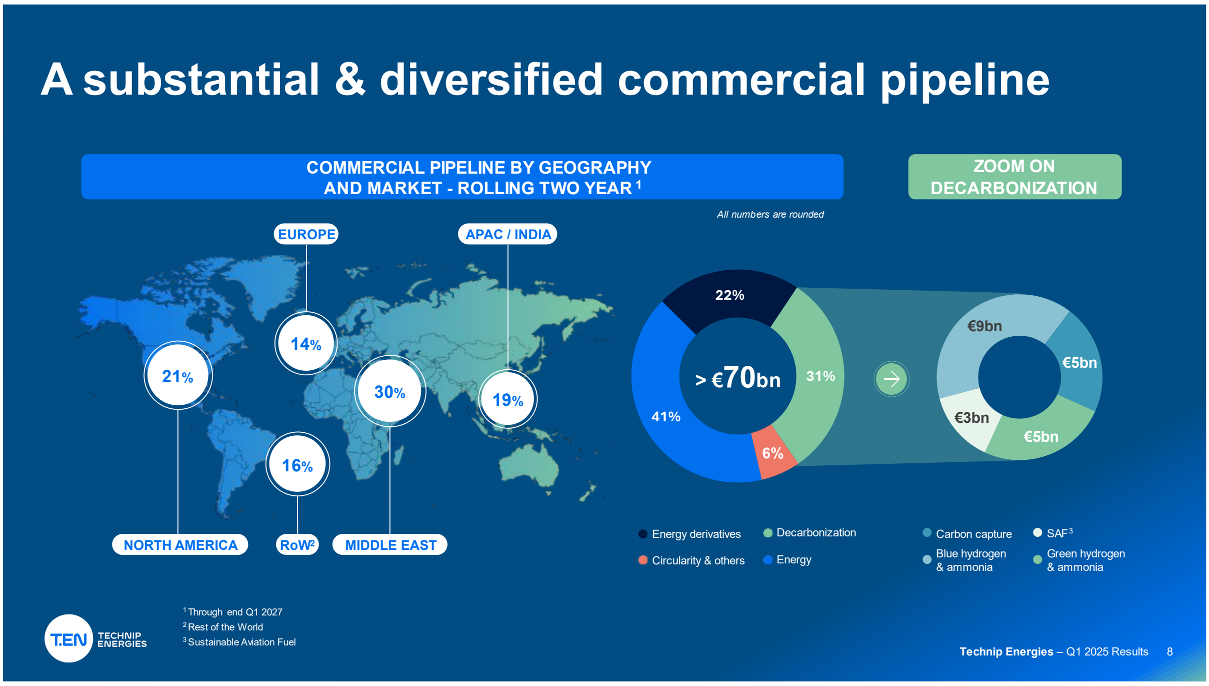
- *The global push towards a pragmatic, yet ambitious decarbonization is seeing industries pursue affordable, sustainable developments.*

  - *Despite policy uncertainties surrounding clean technology, our customer engagements remain positive, and projects are materializing, as illustrated by the Blue Point Number One project, which was awarded to T.EN in April. I will address this shortly.*

- *Regardless of the external environment, T.EN's vitals are strong:*

  - *We possess a world-class backlog that ensures extensive revenue coverage,*
  - *we have a solid commercial pipeline providing upside to existing performance;*
  - *We consistently generate strong positive free cash flows; and*
  - *We maintain a robust balance sheet, enabling us to return cash to shareholders and seize value-enhancing investment opportunities.*

- *In summary, T.EN is a healthy and financially robust company with a clear pathway to continued sound performance and solid value creation. We stand resilient and ready to capitalize on any scenario that unfolds.*



So, let's take a deeper look into our commercial pipeline, which shows opportunities exceeding €70 billion over the next two years.

- *Our commercial pipeline remains robust, mirroring the prospects presented at our November 2024 CMD. These opportunities are well diversified by geography and market, reflecting our selective engagement policy striving for quality (not volume).*
  - *It is important to note that here we are presenting our addressed market, which encompasses only the opportunities that we have chosen to pursue.*
- *The pace of our customer engagements is unwavering, and we continue to benefit from high interest across the board from traditional as well as new customers on all our markets and offering, enabling us to further promote innovative designs and solutions to make projects viable.*
- *Our pipeline is balanced with no single geography accounting for more than 30% of the total, and prospects are well distributed across markets:*
  - *Energy remains the largest element in our pipeline at over 40%, including significant LNG prospects.*
  - *Decarbonization accounts for more than 30% of the total, equivalent to more than €22bn of opportunities.*
    - *This includes major prospects across blue molecules, sustainable fuels and carbon capture.*
- *In summary, we have a solid commercial pipeline with high quality prospects in both traditional and new markets. This provides significant value beyond our backlog, with orders starting to materialize from Q2 onwards.*

T.EN awarded world’s largest low-carbon ammonia project

Blue Point Number One Project, US

Major[2] EPF contract to deliver the world’s **largest low-carbon ammonia plant**

Leveraging **modularization** know-how, **technology integration** and **project delivery** excellence

Low-carbon ammonia produced to be used for **both traditional and new applications**

~1.4 Mtpa Production capacity	**>95**% CO_2 recovery
2.3 Mtpa CO_2 sequestrated	

[1] EPF: Engineering, Procurement & Fabrication
[2] A “major” award for Technip Energies is a contract award representing above €1 billion of revenue .

