



H1 2023

# Technip Energies Investor Relations Overview

# Forward looking statements

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

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

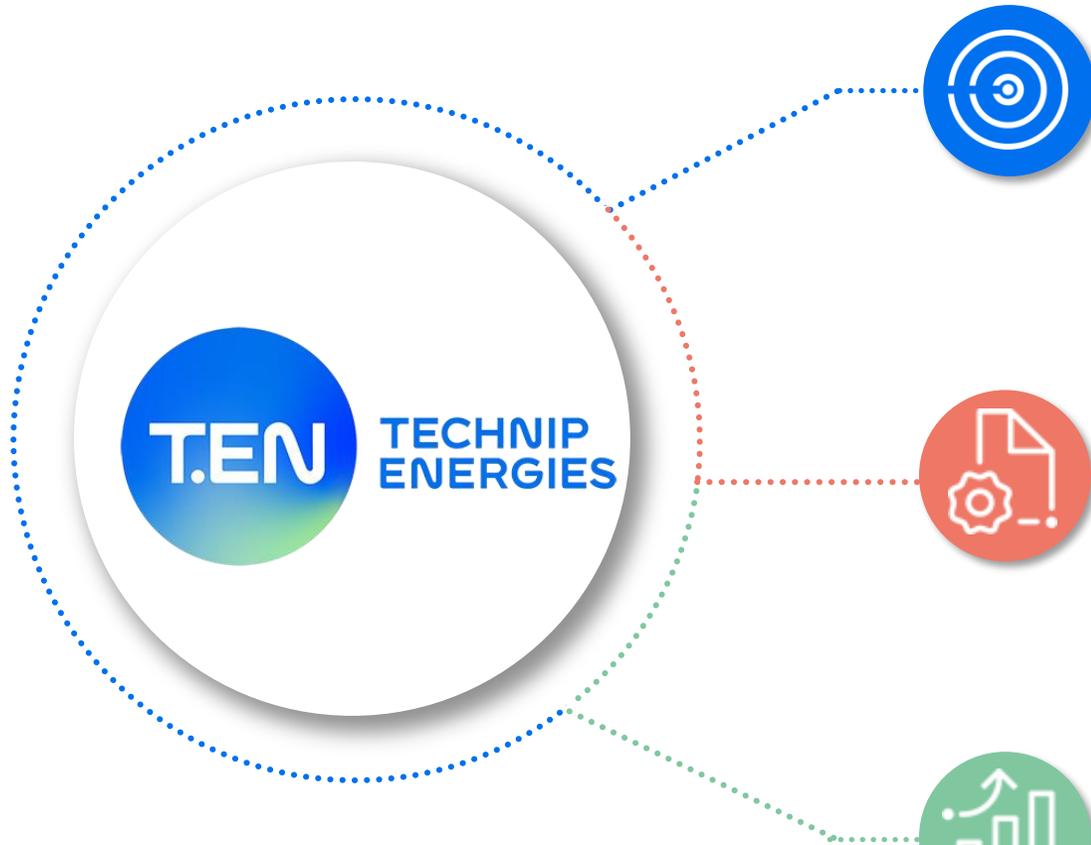
For information regarding known material factors that could cause actual results to differ from projected results, please see the Company's risk factors set forth in the Company's 2022 Annual Financial report filed on March 10, 2023, with the Dutch Authority for the Financial Markets (AFM) and the French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

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

# Technip Energies at a glance

# A leading E&T company for the Energy Transition

## Why invest in Technip Energies



### Strong positioning

- **Leadership**<sup>1</sup> in LNG, H<sub>2</sub> & ethylene
- **Growth** in CCUS, clean H<sub>2</sub>, sustainable chemistry, and floating offshore wind

### Relevant capabilities

- Global **project delivery** partner – with local expertise, smart energy engineers and trusted execution
- Extensive and evolving **technology portfolio** – ability to **integrate & scale up** technologies

### Financially robust

- **Extensive backlog** & pipeline, strong **revenue visibility** with **margin expansion** potential
- **Asset light** with **strong balance sheet** – early cash conversion, **high ROE/ ROIC** and **dividend commitment**

# At a glance

<b>TE</b> Euronext Paris listing ticker ADRs for US investors	<b>Paris</b> Headquarters (the Netherlands incorporated)	<b>60+</b> Years of operations
<b>€6.4B<sup>1</sup></b> Revenue	A leading E&T <sup>2</sup> company for the Energy Transition	<b>€12.0B<sup>3</sup></b> Backlog
<b>€0.52/sh<sup>4</sup></b> Proposed dividend for 2022 +16% Y/Y	<b>BBB-</b> Investment grade rating <sup>5</sup>	<b>~15,000</b> Employees in 35 countries

Financial information is presented under Adjusted IFRS (see Appendix 8.0 of FY 2022 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in Appendix 1.0, 2.0, 3.0.

<sup>1</sup> Revenue for 12-months ending December 31, 2022.

<sup>2</sup> Engineering & Technology

<sup>3</sup> Adjusted Backlog at March 31.

<sup>4</sup> Subject to approval at the Annual Shareholder Meeting on May 10, 2023.

<sup>5</sup> Rating evaluation of S&P Global: BBB-, Outlook Stable & A-3 short-term rating, as of March 11, 2022.

