# Positioning

Strategic partnerships and strong early engagement strengthens our position in the Energy Transition

9M 2021 Results

T.EN TECHNIP ENERGIES

## **Disclaimer**

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## **Forward looking statements**

This Presentation contains "forward-looking statements" as defined in Section 27A of the United States Securities Act of 1933, as amended, and Section 21E of the United States Securities Exchange Act of 1934, as amended. Forward-looking statements usually relate to future events and anticipated revenues, earnings, cash flows or other aspects of Technip Energies' operations or operating results. Forward-looking statements are often identified by the words "believe", "expect", "anticipate", "plan", "intend", "foresee", "should", "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 Technip Energies' current expectations, beliefs and assumptions concerning future developments and business conditions and their potential effect on Technip Energies. While Technip Energies believes that the se forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting Technip Energies will be those that Technip Energies anticipates.

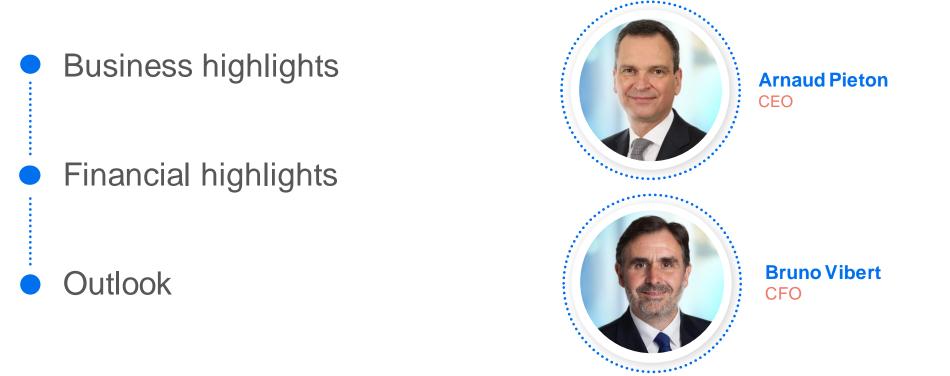
All of Technip Energies' forward-looking statements involve risks and uncertainties (some of which are significant or beyond Technip Energies' control) and assumptions that could cause actual results to differ materially from Technip Energies' historical experience and Technip Energies' present expectations 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 Technip Energies' risk factors set forth in Technip Energies' filings with the U.S. Securities and Exchange Commission, which include amendment no. 4 to Technip Energies' regist ration statement on Form F-1 filed on February 11, 2021.

Forward-looking statements involve inherent risks and uncertainties and speak only as of the date they are made. Technip Energies 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**

**Arnaud Pieton - CEO** 



## 9M 2021 Key highlights

Focused operational delivery while positioning for the future



**€4.9**bn Adjusted Revenue

6.3%

Adjusted Recurring EBIT<sup>1</sup> Margin €16.5bn

Adjusted Backlog<sup>2</sup>



Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-controlling interests (see Appendix 9.0 of 9M 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs. <sup>1</sup>Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring. <sup>2</sup>Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.Backlog at 9M 2021 benefited from a foreign exchange impact of €254.9million.

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# **Key operational highlights**

### Reaching key milestones

### LNG

- Arctic LNG 2: loaded, shipped and delivered first modules for Train 1.
- Other LNG projects progressing well



### Offshore

Eni Coral Sul FLNG: Offshore mooring pre-laying campaign completed in September.



### **Downstream**

- **Bapco Refinery expansion:** Over 75% of equipment installed at site; construction progress close to 50%.
- MIDOR Refinery Expansion Project: Achieved successful completion of Overall Refinery Shutdown Works.



## TPS

- Bora LyondellBasell Petrochemical's ethylene plant: performance guarantees reached; plant based on T.EN proprietary technology and process design.
- **KOC frame agreement:** Kicked-off new FEEDs; strengthening long-term relationship.



## **Partnering to drive Energy Transition & diversification**





- TCA<sup>1</sup> to co-develop solutions and IP to advance low-carbon solutions for LNG / Offshore
- Explore new concepts and technologies to reduce CO<sub>2</sub> footprint; Greenfield and brownfield
- MOU<sup>2</sup> to create a JV<sup>3</sup> to drive energy transition; UAE and MENA region
- Identification capability for concrete opportunities like
   CO<sub>2</sub> capture, blue/green
   hydrogen and ammonia



- JV<sup>3</sup> with Nipigaz to drive the energy transition in Russia
- Front-end plus EPC / EPCm; decarbonization, sustainable chemistry and carbon free



- **5-year strategic alliance** to offer PMC<sup>4</sup> Services to clients in new markets
- Industries include infrastructure, energy, chemicals and mining & metals



<sup>1</sup> Technical Collaboration Agreement.
 <sup>2</sup> Memorandum of Understanding.
 <sup>3</sup> Joint Venture.
 <sup>4</sup> Project Management Consulting.