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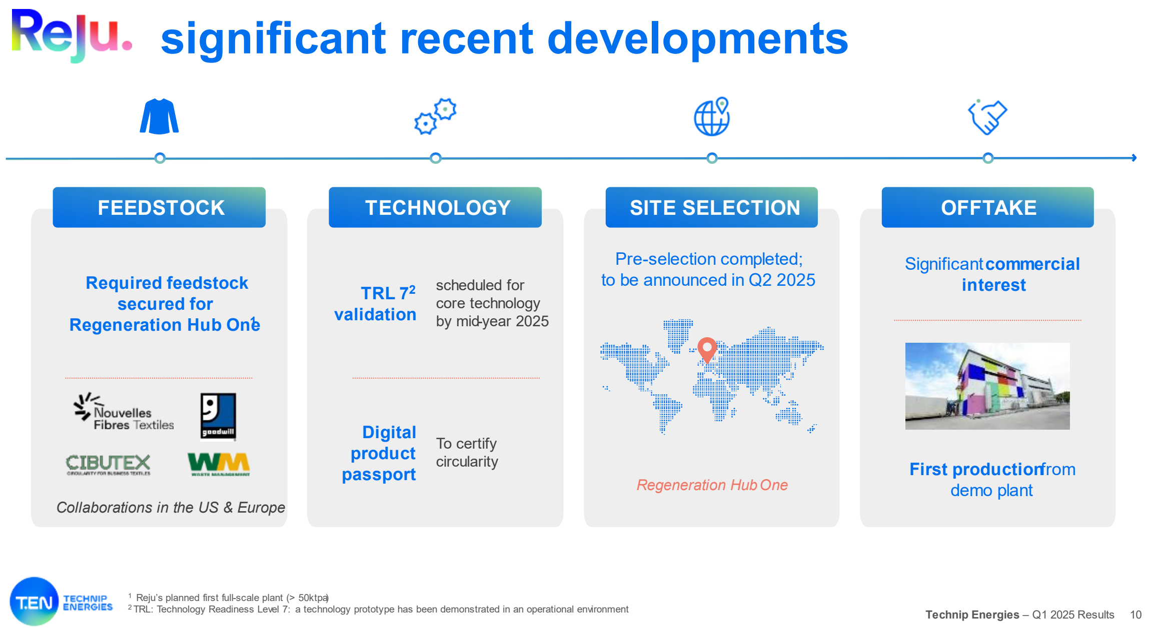
As an illustration, in April, we secured a groundbreaking contract in the US for Blue Point Number One ATR.

- *This major award – to be booked in Q2 and valued at over €1bn net to T.EN - aims to establish the world's largest low-carbon ammonia plant with a capacity of approximately 1.4 million tons per year.*

- *Technip Energies will undertake the engineering, procurement, equipment and module fabrication for this state-of-the-art production facility, leveraging our unrivalled expertise in modularization and delivering large-scale facilities that integrate cutting-edge technologies.*

- *The design of the project will enable more than 95% CO_2 recovery, with the low-carbon ammonia earmarked for both traditional applications, such as fertilizers, and innovative uses including co-combustion for power generation.*

- *In summary, a pivotal award for T.EN, demonstrating our leading credentials in blue molecules and reinforcing why Technip Energies is part of the solution in the global effort towards affordable decarbonization at scale.*



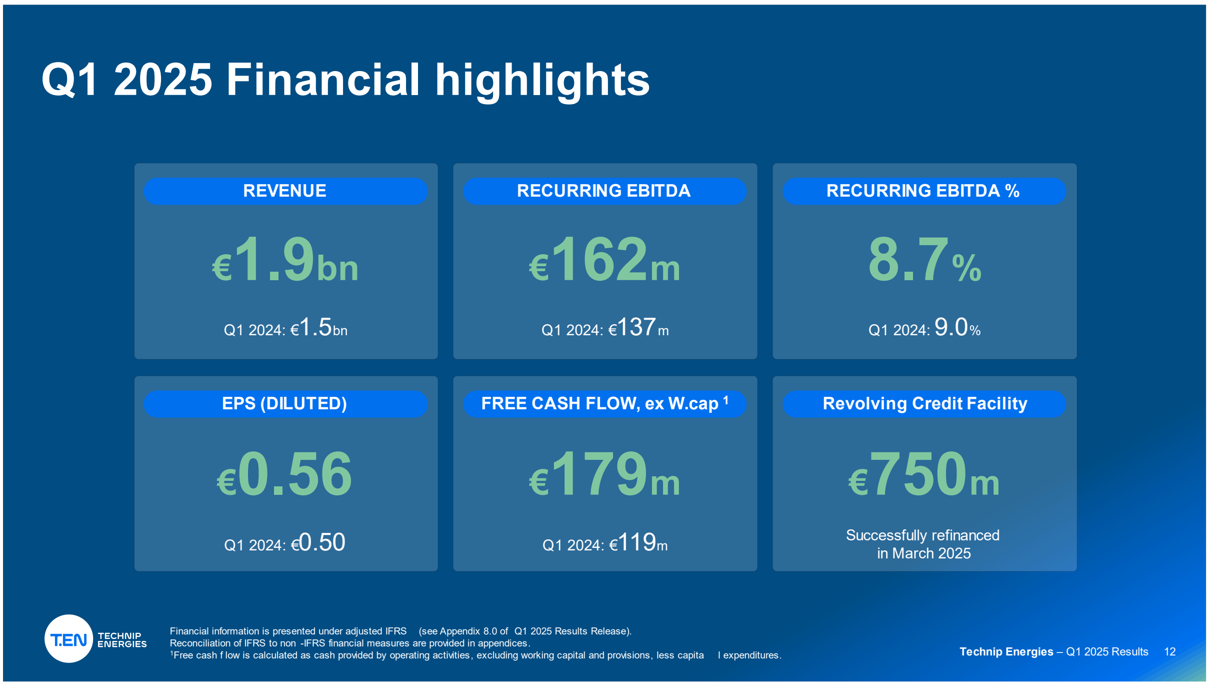
Before passing back to Bruno, let me provide an update on Reju – our material regeneration company – and it's progress in building a circular textiles ecosystem to solve for post-consumer textiles waste.

- *Since we last updated the market in November, Reju has been advancing on multiple fronts including the technology, finalizing site selection for our first commercial-scale plant, and working towards securing vital feedstock and offtake agreements.*
- *The commissioning and certification of our demo plant in Frankfurt was successfully completed in the first quarter and we are now producing.*
    - *We anticipate the core technology to reach Technology Readiness Level 7 by mid-year.*
- *In addition, in collaboration with IBM, we are establishing the digital product passport to certify the circularity – something that top brands are demanding, and Reju will be providing.*
- *We have pre-selected the location for Regeneration Hub One – the first industrial scale plant in Europe and will soon reveal its location.*
- *And, Reju has made significant strides in securing the essential feedstock for this first full-scale plant, with several collaborations announced in Europe.*
- *Lastly, Reju has had substantial commercial interest following the initial production from our demo plant, marking a significant milestone in its evolution.*

I will now pass the call over to Bruno.