# Technip Energies differentiated hybrid model

An ideal blend to drive robust financials across energy cycles

## T.EN's hybrid model

### Long cycle

#### Project Delivery

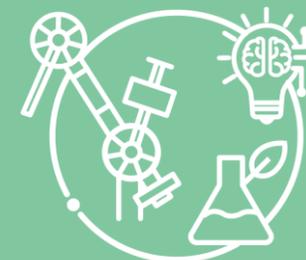


- World class execution
- Selectivity & discipline
- Early cash conversion

€5.0B<sup>1</sup> revenue

### Short cycle

#### Technology Products & Services



- Proprietary technologies
- Strategic growth driver
- Margin accretive

€1.4B<sup>1</sup> revenue

Sector-leading financial performance

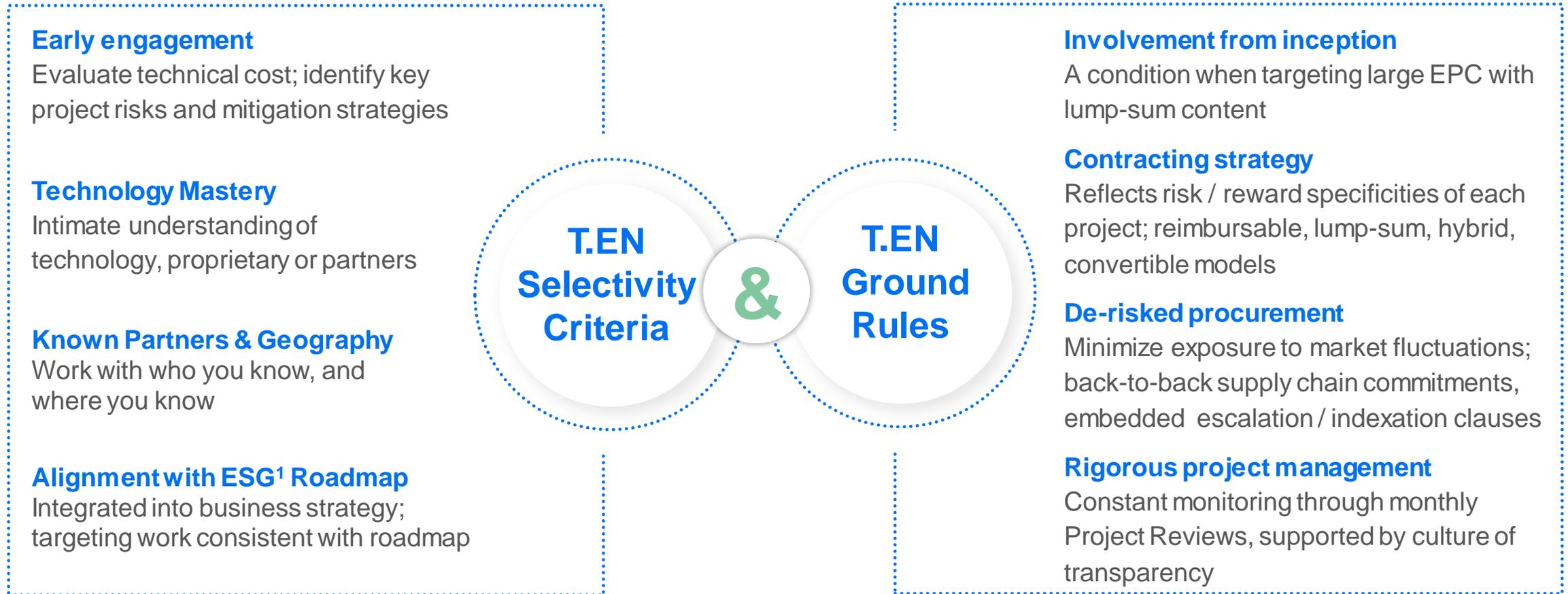
Asset light with robust balance sheet

Resilience to external factors & market cycles

High returns & dividend commitment

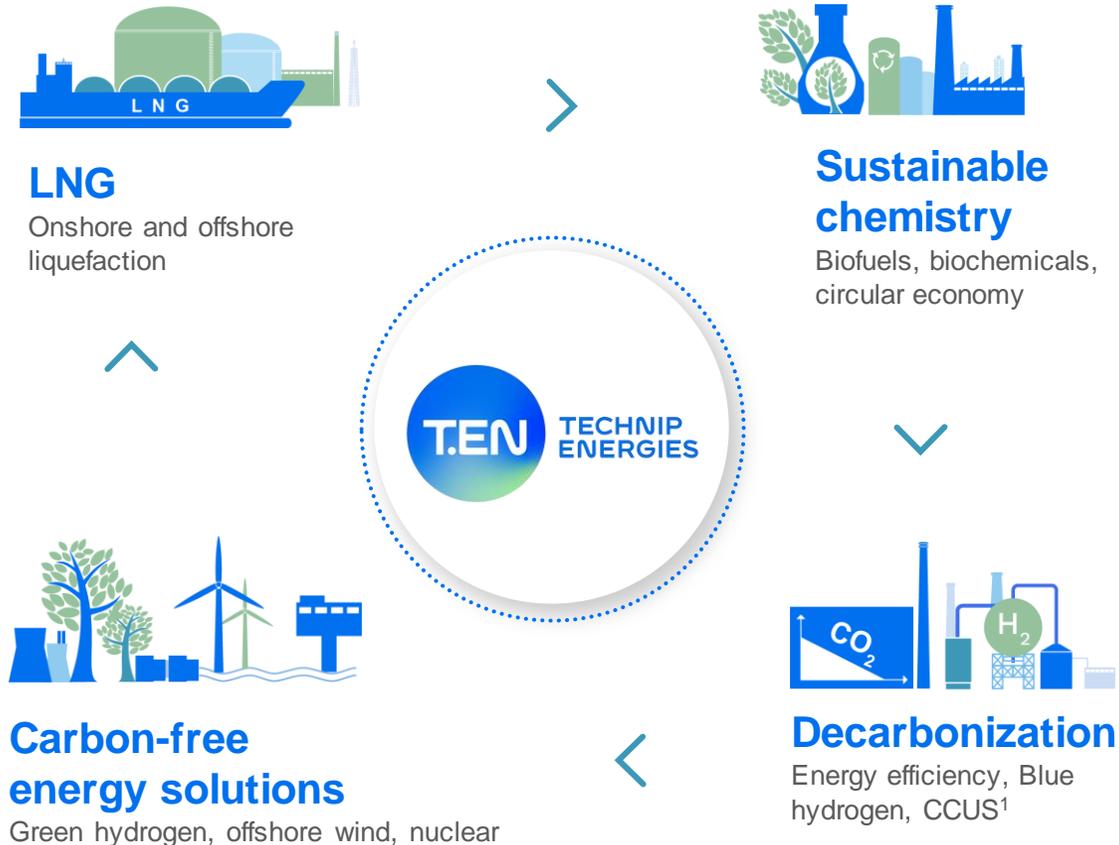
# Disciplined commercial approach reduces risk

Ensures quality backlog, de-risked execution & consistent performance



# Energy Transition is our business

Strong track record in delivering sustainable products and solutions



**Strategic flexibility** – 'architect mindset' meeting customer needs from energy source to end-use.

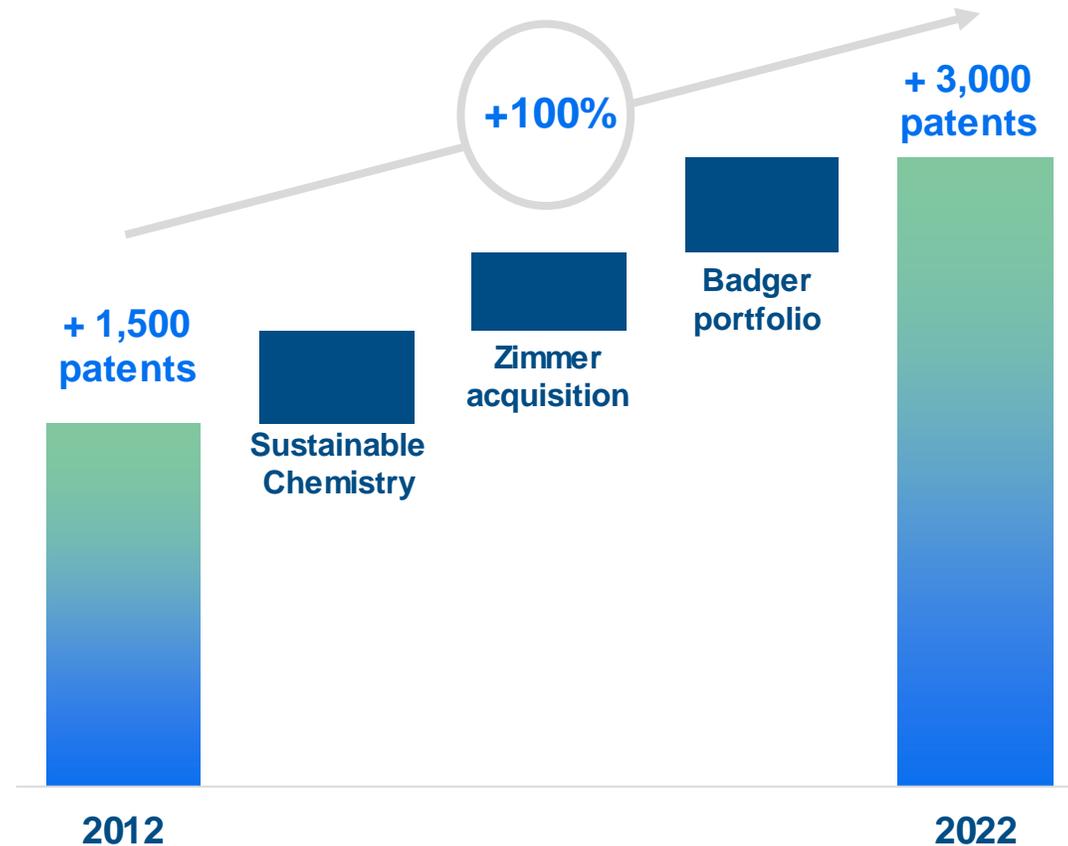
- **Feedstock agnostic** – outstanding energy molecule transformation capabilities.
- **Technology-driven** – integrate complex technologies, including proprietary, to meet project specificities and economic hurdles.