Delivering smart solutions to our customers and partners

#### Technology development

Joint Development Program with Shell Cansolv<sup>™</sup> to drive continuous improvements in affordability of CO<sub>2</sub> capture; pilot tests ongoing at wasteto-energy plant in Norway.

#### Technology integration

Exclusive agreement with Siemens Energy to jointly develop, commercialize and licence Rotating Olefins Cracker technology to decarbonize olefin production processes.



# Driving innovation

Proprietary pyrolysis and purification technologies achieve high purity monomer for direct use in polymer production.

#### Technology enabling

Inauguration of demonstration plant for Carbios's enzymatic PET recycling process; T.EN provided process development and industrialization services.



# Financial highlights

Bruno Vibert - CFO



## **Double-digit growth despite challenging backdrop**



Adjusted Revenue



Adjusted Recurring EBIT<sup>1</sup>



Adjusted Net profit<sup>2</sup>

## **9M 2021 Financial Highlights**

€**8.4**bn

Adjusted Order Intake

<sup>3</sup>Trailing 12-months.

Book-to-bill, TTM<sup>3</sup>

1.7

**€2.9**bn

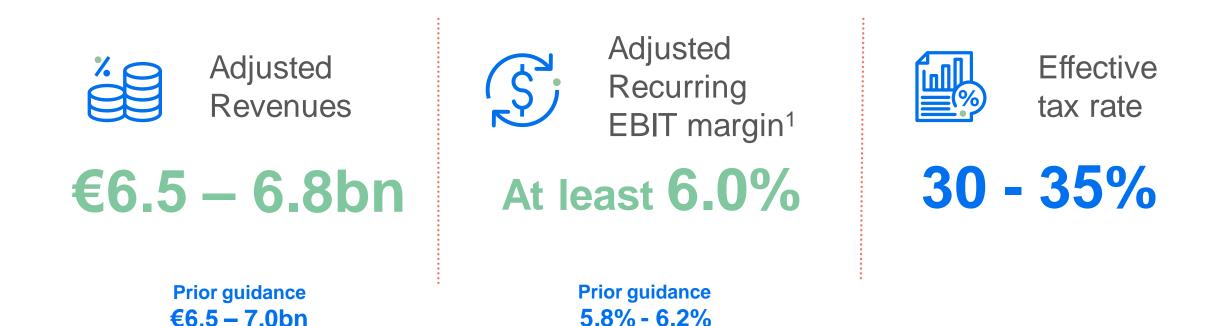
Adjusted Net cash



Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-controlling interests (see Appendix 9.0 of 9M 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs. <sup>1</sup>Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring. <sup>2</sup>Net profit attributable to Technip Energies Group.

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## FY 2021 Updated guidance

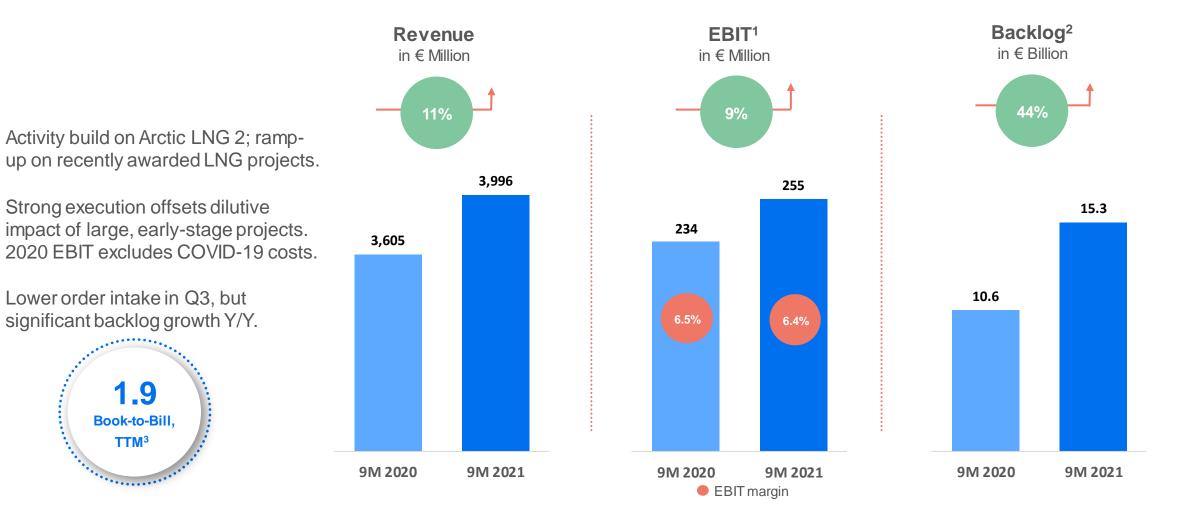


Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-controlling interests (see Appendix 9.0 of 9M 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs. Additional guidance items include: (1) Yamal net contract liability reduction of €150 – 200 million; and (2) depreciation and amortization expense of approximately €100 million. <sup>1</sup>Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring. Guidance is stated excluding one-off costs of €30 million.