Financial Highlights

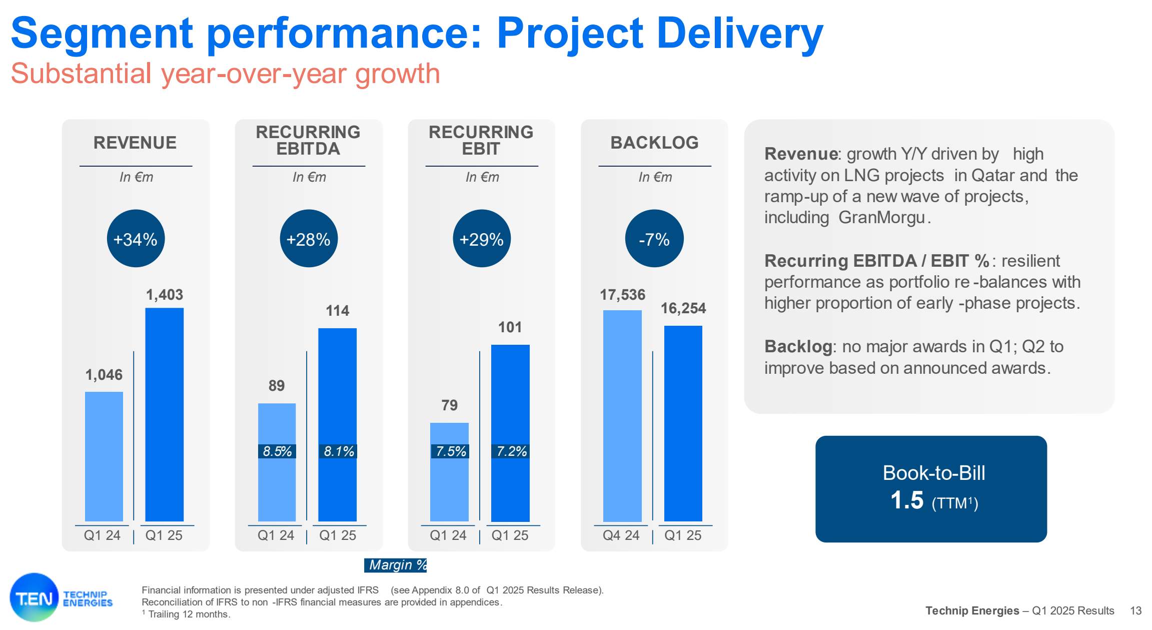
Bruno Vibert



Thanks Arnaud, good afternoon everyone.

Let me take you through the standout points of our financial performance for the first quarter, on an adjusted IFRS basis:

- *Revenues were strong at €1.9 billion, up 22% year-over-year.*
- *EBITDA increased by 19% to €162 million.*
    - *EBITDA margins were 30 basis points lower year-over-year at 8.7% reflecting portfolio rebalancing in Project Delivery, and higher corporate costs due to specific factors in the 1st quarter, which I will elaborate on shortly.*
- *Diluted EPS rose to €0.56 cents a share, an increase of 12% year-over-year, benefiting from higher EBITDA and net financial income, partially offset by accelerated investments in the development of Reju.*
- *Free cash conversion from EBITDA, excluding working capital, was above trend at over 100%, leading to free cash flow generation of €179 million.*
- *Finally, in March we successfully refinanced our €750 million revolving credit facility, extending its maturity to 2030 with two additional one-year extension options.*
    - *This in line with T.EN's strategy of securing solid liquidity sources in the long term, with more favorable rates reflecting the Banks' confidence in our credit quality.*
- *In summary – we executed a solid first quarter.*

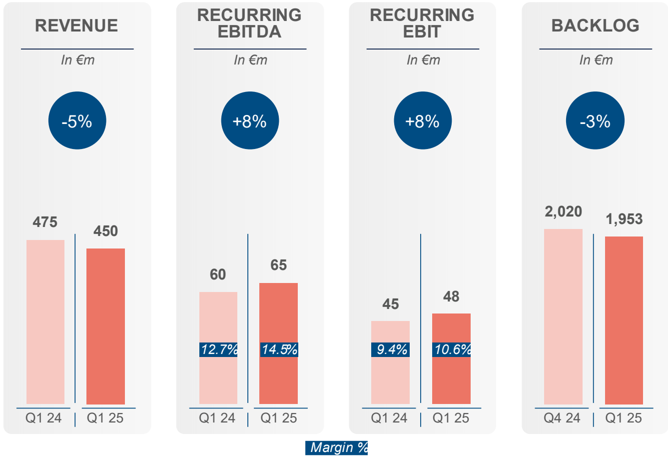


Turning to our segment reporting, starting with Project Delivery, where growth was particularly strong.

- *Revenue soared by 34% year-over-year – reaching €1.4 billion driven by high activity on LNG projects in Qatar and the ramp-up of recently awarded projects, including GrandMorgu, Ruwais and Net Zero Teesside.*
- *Q1 Adjusted recurring EBITDA increased by 28% year-over-year to €114 million.*
    - *EBITDA Margin, at 8.1%, is absolutely consistent with the trajectory presented during our CMD in November, and reflects a re-balancing in our project portfolio, with a higher proportion of early-phase projects for which we recognize limited margin contribution.*
- *As you would expect, the trend for recurring EBIT mirrors that of EBITDA.*
- *Finally, our backlog stands at a very sound €16.3 billion, equivalent to 3.3 times 2024 segment revenues, and providing strong visibility. The backlog in the quarter was adversely impacted by €231 million relating to FX.*
    - *As Arnaud discussed earlier, the strength of our commercial pipeline gives us real confidence that we can reinforce this backlog with high quality prospects that will further support our medium-term performance.*

Segment performance: Technology, Products & Services

Significant margin improvement



Revenue: reduced proprietary equipment contribution offset by strong v olumes of services / studies, incl. decarbonization.

Recurring EBITDA / EBIT %: significant Y/Y margin improvement benefiting from technology licensing and proprietary equipment deliveries in ethylene.

Backlog: solid order momentum for services and studies.