**Exceptional execution** – proven operating model, highly applicable to sustainable energy solutions.

# Proprietary technology and innovation platforms

A leading portfolio of process technologies; bringing external / internal energies together

## Intellectual property portfolio expansion



## Incubating & developing technologies



## Scale-up of breakthrough technologies



## Working with institutions on R&D



Indian Plastics Institute



Stanford ENERGY  
Corporate Affiliates

# Q1 2023 highlights

# Solid Q1 2023 performance

€1.4bn

Adjusted revenue

Q1 2022: €1.6bn

7.6%

Adjusted recurring EBIT margin

Q1 2022: 6.6%

€0.45

Adjusted diluted EPS

Q1 2022: €0.41

## Q1 2023 financial highlights

€0.7bn

Adjusted order intake

Q1 2022: €0.6bn

€12.0bn

Backlog

Q1 2022: €15.6bn

€2.8bn

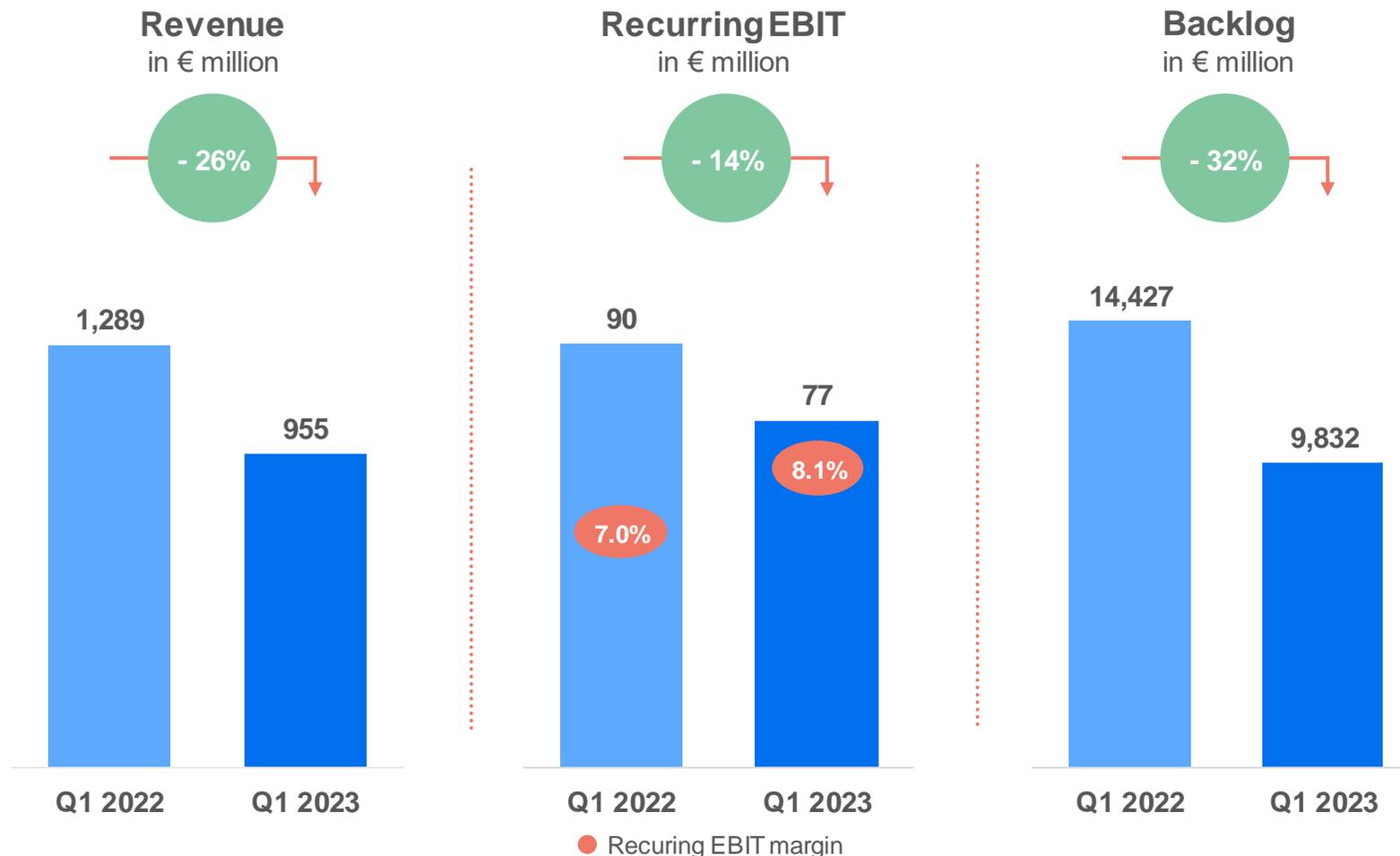
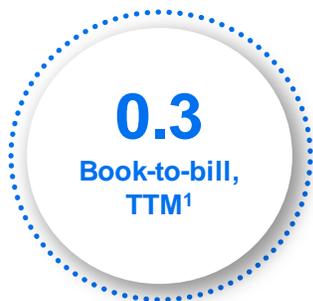
Adjusted net cash

Q1 2022: €3.3bn

# Project Delivery

Sustained excellence in execution in our long cycle segment

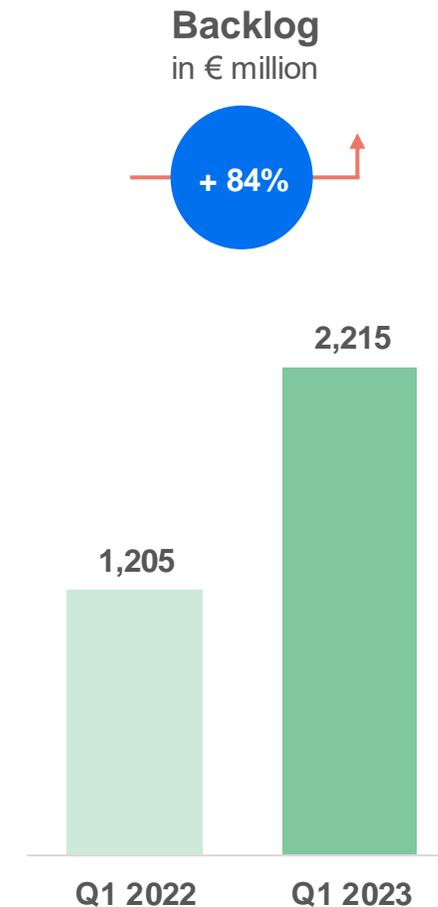
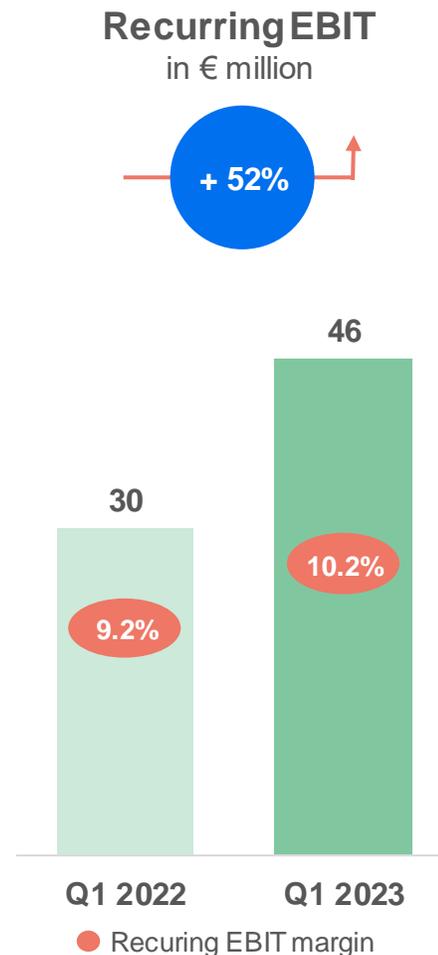
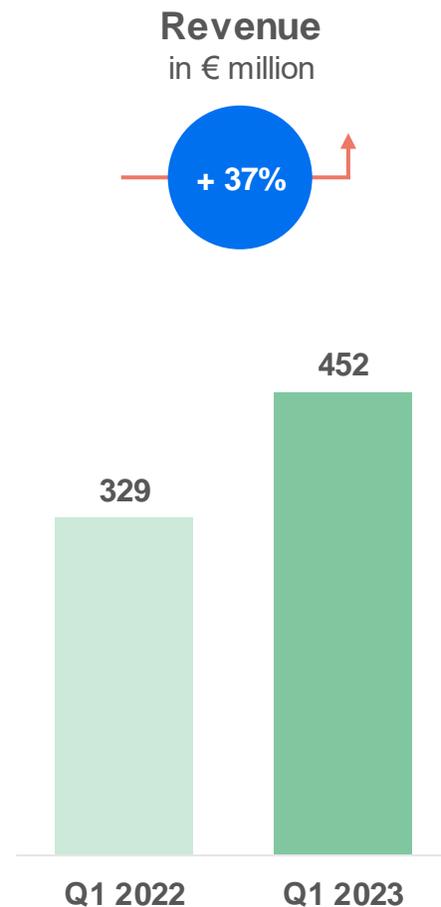
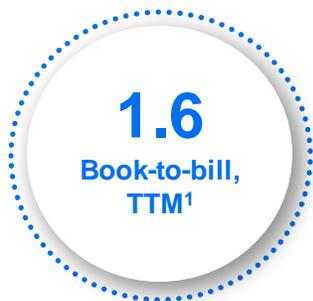
- Revenue: continued ramp-up on Qatar NFE more than offset by loss of revenue associated with Russia LNG projects.
- Margin: +110bps Y/Y; benefiting from strong execution on maturing LNG and downstream projects, and close-outs.
- Backlog: impacted by absence of major awards and ALNG2 project orderly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