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# **Projects Delivery**

### Robust project execution drives strong financial performance



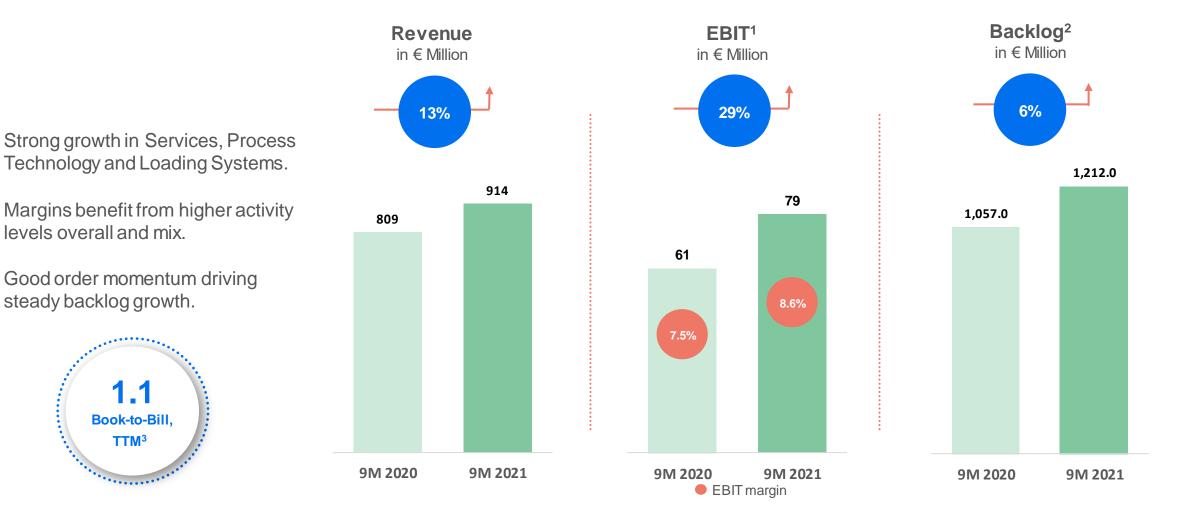


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<sup>2</sup> Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability. <sup>3</sup> TTM: trailing 12-months.

## **Technology, Products & Services**

### Strong growth and margin expansion





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<sup>1</sup> Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring. <sup>2</sup> Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.

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## **Other key metrics and balance sheet**

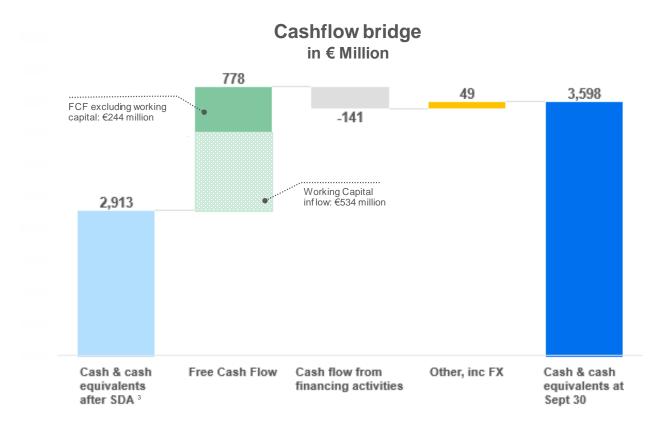
### Strengthening balance sheet picture

Other	Corporate costs	€26.0 million	Materially lower Y/Y reflecting streamlined corporate structure and fuller segment allocation.
Income Statement	Effective tax rate	34.1%	Consistent with FY 2021 guidance.
items	Net financial expense	€18.5 million	Mark-to-market impact of investments in traded securities.
	Gross debt	€681 million	>87% long-term debt associated to our inaugural bond offering.
Balance Sheet	Net cash	€2.9 billion	Boosted by strong free cash flow year-to-date.
· · · · · · · · · · · · · · · · · · ·	Net contract liability	€3.1 billion	Continued upward trend related to project progress and associated billing.



## **Robust Free Cash Flow strengthens cash position**

- Robust free cash flow<sup>1</sup> YTD; reflects strong operational performance and significant working capital benefit associated with new awards and milestones<sup>2</sup>.
- Cash flow from financing includes €20 million share re-purchase, €58 million of lease principal repayment, and €9m associated with the implementation of the liquidity contract.





Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-

controlling interests (see Appendix 9.0 of 9M 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

<sup>1</sup> Free cash flow is calculated as cash provided by operating activities of €807.2 million less capital expenditures, net, of €27.7 million.