Book-to-Bill
1.0 (TTM[1])

Financial information is presented under adjusted IFRS (see Appendix 8.0 of Q1 2025 Results Release).
Reconciliation of IFRS to non -IFRS financial measures are provided in appendices.
[1] Trailing 12 months.

Turning to Technology, Products & Services,

- *TPS revenues were 5% lower year-over-year due to reduced contributions from proprietary equipment, which was partially offset by strong volumes of services and studies.*
  - *The unsettled macro-environment has also impacted short-term FID momentum for book and turn work – this theme is reflected in our revised guidance, which I will discuss shortly.*
- *Recurring EBITDA margins were, however, extremely robust at 14.5%, a year-over-year improvement of 180 basis points, and driving EBITDA up by 8% to €65 million.*
  - *Segment margins benefited from good execution on tail-end deliveries of proprietary equipment for ethylene contracts, and a general improvement in consultancy and services profitability.*
  - *While it may not be possible to sustain margins at these levels for the remainder of the year, the first quarter performance firmly underpins our full year outlook.*
- *Turning to orders, TPS exceeded €470 million for the quarter.*
  - *Secured work consisted largely of services work across a broad range of decarbonization studies, services, and PMC call-offs.*
  - *While there were no large product awards in the quarter, we did benefit from process technology and catalyst supply awards in sustainable fuels and chemistry.*
- *This leaves the period-end backlog for TPS at close to €2 billion, consistent with shorter-cycle activity.*

Other key metrics and balance sheet

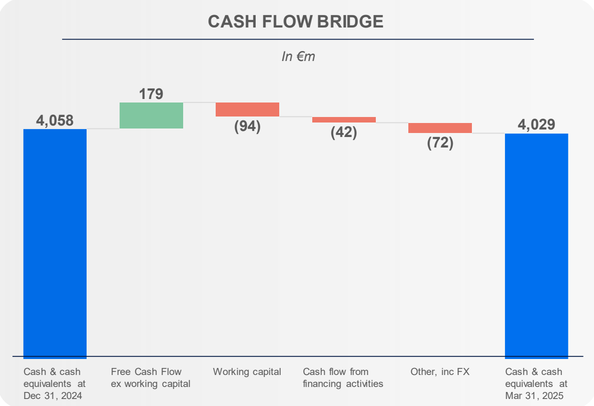
Income Statement	Corporate costs	€ 17.4 million	Higher Y/Y, due to impact of supplemental French social charges on LTI[1] plans.
	Net financial income	€ 26 million	Significantly higher Y/Y (+29%).
	Effective tax rate	28.8 %	In line with guidance.
Balance Sheet	Net contract liability	€ 3.1 billion	Reflects Y/Y growth in backlog.
	Gross cash	€ 4.0 billion	Strong position, significantly above net contract liability.
	Gross debt	€ 0.7 billion	Stable with over 87% long -term debt.

Financial information is presented under adjusted IFRS (see Appendix 8.0 of Q1 2025 Results Release).
Reconciliation of IFRS to non -IFRS financial measures are provided in appendices.
[1] Long-term incentive

Turning now to other key performance items within our financials, starting with the income statement.

- *Corporate costs of €17 million in Q1 were higher than the prior run-rate due to supplemental French social charges on long-term incentive plans.*
  - *The impact is specific to Q1, and we anticipate that corporate costs will normalize for the rest of the year, keeping our full year guidance unchanged.*
- *Global interest rates remain elevated, though they have softened somewhat in recent quarters. Consequently, we continue to benefit from solid levels of interest income.*
  - *In Q1, net financial income was €26 million, up materially year-over-year.*
  - *The expected trend for the remainder of 2025 should provide a meaningful tailwind to our earnings.*
- *Lastly on the P&L, at 28.8%, the effective tax rate is consistent with the 2025 guidance range.*
- *Moving to our balance sheet, which remains robust and a real differentiator for T.EN.*
- *Gross cash of €4.0 billion is significantly in excess of the net contract liability of €3.1 billion.*
  - *Existing projects in backlog plus expected awards during 2025 and 2026 will further reinforce this differentiated capital structure.*
- *Finally, gross debt remains stable with over 87% long term debt with maturity in 2028 – a comfortable position.*

Consistent strength in free cash flow generation



- **Operating cash flow:** €104m; Free cash flow[1]: €85m, after €94m outflow from working capital and provisions.
  - ✓ **Free cash flow**, excluding working capital impact: € 179m.
  - ✓ **Free cash conversion** from Adj. Rec. EBITDA / EBIT: 111% / 136%.
  - ✓ **Capex**: €19m.
- **Cash flow from financing activities:**
  - ✓ €20m lease liability payments .
- **Other items of note:**
  - ✓ €72m adverse FX impact.

Financial information is presented under adjusted IFRS (see Appendix 8.0 of Q1 2025 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices.
[1] Free cash flow is calculated as cash provided (required) by operating activities less capital expenditures.

Turning now to our cash flow performance.

- *Free cash flow, excluding working capital, was very strong at €179 million, with conversion from EBITDA exceeding 100% in Q1.*
  - *This performance reflects the strength of operational execution, the positive impact of interest income, and FX revaluation for hedging instruments in the quarter.*
  - *We'd expect FCF conversion to remain within the 70 – 85% guided range for the full year, likely edging towards the upper-end due to current interest rates.*
- *After positive inflows in Q4, working capital experienced a modest outflow this period, primarily due to the lack of large awards in the first quarter.*
  - *As a reminder, working capital is lumpy due to the characteristics of our long-cycle Project Delivery segment.*
- *Despite a €72 million hit from FX, we closed the period with more than €4.0 billion of cash and cash equivalents.*

2025 Group outlook confirmed with updated segment guidance

	PROJECT DELIVERY		TECHNOLOGY, PRODUCTS & SERVICES	
	REVENUE	EBITDA MARGIN[1]	REVENUE	EBITDA MARGIN[1]
UPDATED GUIDANCE	€5.2 - 5.6bn	~8%	€1.8 - 2.2bn	~13.5%
PRIOR GUIDANCE (Nov-2024)	€5.0 - 5.4bn	~8%	€2.0 - 2.2bn	~13.5%

	EFFECTIVE TAX RATE[2]	CORPORATE COSTS	R&D SPEND	ADJACENT BUSINESS MODEL INVESTMENT[3]
OTHER ITEMS (Unchanged)	26% - 30%	€50 - 60m	~€70m	<€50m

Financial information is presented under adjusted IFRS
[1] Depreciation and Amortization component of EBITDA estimated at ~100 basis points of Project Delivery margin, and ~350 basis points of TPS margin
[2] Subject to fiscal regime changes in key jurisdictions
[3] As part of its capital allocation framework for long-term value creation, the Company may invest in adjacent business models including Build Own Operate (BOO) and co-development. Since Q3 2024, these investment costs are recorded as non-recurring items.