# Technology, Products & Services

Substantial backlog increase reinforces revenue growth trajectory

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



# Other key metrics and balance sheet



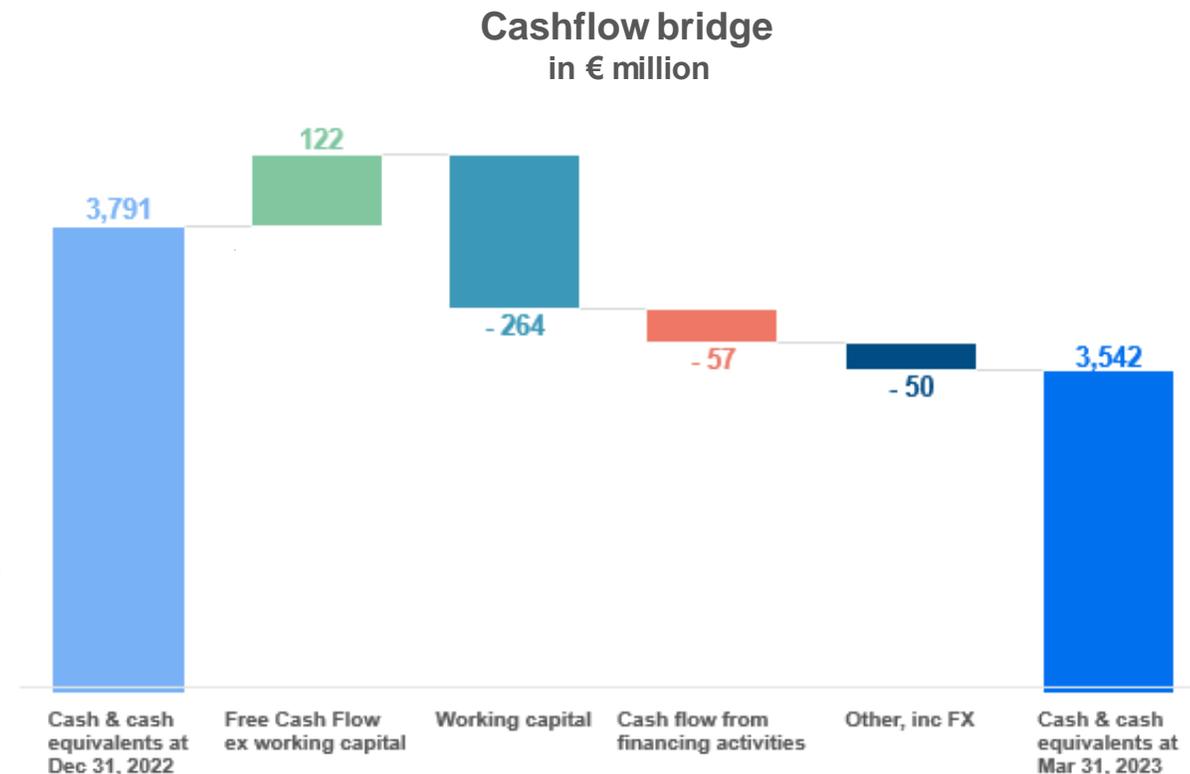
Corporate costs	<b>€16.0 million</b>	Higher Y/Y due to incremental costs associated with strategic projects and pre-development initiatives.
Net financial income	<b>€20.4 million</b>	Reflects higher interest income on cash deposits.
Non-recurring expense	<b>€11.5 million</b>	Non-cash impact of deconsolidation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



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

# Strong underlying cash flows

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



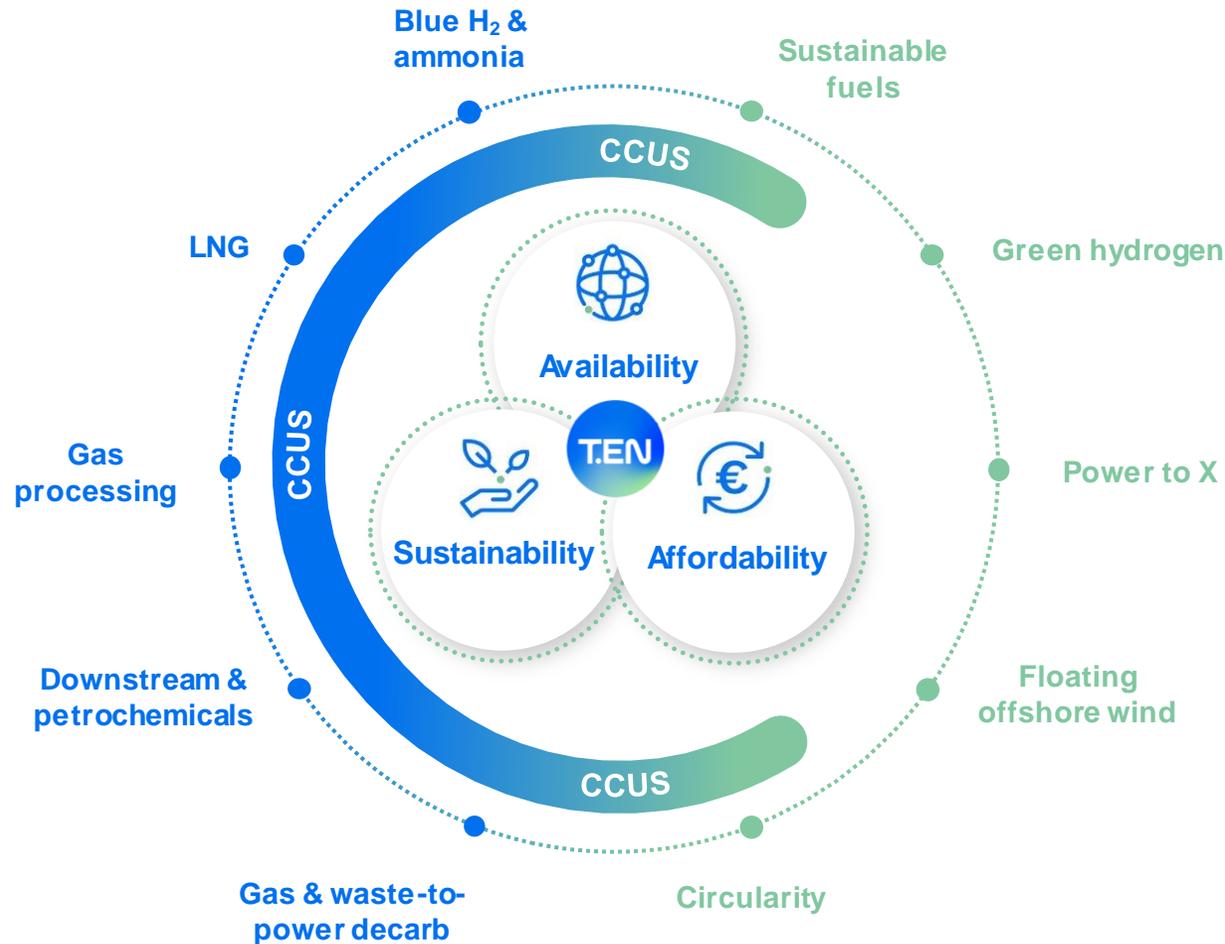
# Outlook

# 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



**CCUS**



**Clean H<sub>2</sub> / Power-to-X**



**Sustainable Fuels**



**FOW**



**>30Mtpa**

*T.EN portfolio from study to EPC*

- Extensive solutions portfolio from pilot to large scale industrialization, competitive LCOE<sup>1</sup>.
- 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, EPC and project phase*