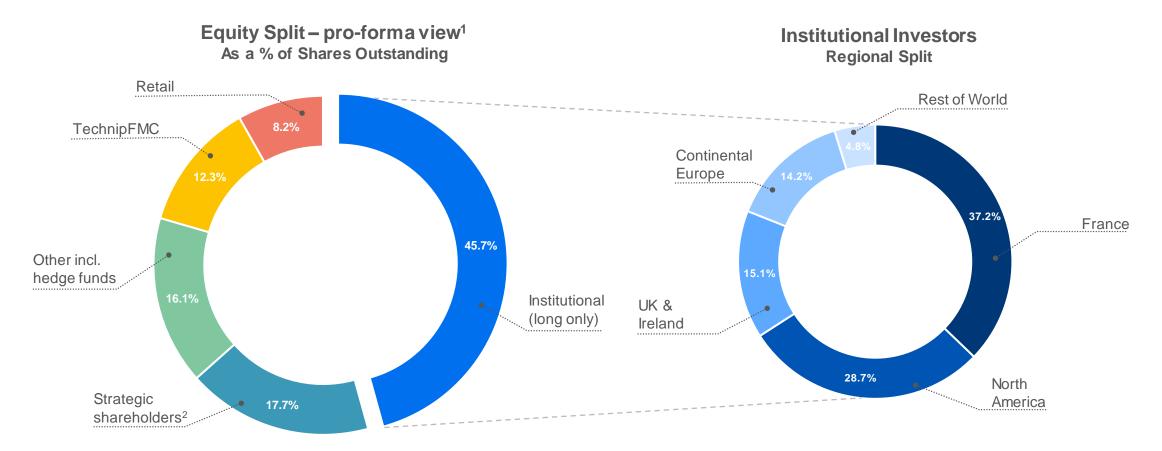
<sup>2</sup> The variation in net contract liabilities is disclosed in Appendix 2.0: Adjusted Statements of Financial Position.

<sup>3</sup> SDA is the Separation and Distribution Agreement, which relates to certain transactions which were carried out in the execution of the Spin-off of Technip Energies resulting notably in cash transfers between Technip Energies and TechnipFMC as well as some contributions. The net impact on cash & cash equivalents at December 31, 2020, was -€151 million.

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## A diversified shareholder structure

Free float increasing; a geographically diverse shareholder base forming



• HAL acquiring a 9.9% stake in Technip Energies<sup>3</sup>

• Well-diversified across key geographies

TechnipFMC stake to reduce to ~12%<sup>3</sup> from ~50% at spin

T.EN TECHNIP ENERGIES

- <sup>1</sup> Source: IHS Markit shareholder analysis as of August 31, 2021. Pro-forma view reflects shareholder structure post completion of HAL Investments B.V's 9.9% acquisition.
- <sup>2</sup> Includes stock held by Bpifrance, HAL Investments B.V, IFP Energies Nouvelles, and members of the Board.

<sup>3</sup> Subject to HAL Investments B.V obtaining customary regulatory approvals; expected early in the fourth quarter of 2021.

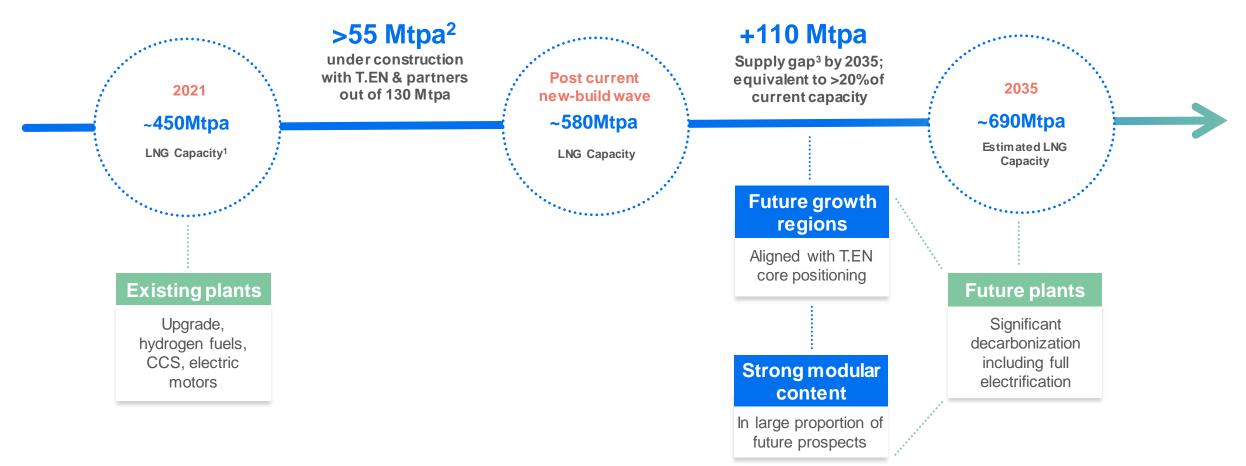
# Outlook

**Arnaud Pieton - CEO** 

# Leading position in LNG – a critical transition fuel

### The future is low-carbon LNG

**Global LNG capacity** 





<sup>1</sup> LNG nameplate capacity, excluding 130Mtpa under construction at September 30, 2021.
 <sup>2</sup> IHS Markit liquefaction database as of September 30, 2021.
 <sup>3</sup> Based on Technip Energies estimates derived from reported data and IEA estimates.