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Before turning the call back to Arnaud, I will explain our updated 2025 guidance, which was initially shared during our capital markets day last November.

- *Visibility for Project Delivery has improved year-to-date and, as a result, we raise the segment's revenue guidance from €5.0 – 5.4 billion to €5.2 – 5.6 billion.*
    - *Project Delivery EBITDA margin guidance is unchanged at 8%.*
- *In light of policy uncertainties and the macro-economic environment, we widen the revenue range for Technology, Products & Services from €2.0 – 2.2 billion to €1.8 – 2.2 billion.*
    - *While this reflects potential topline headwinds in shorter-cycle work, our margin outlook is confirmed and reinforced by our Q1 performance.*
- *When these changes are modelled at the group level, their net impact on both revenue and EBITDA is negligible.*

I'll now turn the call back to Arnaud.

Conclusion

Arnaud Pieton

Thanks Bruno, to conclude;

- *We delivered a strong first quarter performance, reaffirming our group guidance with solid revenue and EBITDA growth;*
- *We anticipate improved award momentum in Project Delivery starting from the second quarter, with substantial opportunities materializing by year-end; and*
- *Our financial health remains exceptionally strong, bolstered by our world-class backlog, balance sheet strength and consistency in free cash generation.*

With that, let's open for questions

Question and Answers

Sebastian Erskine – Redburn Atlantic - Analyst

Good afternoon, Arnaud, Bruno, Phil. Thanks for taking my questions.

- *Just on the quarter and the divergent fortunes, a bit between project delivery and technology products and. Services. You call that kind of macroeconomic weakness in the press release, and gone into a bit of detail there. Can you highlight specifically any markets where you're seeing that weakness? Is it in PET chems, for example, which I guess remains challenged, particularly ethylene. We were expecting a bit of a step up there, but perhaps that's been deferred. And then I guess linked to that TPS is shorter cycle. But what's the read across ultimately to the larger-scale EPC work? Are there any ultimate negative implications for project delivery going forward?*

- *Secondly, just on US LNG, we've seen Woodside take FID on Louisiana LNG, but there have been increasing concerns in the market relating to EPC cost inflation, tariffs and offtake take-up. Are you still confident on that side of the chain? And I guess any comments on that market would be very helpful. Thanks very much.*

Arnaud Pieton

Thank you, Seb. And I think we'll address the whole call with two questions.

So let's start with the macro environment and its impact on TPS, allow me to start with a statement here.

First of all, our ability to confirm guidance, which I remind you was provided back in November last year, in spite of what we've been going through in the past three - four months, is exceptional and reflective of the good performance of the company at Technip Energies. It confirms as well that our strategy, the two segments, project delivery, long cycle, TPS, short cycle. All that is very relevant in the current environment with the TPS with a PD that is accelerating and a TPS that is somewhat not really struggling because I wouldn't call that a struggle, but not accelerating as it could have.

TPS is made of T&P, technology and products, and services. On the services side, I want to reassure everyone maybe on the call we have seen no slowdown in a number of new studies that we have been signing and that have been progressing at Technip Energies. And as you know, TPS is very often the precursor to Project Delivery, the fact that the studies on the studies part things are not slowing down, I think it's very, very reassuring for what could be the future of Project Delivery going forward.

We are very confident for PD because we have a very large number of studies and we continue to sign new studies as part of TPS. Now, very concretely, where have we been? Where have we not seen the acceleration in TPS? It's mostly in TNP, technology and products. In ethylene, the next wave is a little bit somewhat, but also in carbon capture, for example. To take two concrete examples, Heidelberg in Canada, which is a large cement plant that is considering deploying carbon capture, that one was postponed because of elections in Canada and not knowing whether it would be the more liberal or more conservative government that would win in the election. In the context of what we've experienced and what we are observing in the US And North America in general or in the world, a political party versus another can change a dynamic on some of the awards, maybe for a different reason. But Calpine, going through the takeover of the merger with Constellation, they are taking the time to go through progressing with the merger before taking FID on their carbon capture project. And now what is very encouraging is that you, like me, probably have read in the press that ExxonMobil signed a large contract with Calpine for CO2 transportation and storage. That agreement is related to the power generation plant from Calpine. The dust is settling a little bit, and I'm sure those projects will be materializing. But they were supposed to materialize and we were hoping that they would materialize sooner into 2025 when we talk about carbon capture, just like it was the case for Net Zero Teesside.

My answer is a bit long, but there is a very large TP content in those contracts. Technology and products, this project would contribute largely to T&P. That's where we've seen a little bit of lag. But if anything, it is absolutely confirming our strategy and the strategy that we've set for the company, the two segments, and the fact that where we need to invest and continue to invest is to enrich the T&P part of TPS so that we become less exposed to a form of seasonality, all those macro effects that we have been observing. But we continue to be extremely positive for the segment. It's probably just a matter of timing and Calpine will materialize during the year.

In terms of US LNG, our visibility has improved when compared to three or six months ago. The pipeline is as *qualitative and rich as ever. We benefit now from improved visibility both for Commonwealth and probably just like me, you've seen, that Mubadala Energy has taken a stake into Commonwealth, that new offtakers are being announced. The robustness of Commonwealth LNG is just being confirmed and increasing by the day. Lake Charles LNG, we are in the process. I mean we are in the mix of the price verification campaign. It's progressing. We've received formal notice from the client to proceed with it. As a reminder, it's a three to four month long paid campaign to revalidate the budget and the price of the Lake Charles LNG development. This is accelerating. We are in the mix of it. All the building blocks are here for Technip Energies to thrive on US LNG. As a reminder, all those projects are fully modularized and Technip Energy will not be exposed to tariffs. The risk on tariffs is something that will be on the customer side – taken by the clients and not by Technip Energies.*

Bertrand Hodée – Kepler Cheuvreux - Analyst

Hello everyone. Thank you for taking my questions. Two, if I may.