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



**>4GW**

*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



## Sustain LNG leadership

### 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



## Growing TPS

### 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



## Preparing future Core

### Develop leadership in fast-growth markets

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

# T.EN & John Cockerill to create Rely

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



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

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

### Asset light model

Capacity reservation and supply contract providing access to electrolyzer equipment

### Innovation platform

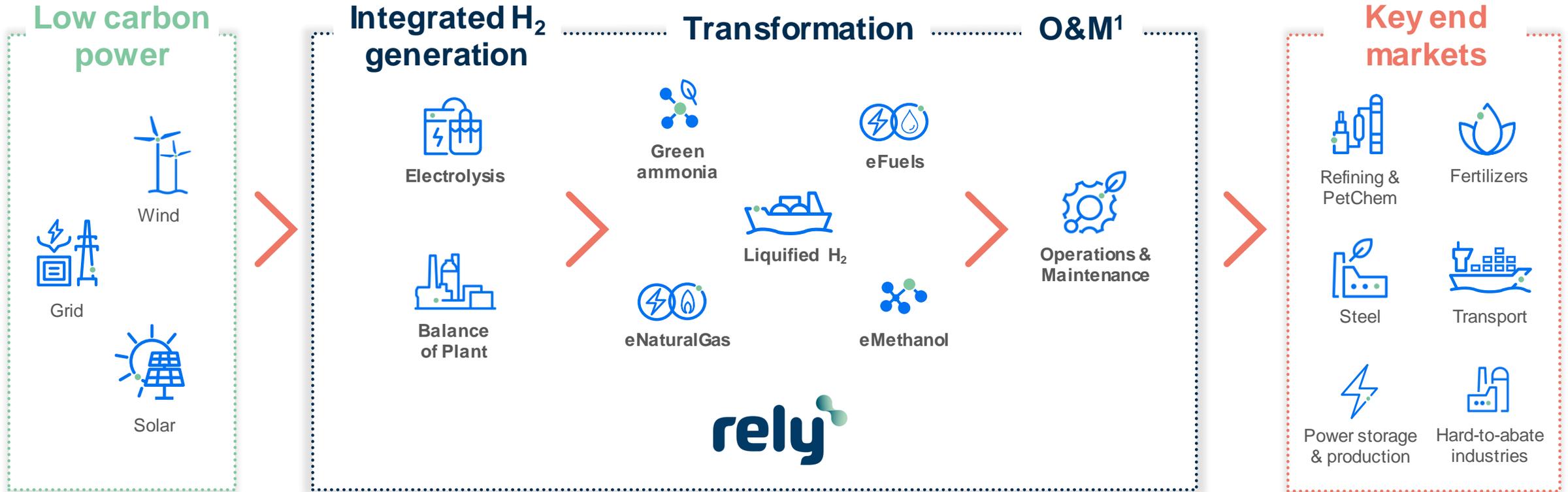
Development of green H<sub>2</sub> technology, proprietary equipment and solutions

### Asset lifecycle offering

From conception to Operations & Maintenance

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

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



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





## Bridging green electrons to molecules

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



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

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



### Yielding strong economic benefits

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



### Driving Sustainability

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

# Environment, Social & Governance

# Technip Energies' DNA

## Our Purpose

Breaking boundaries *together* to engineer a sustainable future

## Our Values

- We**
- actively listen
  - are inclusive and collaborative
  - strive for excellence
  - drive sustainable change
  - don't compromise on safety and integrity

## Our ESG Roadmap



# Our path to a net zero 2050

## Scope 1 & 2



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



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

## Scope 3



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



**Net zero by 2050**

## Avoided emissions



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



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

# Appendix

# Full company guidance for 2023

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



Revenue

**€5.7 - 6.2bn**



EBIT margin

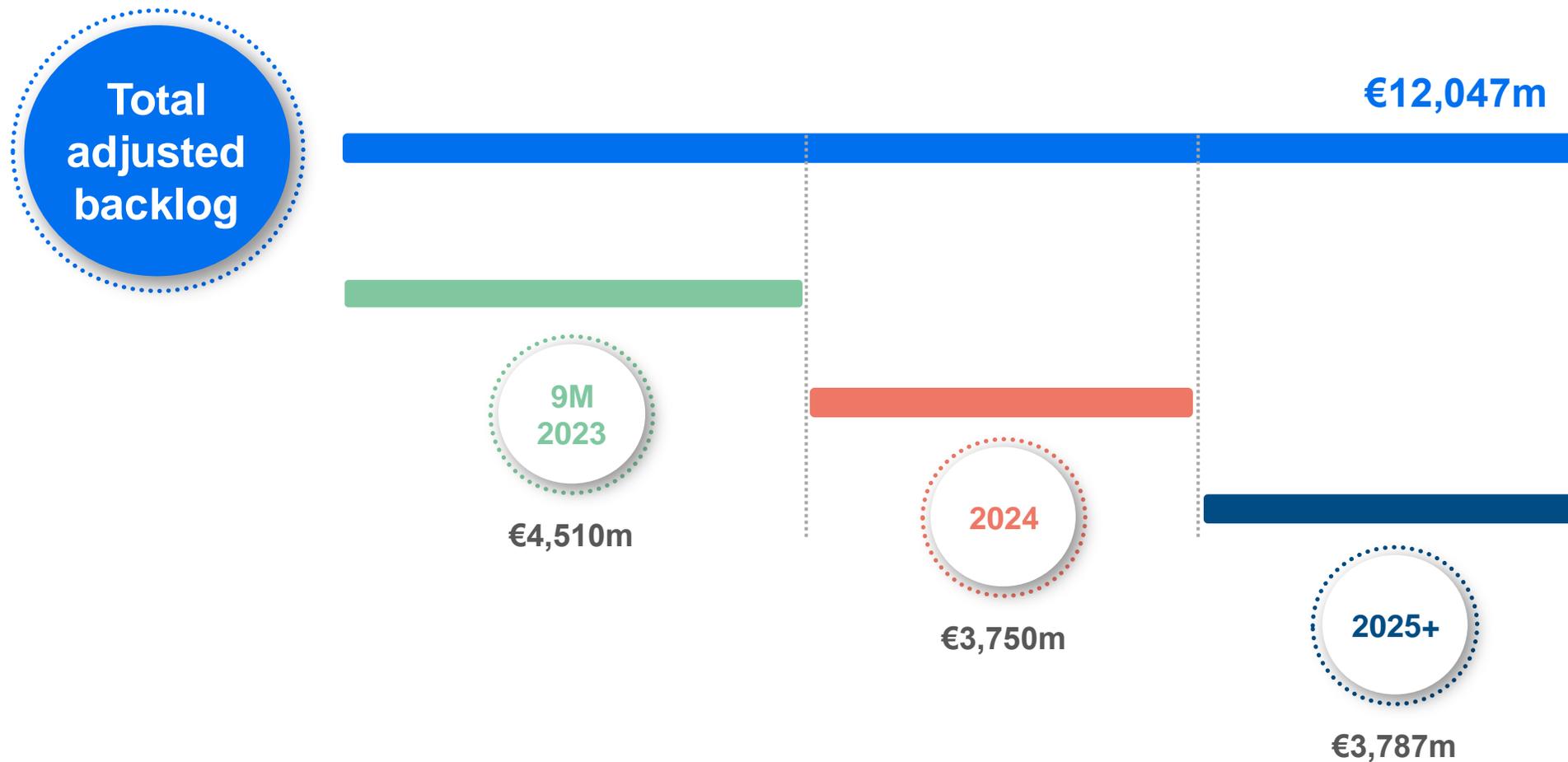
**6.7% - 7.2%**



Effective tax rate

**26% - 30%**

# Backlog schedule



# 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 %<sup>1</sup>  
**6.5% – 7.5%**  
Backlog strength, quality replenishment