# Clean Hydrogen - a rapidly evolving market

Positioning for long-term growth with relevant expertise

## **T.EN** at forefront of technology integration and scale-up

- **Single-point systems integrator** with standardized digital solutions. **Modular solutions:** leveraging modular expertise in design and integration.
- McPhy: strategic investment & technology agreement; jointly pursuing commercial opportunities.
- **Technology agnostic:** importance of agility and partnerships as industry evolves.

### **First PEM<sup>1</sup> electrolyzer project secured**

- **EPCC contract** for India's largest PEM based hydrogen project for NTPC.
- 5MW Hydrogen Generation Plant utilizing PEM electrolysis.
- Potential to convert to a large-scale green hydrogen facility.



>20GW
accessible
opportunities globally

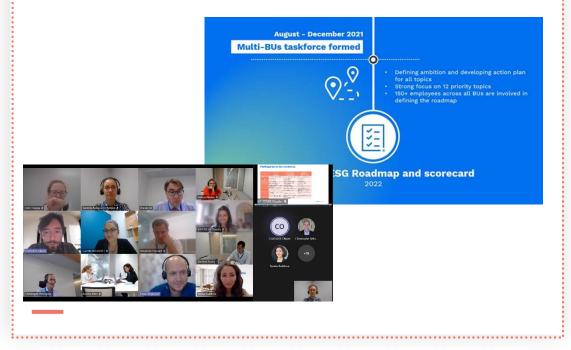
- **7x increase** in Green Hydrogen project engagement year-on-year.
- 15+ Green Hydrogen studies completed or ongoing.
- Regional concentration: Europe, India and APAC, supported by policy drive; Longer-term potential in North America, Middle East.

## On track to deliver our ESG Roadmap

Sustained progress in reaching our ESG ambitions

### ESG Roadmap update

- **Completed:** Stakeholder engagement and Materiality assessment; 12 topics identified as priorities for internal and external stakeholders.
- Ongoing: Internal taskforce (>150 employees) helping to define ESG KPIs.



## **Inclusion in Action**

- Global Inclusion Training: reinforcing inclusion foundations.
- Inclusion Team Talks: identify unhelpful barriers and take daily actions.
- Implementing further support measures for Disabled Workers at T.EN France.

#### Inclusion<sup>®</sup> in Action



### **Accreditations**

- **Building Responsibly:** T.EN appointed to the Steering Committee.
- **Gold Medal by Ecovadis:** Technip France awarded for their ESG performance.







## Key takeaways

### Achieving

### Positioning

Strong 9M 2021 revenues, EBIT and cash flows. Further diversification of our shareholder base

Strategic partnerships to develop technology and solutions to drive energy transition

### Confirming

A floor for FY 2021 margins; backlog and strengthening macro environment supports medium-term growth outlook notably for LNG, carbon capture and hydrogen