- *Can you give us an update on another large US Opportunities that is Exxon Beta Blue Hydrogen project? Where do you stand in terms of discussion with the client?*
- *And then I appreciated your comment on US Commonwealth LNG. Indeed, they are making good progress in offtake with also Mubadala. But are there concern around potential tariffs that could impact the cost? And are you also engaged like for Lake Charles in a price verification process? Thank you.*

Arnaud Pieton

Thank you, Bertrand. I will start with question number two.

On Commonwealth LNG, yes we are. We have engaged into a price verification because it's been a while since we've provided the price to Commonwealth. For price verification, work is ongoing at the moment. The risk of tariffs, that's more a question for our clients again, or the risk related to tariffs. I must say that from the beginning Commonwealth had considered the risk emanating from tariffs in their financial model. That has been the case really from inception and we've worked with them because of our execution plan was based on modularization and using yards in China. They have baked into their budget a significant sum related to tariffs. Now the question is: is this budget sufficient in the new environment? Well, I'm pretty sure that our customer is engaging with the US administration to find what is the way to actually allow for the project to fly. I know for a fact that they are very active and, based on the most recent conversations, we have good indications that there is a possible way forward. And so, we are mobilizing in the US, ramping up our resources because of signing CFI, because of the Commonwealth opportunity, because of Lake Charles LNG, which is going through this price verification and of course, last but not least, because of Baytown Blue H2 for ExxonMobil, where we remain shortlisted. I remind you, in terms of competitive processes: on Commonwealth, basically it's to us, Lake Charles, it was signed in October last year. So again, this is no longer a competitive process but Baytown remains a competitive process. The good news is we are part of the shortlist and we continue to work with ExxonMobil on finding the right, commercial scheme to allow for the project to fly. But in the same way that we could find a solution with CFI, I'm pretty confident that we will find a solution with ExxonMobil.

Guilherme Levy – Morgan Stanley - Analyst

Hi, thank you for taking my questions. I have two, please.

- *Maybe I missed that in the beginning, but could you just walk us through what has allowed you to increase the guidance for PG? Is it just acceleration of work that you thought you couldn't do back in November?*
- *The second one on the Argentina LNG projects, I think that these ones are picking up a little bit in terms of speed. Now. Can you just provide us an update there? Which FEEDs are you working on? There seems to be various different LNG units in the planning stage, so any sort of timeframe, any sort of crawler that you can provide. And also, is it fair to think that if that FEED evolves into an EPC contract, is the idea to move ahead with modularized production project like you are doing in the US. Thank you.*

Arnaud Pieton

Thank you, Guilherme.

I'll start with Argentina LNG. For this project, we've teamed up with our good friends at JGC. As we have good track record of successful ventures together. Coral South, for example. We've associated ourselves with JGC, we are in the race for Argentina LNG, which can take one or many forms, but we intend to be part of the race.

We are working with a customer on the various options on what this LNG development can take. It's becoming significant in size, hence why YPF is engaging with players like Technip Energies and JGC. Because it's becoming really significant. And all I can say is that there's strong momentum and a very strong will by YPF and Argentina to move ahead with this strategy. I expect those prospects to be very real and not just FEED for FEED sake. That's what I can say about Argentina LNG for now. And to answer your question, yes, we will absolutely deliver on the execution plan that will be based on modularization for several reasons. The total capacity of the resources locally in Argentina, but also time to market. That's why we are proposing a modularized solution to YPF.

In terms of Project Delivery, I will hand over to Bruno. But as a reminder, we provided the guidance - I'm going to repeat it - back in November last year. It was very early. We confirmed it two months ago. Now we see more clearly the pace of the execution. I don't know, Bruno, if you want to add anything, but it's really the increased visibility and the good progress that our teams are making on the site that allow us to revise the guidance.

Bruno Vibert

Yes, absolutely, Arnaud. And good afternoon Guilherme.

It was set in November. Since then, a few awards, which were not confirmed before that, NZT, Bluepoint, all these projects are of course not contributing a lot in terms of top line as they ramp up, but they start to contribute. We started the year already with good coverage. Execution is really on track and as Arnaud mentioned, it's a key priority for us. And this year would almost have been a year possible without any new backlog and just delivering the backlog. We would have already keeping quite a few people busy. So really focusing on execution means ramping up and yes, the visibility, especially with new worlds that sometimes were more project delivery kind of scope versus a mix of TPS and project means. More acceleration in projects, meaning an acceleration in the guidance that we've updated now and today. We already are well covered in terms of guidance. The run rate of Q1 puts us well on track.

But also more importantly, I think 2026 is also starting to be really well firmed up. Plus the new opportunities in the pipeline that could contribute. So the positive trajectory of project to this EUR5 billion to this EUR6 billion plus for 2028 is really on track and all the building blocks are shaping up very nicely on that.

Victoria McCulloch – RBC - Analyst

Hi there. Thanks very much for taking questions this afternoon.

- *Could you provide a reminder of your exposure to projects that are associated with a high net CCS cluster? I think from memory there's two FEED studies that you have ongoing. Do you expect these to reach FID stage this year based on your customers current commentary? Thanks very much.*

Arnaud Pieton

Victoria, we have Net Zero Teesside hub. Net Zero Teesside the power plant that we are executing now and we are also executing the FEED for H2 Teesside launch blue Hydrogen facility. The FEED is ongoing and we are very active discussing and engaging with BP on firming up the budget and bringing the project to a price point that is viable.

And thank you for your question. You're allowing me to say something and repeat something that is extremely important in all those projects being carbon capture, Blue Hydrogen, Blue ammonia. What is key? You're going to tell me like for any project, but even more so for those. It is very much about winning the affordability battle and that's our duty as a leading engineering and technology powerhouse to bring solutions to our customers so that their budget matches the economics and therefore the project, including those that are the most progressive in terms of the themes that they are deploying, can fly. And I think that's why you come to Technip Energies. That's exactly what is happening with BP on H2 Teesside. And as for the FID, it could be this year, it could be next year. You're not feeling or sensing, I hope, any form of anxiety in my voice, whether it's on this side of 31 December or on the next side of 31 December, it doesn't matter too much. It's more a question for BP, but certainly for us, if it was to come this year, we would consider it as an upside. So it's not really part of the budget, but it could still happen this year, in which case it would be an upside. If not, it's a 2026 event.