Revenue  
**~€2bn** (strategic growth)  
Strengthened backlog, investment, positioning



EBIT %  
**10%-plus**  
Accretive mix evolution

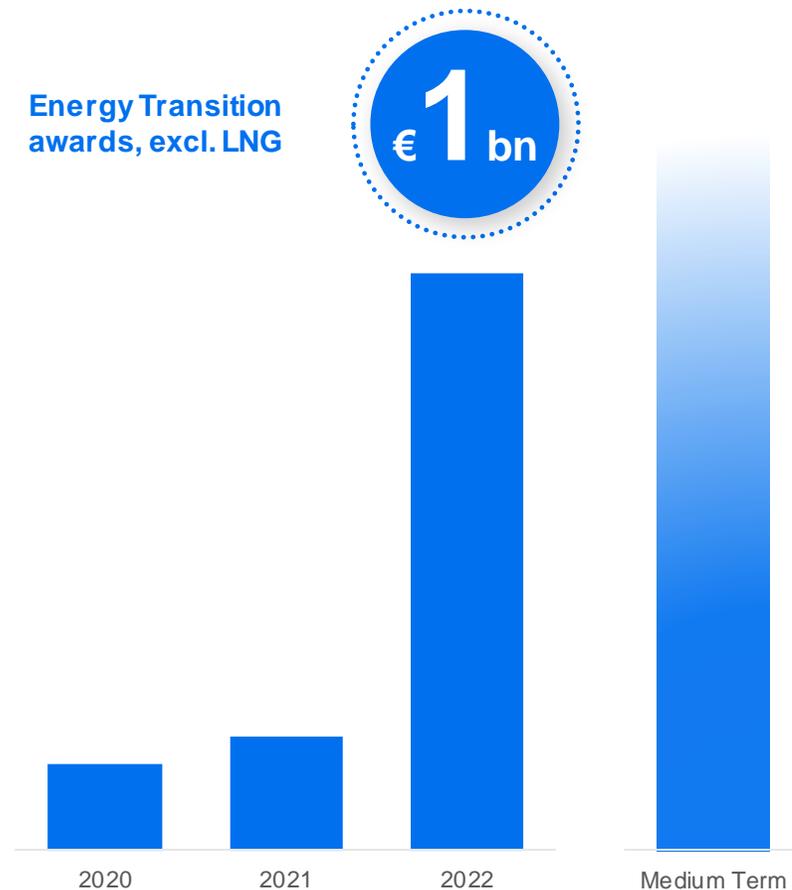


R&D  
**~1% of revenue**  
Expand technology portfolio, support new offerings



# 2022 - A milestone for energy transition awards

A five-fold increase Y/Y



## CO<sub>2</sub> Capture

- Hafslund Oslo Celsio
- ExxonMobil LaBarge
- Calpine Deerpark

## Sustainable Chemistry

- Neste Rotterdam
- OCIKUMHO EPICEROL<sup>®</sup> licence sale
- IVERSON eFuels
- TotalEnergies Grandpuits

## Clean Hydrogen

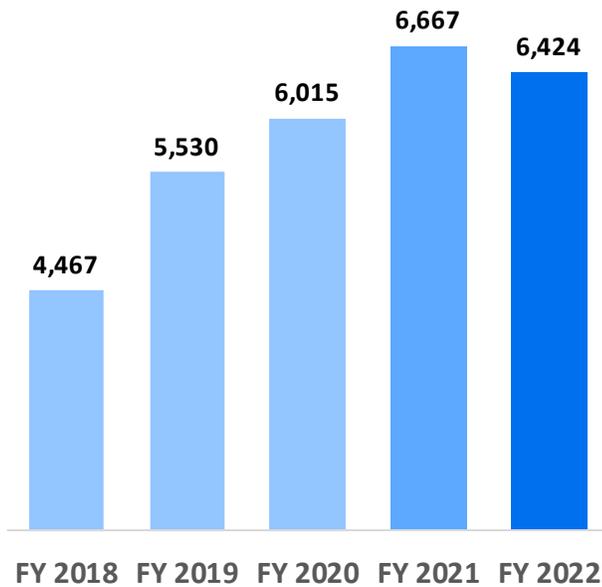
- Green
  - Engie Yuri Green H<sub>2</sub>
  - Engie HyNetherlands
  - Uniper H2Maasvlakte
- Blue
  - LG Chem Blue H<sub>2</sub> by T.EN licence sale
  - ExxonMobil Baytown Blue H<sub>2</sub>

## Floating Offshore Wind

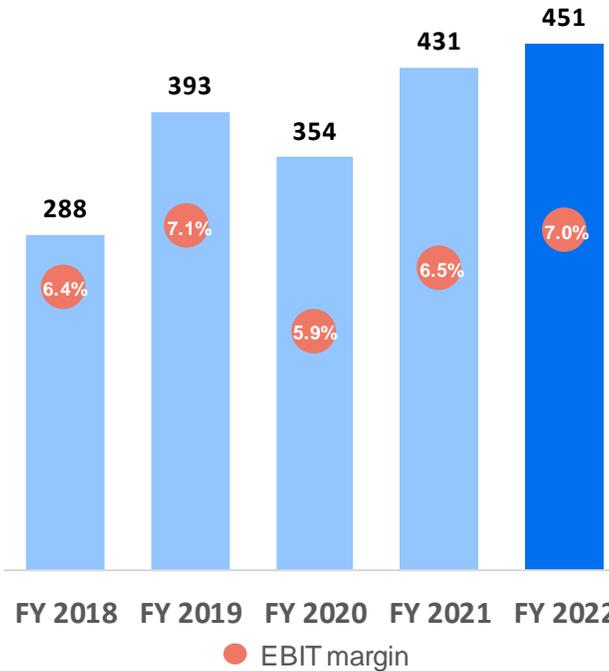
- Corio / TotalEnergies Gray Whale 3
- Equinor Firefly
- Renexia MedWind