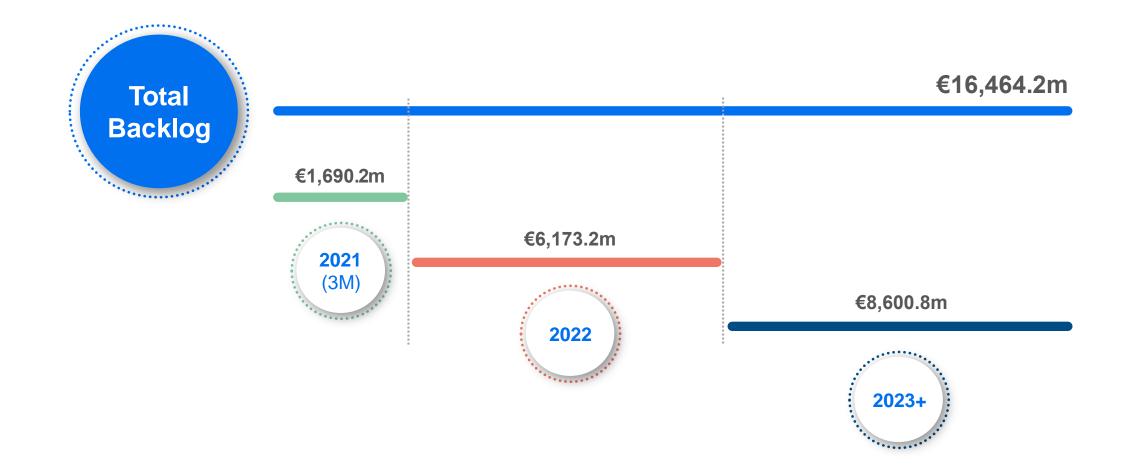


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# Appendix

## **Backlog schedule**





## Adjusted statements of income – 9M 2021

(In € millions)	Projects Delivery		Technology, Products & Services		Corporate / non allocable		Total	
	9M 21	9M 20	9M 21	9M 20	9M 21	9M 20	9M 21	9M 20
Adjusted Revenue	3,995.5	3,605.1	914.4	809.4	_	_	4,909.9	4,414.5
Adjusted recurring EBIT	254.7	233.6	78.8	61.1	(26.0)	(48.2)	307.5	246.4
Non-recurring items (transaction & one-off costs)	(1.9)	37.6	(1.4)	(15.1)	(27.7)	(16.1)	(31.1)	6.5
EBIT	252.8	271.3	77.3	46.0	(53.7)	(64.3)	276.5	253.0
Financial income							9.8	12.6
Financial expense							(28.4)	(32.0)
Profit (loss) before income taxes							257.9	233.6
Provision (benefit) for income taxes							(87.8)	(78.8)
Net profit (loss)							170.1	154.8
Net (profit) loss attributable to non-controlling interests							(10.4)	(8.5)
Net profit (loss) attributable to Technip Energies Group							159.7	146.3



## Adjusted statements of income Reconciliation between IFRS and Adjusted – 9M 2021

(In € millions)	9M 21 IFRS	Adjustments	9M 21 Adjusted
Revenue	4,750.0	159.9	4,909.9
Costs and expenses:			
Cost of Revenue	(4,074.5)	(282.6)	(4,357.1)
Selling, general and administrative expense	(223.8)	_	(223.8)
Research and development expense	(25.4)	_	(25.4)
Impairment, restructuring and other expense	(31.1)	—	(31.1)
Total costs and expenses	(4,354.7)	(282.6)	(4,637.4)
Other income (expense), net	10.6	(4.7)	5.9
Income from equity affiliates	19.8	(21.8)	(2.0)
Profit (loss) before financial expense, net and income taxes	425.6	(149.1)	276.5
Financial income	9.7	0.1	9.8
Financial expense	(165.0)	136.6	(28.4)
Profit (loss) before income taxes	270.4	(12.5)	257.9
Provision (benefit) for income taxes	(92.0)	4.2	(87.8)
Net profit (loss)	178.3	(8.2)	170.1
Net (profit) loss attributable to non-controlling interests	(10.4)	_	(10.4)
Net profit (loss) attributable to Technip Energies Group	167.9	(8.2)	159.7



## Adjusted statements of income Reconciliation between IFRS and Adjusted – 9M 2020

(In € millions)	9M 20 IFRS	Adjustments	9M 20 Adjusted
Revenue	4,219.4	195.1	4,414.5
Costs and expenses:			
Cost of Revenue	(3,443.6)	(316.5)	(3,760.1)
Selling, general and administrative expense	(281.3)	(8.4)	(289.7)
Research and development expense	(32.9)	—	(32.9)
Impairment, restructuring and other expense	(78.2)	_	(78.2)
Total costs and expenses	(3,836.0)	(324.9)	(4,160.9)
Other income (expense), net	1.2	(1.2)	
Income from equity affiliates	5.3	(5.9)	(0.6)
Profit (loss) before financial expense, net and income taxes	389.9	(136.9)	253.0
Financial income	16.9	(4.3)	12.6
Financial expense	(164.1)	132.1	(32.0)
Profit (loss) before income taxes	242.7	(9.1)	233.6
Provision (benefit) for income taxes	(84.4)	5.6	(78.8)
Net profit (loss)	158.3	(3.5)	154.8
Net (profit) loss attributable to non-controlling interests	(8.5)	_	(8.5)
Net profit (loss) attributable to Technip Energies Group	149.8	(3.5)	146.3



## Adjusted statements of income – Q3 2021

(In € millions)	Projects Delivery		Technology, Products & Services		Corporate / non allocable		Total	
	Q3 21	Q3 20	Q3 21	Q3 20	Q3 21	Q3 20	Q3 21	Q3 20
Adjusted Revenue	1,372.8	1,152.7	293.9	250.7	_	_	1,666.7	1,403.4
Adjusted recurring EBIT	87.3	51.6	24.0	17.3	(8.4)	13.5	103.0	82.4
Non-recurring items (transaction & one-off costs)	0.2	(35.3)	(0.7)	(6.2)	0.1	13.2	(0.5)	(28.2)
EBIT	87.5	16.3	23.3	11.1	(8.3)	26.7	102.5	54.2
Financial income							(2.7)	3.1
Financial expense							(3.8)	(21.7)
Profit (loss) before income taxes							96.0	35.6
Provision (benefit) for income taxes							(33.2)	(13.4)
Net profit (loss)							62.8	22.2
Net (profit) loss attributable to non-controlling interests							(3.5)	(3.8)
Net profit (loss) attributable to Technip Energies Group							59.3	18.4