- *Thanks, that's really helpful. The ones I was thinking of was the ones associated with the Liverpool Bay and the High Net. It was more the Viridor and the Uniper. Are those also kind of. Do you view them in the same way in terms of timescale?*

Arnaud Pieton

Yes. Sorry for that. Maybe I missed your question. We are on both and similar timeframe and in Uniper it's about carbon capture and it's very active and we have a customer that really wants to move forward with its carbon capture project to replicate. I would say Net Zero Teesside and we're obviously extremely motivated because if Uniper moves and goes ahead with FID, then we would have demonstrated that Net Zero Teesside is not a one-off.

Jean-Luc Romain – CIC Market Solutions - Analyst

Good afternoon.

- *I would like to come back on the contract you announced yesterday or just the day before in Qatar regarding compression of gas. Is this contract kind of prerequisite for Catargas to advance on both North Field West and on Catargas 2, 3, 4 debottlenecking?*

Arnaud Pieton

Hi Jean-Luc. I can't recall whether there's a connection with NFW, but for the other two. Yes. Not only it's part of their broad development. And as a reminder, this contract that we've announced is a pure service contract. We're not in charge of delivering any of the physical infrastructure, but we are in charge of executing and delivering all of the engineering and detailed engineering for our partner.

Richard Dawson – Berenberg – Analyst

Hi, good afternoon, and thank you for taking my questions.

- *It was referenced in the press release that there are further project completions to come over the next several quarters. There may be some project contingencies with these which could maybe support margins across the year, or are they mostly offset by the ramp-up still going on in Qatar?*

- *And then secondly, just on the commercial pipeline, slightly lower at just over EUR70 billion compared to where it was in Q4. Could you outline maybe in a bit more detail where you see some of those reductions? Is any of these due to project cancellations or delays or anything we should be worried about? Thank you.*

Arnaud Pieton

Thank you, Richard. I'll start with question number two and then hand over to Bruno for the first one.

The commercial pipeline remains extremely rich and of really good quality for Technip Energies. What is not included in the EUR70 billion that we are discussing today is, for example, CFI. was in the €75bn that we declared during CMD, Net Zero Teesside also was part of it. So now we've lowered it down, because it's been just a few months since literally three, four months since we've announced Net Zero Teesside, and less than a month since we've announced CFI. So, for this call, we decided to set the bar at EUR70 billion from EUR75 billion, but happy to report that basically Net Zero Teesside plus CFI is not very far from the €5bn that will bridge the gap between EUR70 billion and EUR75 billion.

The quality of the pipeline, because I want to insist on the quality of it, and this pipeline really is about what we are pursuing. It's not the total size of what we could be pursuing, but it's really where our attention is, because the projects or prospects are compatible with our selectivity for project delivery. And it's very rich we've discussed about a few of them already in LNG, in the US, outside of the US, but beyond that. So we are very positive about the opportunity set for Technip Energies for the 24 months to come. Bruno, on the first one, maybe.

Bruno Vibert

Yeah. And again, just as a small compliment to Arnaud. So at the CMD, it was from Q3 through the end of 2026. So basically it was nine quarters, and here we say it's eight quarters two year forward. So if you take one quarter difference, I think the math will show that the opportunity has not shrunk in any way.

In terms of sequence. Yes, we have some projects that are kind of reaching completion stage. Some projects that were impacted by Covid in terms of execution. So I think a few of the teams are quite happy to be able to complete those projects after a lot of work.

But as you see in the ramp up of revenue, I think the ramp-up of the early-stage project has been more meaningful than actually the more mature projects. So that's why you've seen the normalization which we called in the guidance. It's towards adding EBIT for 2025, around 7%, meaning around 8% in EBITDA for the year. And then as we are able to execute from this, let's say basis of new portfolio, new generation of projects plus self-help and the initial impact of pricing power, plus the work we do on the digital acceleration plan to reach 50 basis point improvement by 2028 plus. So I think this is all shaping up nicely because of backlog quality. Short term, the ramp-up is more than offsetting the completion really of projects and the normalization. But as we progress in the years to come, then the possibility to step up amongst the three factors which I just called and which we expressed also explained during the CMD.

Guillaume Delaby – Bernstein – Analyst

Arnaud. Two questions, if I may.

- *I would like to come back to TPS and maybe to try to isolate Q1 2025 with the rest of the year. When I look at Q1 2025, it is paradoxically we can see the bottle half full. Please do not laugh. I'm very serious because I understand that there is an important proportion of services within Q1, there is those tel products also. So it probably suggests that going forward, the TPS margin going forward, when there will be a higher proportion of technology and products could go far above your 14.5% guidance for 2028. So this is. I would like you to react on that.*

- *And before that I would like now to look at the bottle rather half empty. So I understand that starting now, or basically starting in Q2, there is a slowdown in technology and products. Services are still there. But since services are typically early cycle Indicators. Should we be frightened by a possible slowdown in services? I hope my two questions have been clear.*

Arnaud Pieton

Yeah. Guillaume, good afternoon. The two questions are clear. It looks like Bruno is burning to answer question number two. So I'll take number one and hand over to Bruno so that we share the answer. I'd like to talk about the bottle half full rather than half empty. So TPS, you summarized the situation well in terms of the bottle being half full through Q1, I want to reiterate what I stated in my opening remarks. The situation today, which is super robust at Technip Energies, looking at the bottom-line results that we are delivering, really confirms our strategy, the one of the two segments and the acceleration that continues to be needed for TPS, notably in T&P. So we indicated that our strategy is to enrich the technology and product portfolio and that's where we will deploy our cash when investment and value accretive investment opportunities are arising, and that's where we're concentrating.

So clearly the more T&P-rich we are, the less subject to a form of seasonality we will be going forward. It's no secret that the level of margin is higher for T&P than it is for services. So the more we will be T&P-rich, the more we will have the opportunity to deliver, stronger margin results for TPS. We declared 14.5% for 2028. That's already bumped up.