# Financial performance – a long-term perspective

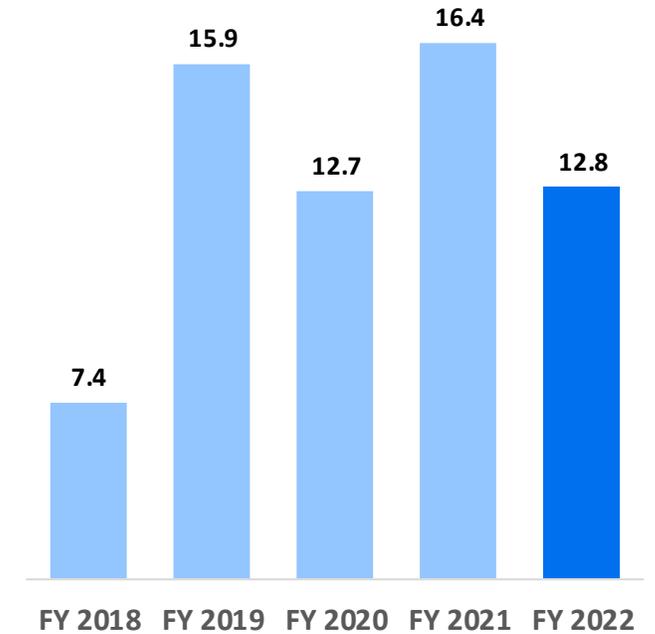
Adjusted Revenue  
in € million



Adjusted Recurring EBIT  
in € million

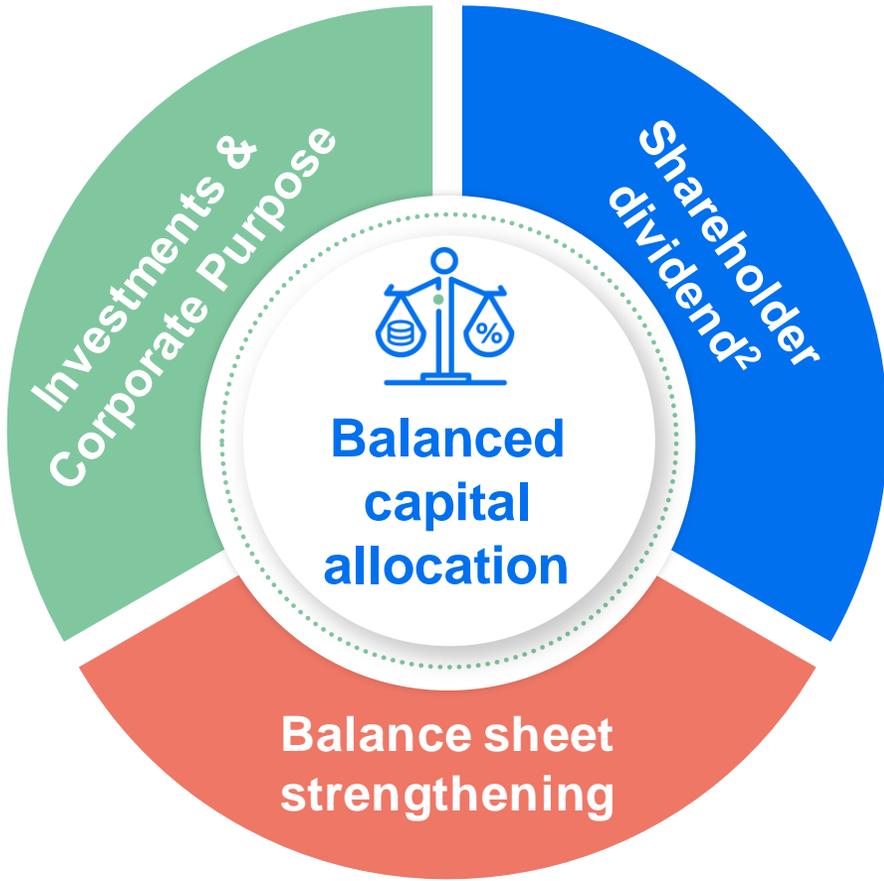


Adjusted Backlog  
in € billion



# Capital allocation – a flexible framework

Consistency in financial performance drives high returns on invested capital



## Sustainable high ROIC<sup>1</sup>



### Shareholder Dividend

Intent to pay a dividend annually that is sustainable with potential for growth over time. Proposed dividend for 2022: €0.52/sh<sup>2</sup>.

### Investments

Deploying capital to capture energy transition technologies / opportunities, and associated business models.

### Balance Sheet Strengthening

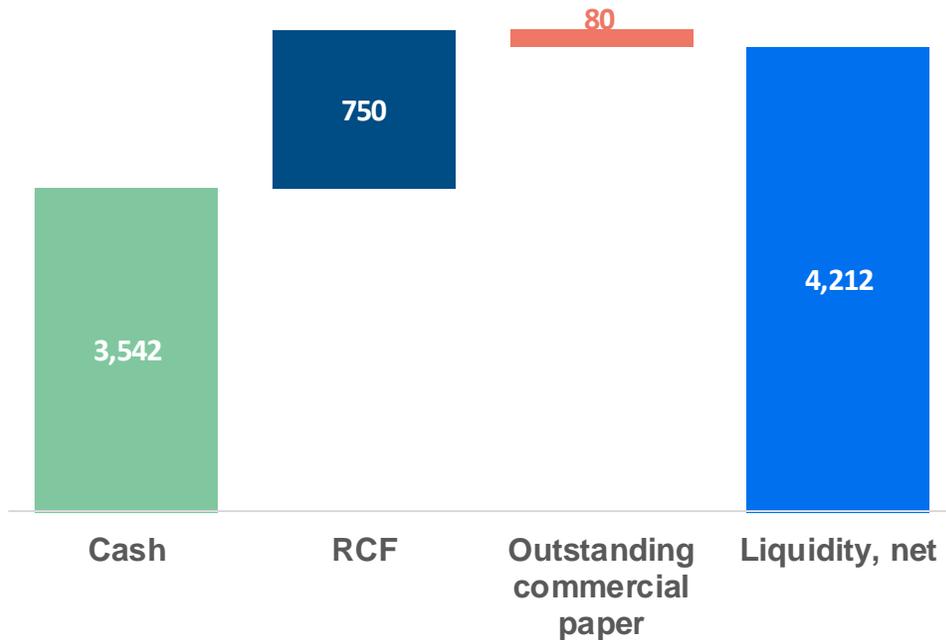
Allowing utilization of excess cash flow to strengthen balance sheet and reserves.

<sup>1</sup>Return on invested capital calculated as: NOPAT (Net Operating Profit After Tax) / Average invested equity (equity + financial debt excl. IFRS 16 lease, FY 2021 and FY 2022). Equity & financial debt and NOPAT based on adjusted IFRS actuals.

<sup>2</sup> Cash dividend of €0.52 per outstanding common share for the 2022 financial year. Subject to approval at the Annual Shareholder Meeting on May 10, 2023.