## Adjusted statements of income Reconciliation between IFRS and Adjusted – Q3 2021

(In € millions)	Q3 21 IFRS	Adjustments	Q3 21 Adjusted
Revenue	1,631.9	34.8	1,666.7
Costs and expenses:			
Cost of Revenue	(1,409.0)	(75.7)	(1,484.7)
Selling, general and administrative expense	(74.6)	—	(74.6)
Research and development expense	(7.9)	—	(7.9)
Impairment, restructuring and other expense	(0.5)	—	(0.5)
Total costs and expenses	(1,492.1)	(75.7)	(1,567.7)
Other income (expense), net	6.1	(2.1)	4.0
Income from equity affiliates	15.9	(16.3)	(0.4)
Profit (loss) before financial expense, net and income taxes	161.8	(59.3)	102.5
Financial income	(2.9)	0.2	(2.7)
Financial expense	(68.6)	64.8	(3.8)
Profit (loss) before income taxes	90.3	5.7	96.0
Provision (benefit) for income taxes	(31.3)	(1.9)	(33.2)
Net profit (loss)	58.9	3.9	62.8
Net (profit) loss attributable to non-controlling interests	(3.5)	—	(3.5)
Net profit (loss) attributable to Technip Energies Group	55.5	3.8	59.3



## Adjusted statements of income Reconciliation between IFRS and Adjusted – Q3 2020

(In € millions)	Q3 20 IFRS	Adjustments	Q3 20 Adjusted
Revenue	1,390.0	13.4	1,403.4
Costs and expenses:			
Cost of Revenue	(1,152.8)	(93.4)	(1,246.2)
Selling, general and administrative expense	(76.3)	—	(76.3)
Research and development expense	(12.5)	—	(12.5)
Impairment, restructuring and other expense	(42.4)	_	(42.4)
Total costs and expenses	(1,284.0)	(93.4)	(1,377.4)
Other income (expense), net	25.0	4.0	29.0
Income from equity affiliates	0.3	(1.1)	(0.8)
Profit (loss) before financial expense, net and income taxes	131.3	(77.1)	54.2
Financial income	3.4	(0.3)	3.1
Financial expense	(75.5)	53.8	(21.7)
Profit (loss) before income taxes	59.2	(23.6)	35.6
Provision (benefit) for income taxes	(15.8)	2.4	(13.4)
Net profit (loss)	43.4	(21.2)	22.2
Net (profit) loss attributable to non-controlling interests	(3.8)	_	(3.8)
Net profit (loss) attributable to Technip Energies Group	39.6	(21.2)	18.4



## **Adjusted statements of financial position**

(In € millions)	9M 21	FY 20
Investments in equity affiliates	28.2	37.3
Property, plant and equipment, net	115.8	96.1
Right-of-use asset	265.0	182.6
Goodwill	2,062.9	2,047.8
Other non-current assets	285.5	279.2
Total non-current assets	2,757.4	2,643.0
Cash and cash equivalents <sup>1</sup>	3,598.4	3,064.4
Trade receivables, net	1,133.7	1,069.3
Contract assets	305.7	285.8
Other current assets	642.0	743.0
Total current assets	5,679.8	5,162.5
Total assets	8,437.2	7,805.5
Total invested equity	1,419.6	1,800.5
Long-term debt, less current portion	594.4	_
Lease liability - Operating non-current	250.3	201.0
Accrued pension and other post-retirement benefits, less current portion	130.6	124.2
Other non-current liabilities	126.1	82.7
Total non-current liabilities	1,101.4	407.9
Short-term debt	87.0	402.3
Lease liability - Operating current	59.2	41.5
Trade payables	1,733.6	1,501.6
Contract Liabilities	3,355.9	2,941.6
Other current liabilities	680.5	710.0
Total current liabilities	5,916.2	5,597.1
Total liabilities	7,017.6	6,005.0
Total invested equity and liabilities	8,437.2	7,805.5

<sup>1</sup> Cash and cash equivalents <u>at</u> September 30, 2021 was €3.6 billion. This compares to cash and cash equivalents <u>at</u> December 31, 2020, after the impact of the Separation of Distribution Agreement, of €2.9 billion. Total invested equity <u>at</u> September 30, 2021 was €1.4 billion in Adjusted IFRS. This compares to total invested equity <u>at</u> December 31, 2020, after the impact of the Separation and Distribution Agreement was detailed in section 3, Balance Sheet information, of Technip Energies "Update on FY 2020 Financial Results" released on February 26, 2021.