Now the potential is certainly greater if we manage and again if we manage and that's a work in progress to see and to have our solutions adopted by the market. The carbon capture, first step, last quarter or Q4, 2024 with Net Zero Teesside was already a first step. There's a large T&P content in that contract. I mentioned Heidelberg and Calpine. We are hoping those would materialize earlier in 2025; it's not the case. There's a bit of a delay, so the opportunity is not disappearing. But there again, if that happens, then the Canopy by T.EN is being adopted. It's going to bring volume. In a cycle where there's a bit less ethylene, we need to continue to enrich the T&P portfolio. If this is successful, then we can really discuss about the TPS performance and bottom line for 2028, including top line, actually. Bruno.

Bruno Vibert

Yes, thanks, Arnaud. Hi Guillaume. And thanks for not well highlighting first the highest ever EBIT or EBITDA performance of TPS in a quarter and not because this being at the level of the 2028 target, asking us already, what is our new target? Because it seems too easy to achieve if we're already doing it in Q1. But I'll address the bottle half empty part of your question.

Two things on services. As Arnaud mentioned, the amount of work and demand for services, early studies across markets, across geographies remains very, very strong. So if you take it as first in terms of workload and then in terms of signs for the early manifestation of future projects, this remains absolutely on par versus what we've had in the recent quarters or plus now on top of that. In terms of workload, Arnaud was also touching upon it, in terms of geographies like the US, we are also getting ready for a wave of execution and executing on large projects. That's why with the balance and portfolio between projects and TPS that we have, we're also selective in what we address and want to make sure that the teams are properly staffed on project and not also to chase just topline of solutions, but to make sure that we assign resources to projects to start up those projects correctly and so that we hit the ground running when the projects are awarded through limited notice to proceed or full notice to proceed. In terms of workload and center, it's also a fact that sometimes we'd rather focus on good product execution versus chasing just a bit more studies because the demand remains high.

And then for the TP component, Arnaud, again, I think we'll have mentioned a few things. Part of the small dip in terms of reduction of top line versus last year in terms of TPS really comes from a lesser contribution from the ethylene EP projects that were signed in 2022, first part of 2023. Since then, of course, we've all seen less orders and that's at the back of a lower cycle for the whole chemical or petrochemical industry. So that means a lesser contribution from the top line. Of course then these are larger projects, so as they are completed, they have a bit of the same characteristic as the project on the tail end which they become accretive. You also evidence here the upside for some of those projects, the benefit of having more CP plus again. A few specific distinct opportunities where you would have had a bit more TP component. These were not the first one to get out of the gate in 2025 for totally kind of different reasons. But that's okay, the trajectory is there. Whatever the small dip in revenue, we always expected anyway to have a bit of a plateau. While the new offering in TP around SAF using Hemmingbird, carbon capture using Canopy Relay, using the Clear 100 plus, plant as a product design that we've put together over one year with our parts and Cockrell, all these are potentially contributing more and more as we head into the next quarters. So still very positive momentum. Although short-term less contribution from detail and proprietary equipment, notably in the cylinder.

Arnaud Pieton

Thank you, Bruno. We are widening the range for TPS. There is still a scenario in 2025 where we fall within the original guidance, but we considering what we've seen and some of the macro movements and I come back for example, to the delays in some of the carbon capture decisions that are related to geopolitical events and political choices. We just felt it was cautious to widen the range just in case.

Jamie Franklin – Jefferies - Analyst

Hi there. Thanks for taking my question.

- *I wanted to come back on Project Delivery Revenue. Wondering if you could help us think about the profile of Project Delivery revenue through the remainder of the year. 1Q is quite often a low revenue quarter. But even if we just run rate at this level for the remainder of the year, we already get to the top. Top end of your increased guidance range. So are there any specific reasons to expect a decline in projects delivery revenue in any specific quarter? Thank you.*

Bruno Vibert

Hi Jamie, thanks for the question. Well, projects you don't typically have a lot of seasonality. It's really a project-by-project and kind of planning and schedule kind of driven. Now I would say we started the year with at 1.4 with quite a good run rate which is also a good startup of the projects like Suriname, which we started to work a few months or quarters ago, some work in the Middle east is ongoing and with high temperature and a lot of construction focus in the Middle East as we hit the summer period, it's not always a period where you can have the highest progress. It's all factored in because you have a summer in Middle East every year and it's going to be warm every year. But in terms of worker we go to night shift. focus on HSE during night shift is even more a top priority. So sometimes we do see a bit less progress on a weekly basis with night shift versus what we would have using a day shift. But for the safety and the well-being of the people at site, of course it's impossible to do otherwise. Plus black flags where we would stop above certain levels, which is all factored in the contract.

That's why you would expect given the construction focus, plus of course notably Qatar, plus also Abu Dhabi, a few projects in the Middle East where summer you may have a bit less of a progress. A bit of seasonality which is a bit of an exception sometimes.

Daniel Thomson – BNP Paribas Exane - Analyst

- *Hi, good afternoon. Thanks for squeezing me in. Just one on the US decarbonized power market, primarily for data centers. I know it's not a core part of your medium-term plans that you presented before, but you did mention on the last call you were scouting for potential joint offering with contributors to data centers like the equipment providers, maybe to offer turbines and CO2 and capture in a bundle solution. So just wanted have those conversations matured at all over the last quarter or are they still very much in the exploration stage? And from what you've seen, is this a market worth pursuing? Thank you.*

Arnaud Pieton

Daniel. Short answer is yes, the conversations are progressing. It's more than a wishful thinking, I think who can provide such a bundled offering could be a clear winner in this market. The work is ongoing with equipment provider. I will not say too much more than that on this call, premature to tell you where it's going to land. But market assessment is ongoing, technological assessment and concept development is ongoing with equipment providers. We benefit from a technology that is probably one of the most mature and the most proven, so obviously it's generating interest. Let's see. But clearly a strong potential for the future. So it's a bit more or certainly more than just being aspirational. We now need to come up with a solution and an offering that makes sense in the US and elsewhere.

Phillip Lindsay

Thank you. That concludes today's call. Please contact the IR team with any follow-up questions. Thank you, and goodbye.