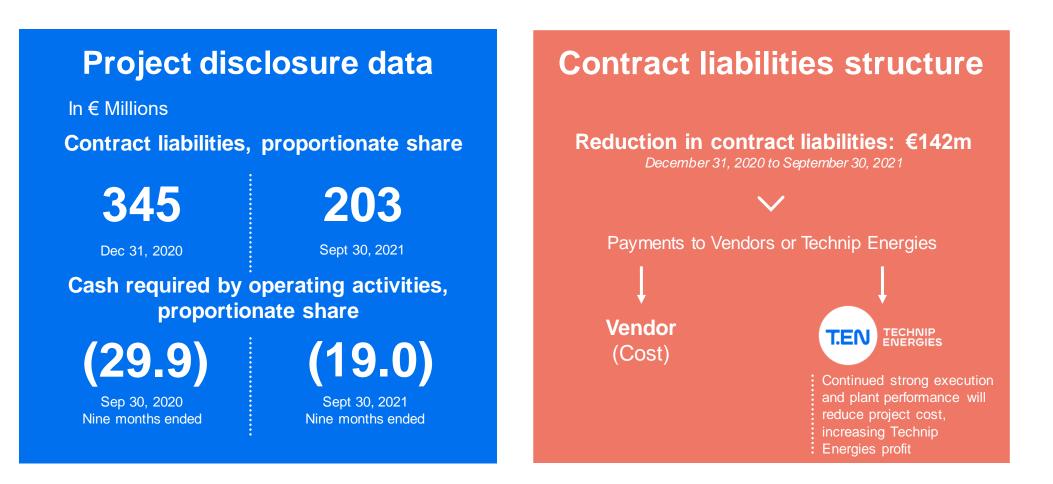


## **Adjusted statements of cashflows**

(In € millions)	9M 21	9M 20
Net (loss) profit	170.1	154.8
Corporate allocation	_	267.3
Change in working capital and Other non-cash items	635.5	520.1
Cash provided (required) by operating activities	805.6	942.2
Capital expenditures	(27.8)	(20.9)
Proceeds from sale of assets	0.1	0.4
Other financial assets & Cash acquired/divested on acquisition/deconsolidation	(1.9)	0.4
Cash required by investing activities	(29.6)	(20.1)
Net increase (repayment) in long-term, short-term debt and commercial paper	274.2	(228.6)
Settlements of mandatorily redeemable financial liability	—	—
Net (distributions to)/ contributions from TechnipFMC	(532.9)	(874.2)
Other including dividends paid and lease liabilities repayment	(32.4)	(48.2)
Cash provided (required) by financing activities	(291.1)	(1,151.0)
Effect of changes in foreign exchange rates on cash and cash equivalents	49.0	108.9
(Decrease) Increase in cash and cash equivalents	534.0	(120.0)
Cash and cash equivalents, beginning of period	3,064.4	3,053.0
Cash and cash equivalents, end of period	3,598.4	2,933.0

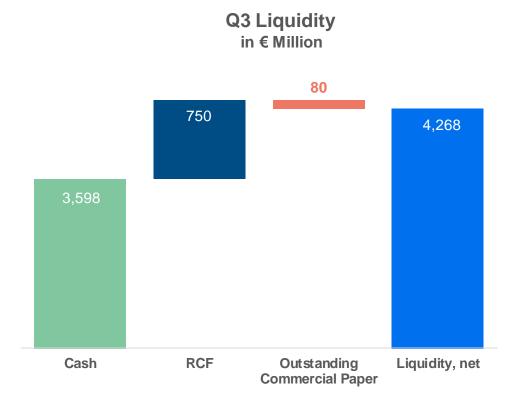


## Yamal LNG – Interpreting the disclosures

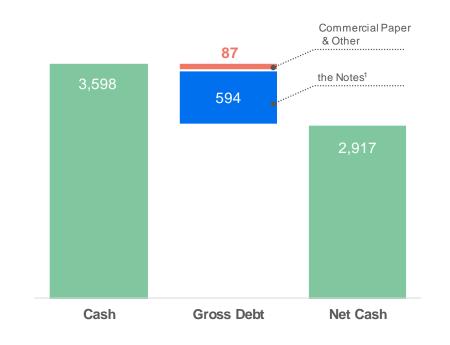




## **Differentiated capital structure**



• Robust liquidity position comprising of €3,598 million gross cash plus €670 million available capacity under the RCF; net of €80 million outstanding commercial paper.



Strong net cash position of  $\in$  2.9 billion.

Short-term debt accounts for 13% of total.

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Q3 Net cash in € Million



Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity af filiates and restates the share related to noncontrolling interests (see Appendix 9.0 of 9M 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs. <sup>1</sup>1.125% senior unsecured notes due 2028; €594 million reflects the €600 million Notes net of fees and redemption premium.

## **Stock information and ADR**

#### Stock

#### Listed on Euronext Paris / SBF 120 index

- Ticker code: TE / ISIN code: NL0014559478
- Free float: 124.4 million / Outstanding shares: 179.8 million
- € Market Cap at September 30, 2021: €2.1 billion



### 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

**ADR** program

- Sponsor of ADR program:
  - J.P. Morgan Chase Bank, N.A.
- For further information:
  - https://www.adr.com/drprofile/87854Y109