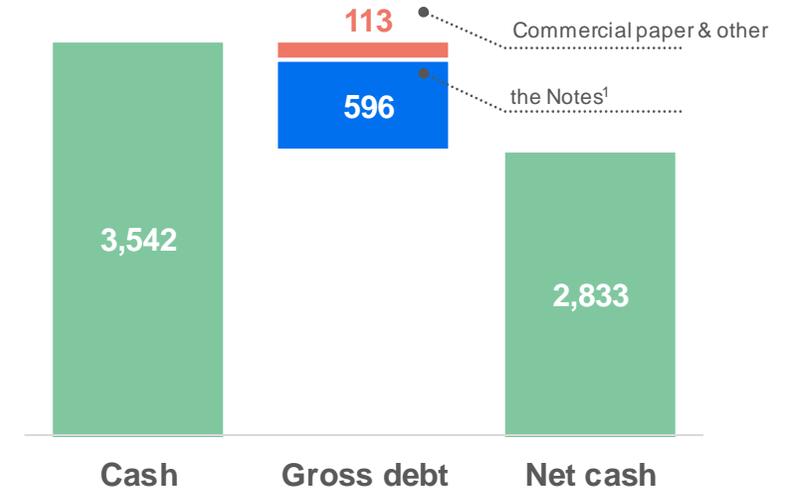
# Differentiated capital structure

Liquidity, March 31, 2023  
in € million



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

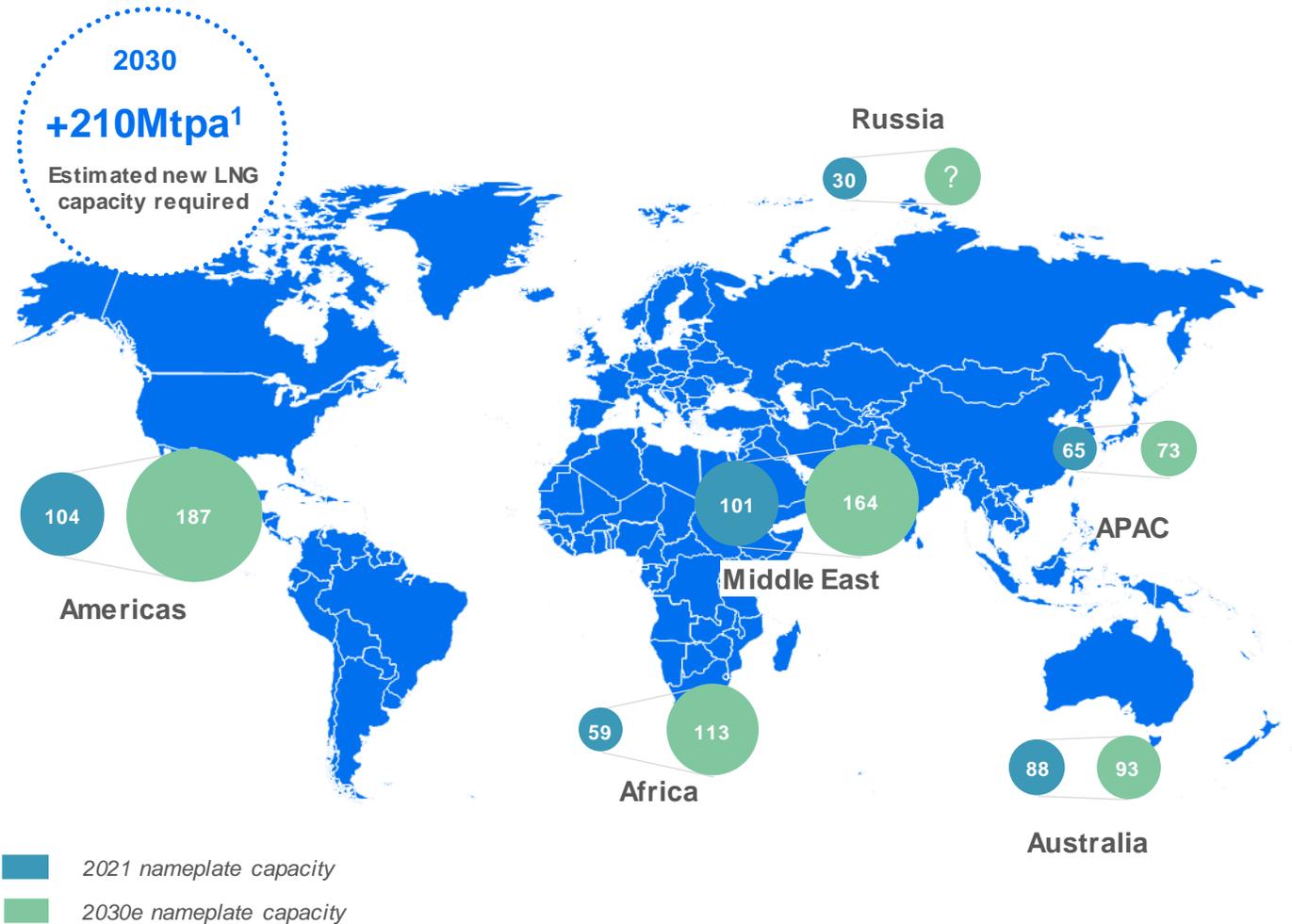
Net cash, March 31, 2023  
in € million



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

# LNG has become critical for energy security

Acceleration in new LNG capacity required with a geographic shift in future supply



## Filling supply gap sooner; the “need for speed”

- Europe urgently requires reliable long-term supply of natural gas.
  - Europe currently imports ~130Mtpa<sup>2</sup> via pipeline from Russia.
  - Any reduction in pipeline supply to Europe will mostly be compensated with LNG.
- Middle East and Americas best positioned to respond.

## T.EN to enable fast track LNG development

- Selectively target and execute traditional large train export terminals.
- Leverage SnapLNG™.
- Seize FLNG opportunities as they become viable.

## Decarbonization agenda remains strong

- Low emission and fully electrified zero carbon LNG production.
- Brownfield opportunities to debottleneck and decarbonize.

<sup>1</sup> Based on Technip Energies estimates derived from IHS / S&P Global. Includes approximately 130Mtpa currently under construction.

<sup>2</sup> Europe imported 175bcm of Russian pipeline gas in 2019 (last full year pre-Covid19), equivalent to ~130Mtpa based on a conversion factor of 0.735 Mtpa/bcm. Source Cedigaz; bp.

# A diversified and innovative downstream offering

Creating value across the downstream value chain



**>40%** ethylene licensing market share<sup>1</sup>



**>45** grassroot ethylene plants

**>30** large refineries

**>350** fertilizer facilities



**>200** modernization & revamping engagements

## Differentiated offering

**Emission reductions through efficiency gains and beyond**

**Digitally-enabled process monitoring, lifecycle services**

**Smart revamps for feedstock flexibility and HSES upgrades**

**Optimize production, refining / petchem integration**

# Ethylene – a leading market position

Leveraging technology leadership into a cyclical upturn

## Ethylene Market to 2031<sup>1</sup>



## Technology licencing leadership

> 40% market share

## Proprietary equipment

Furnace technologies and other items



## Ethylene of the future

Decarbonized through low emission furnaces, electrification, H<sub>2</sub> firing, feedstock circularity

## EPC and services

Selective approach through early engagement

## GDP-led growth with structural market drivers

**Regulation:** CO<sub>2</sub> reduction and circularity (e.g. EU packaging directive)

**In-country value:** national infrastructure projects

**Decarbonization agendas for greenfield and brownfield:**

- Energy efficiency, reduction in fossil feed consumption
- Increased electrification and hydrogen fuel; targeting net zero cracker

## A strong ethylene backlog and pipeline

**Borouge 4, Abu Dhabi**  
FEED, licence and EPC

**INEOS – P1, Belgium**  
FEED, licence & proprietary equipment

**Key geographies:** US, Middle East, Asia Pacific, India

**PT Pertamina new olefin complex, Indonesia**  
FEED

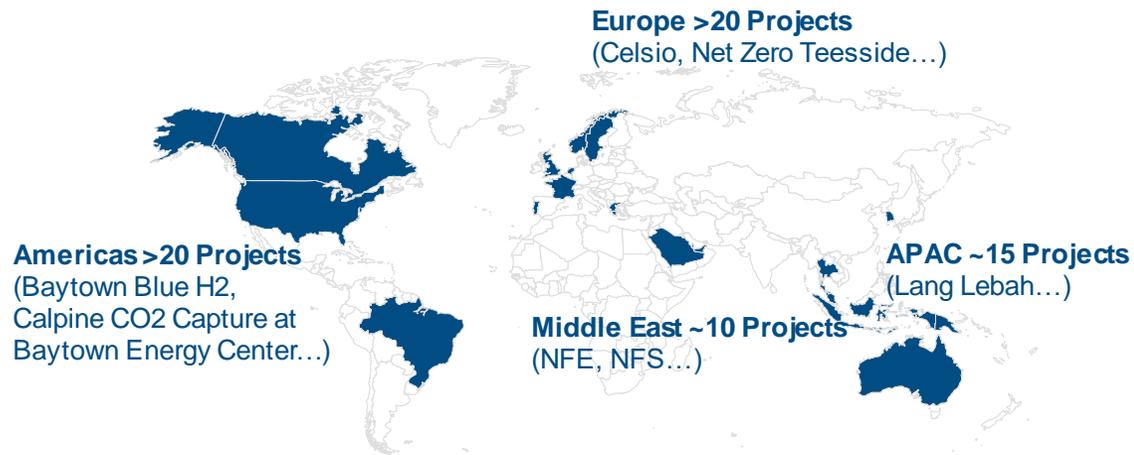
# T.EN a leader in CO<sub>2</sub> Management



Securing contracts to deliver high-impact CCUS solutions across industries



## Active global project portfolio across the value chain





### Leading partnerships with post-combustion CCS technology providers

- Suite of productised innovative solutions
- From pilots and fast-track modules through to world-firsts



<sup>1</sup> Source: Global CCS Institute – Global Status of CCS Report 2022 - Growth in capacity of capture facilities under development  
<sup>2</sup> Source: Rystad Energy estimate of total installed capacity of CO<sub>2</sub> capture operating in 2033. Includes approximately 43 Mtpa currently in operation.  
<sup>3</sup> Mtpa: Million tons per annum

# Floating Offshore Wind



Innovative solutions for clean generation and offshore wind power energy management

## Expertise and technology positioning



**In-house  
cost-competitive floating  
offshore wind foundation**

**INO15™**  
by T.EN

- **Lean and modular design** - Easy to install
- **Industrialization** - Large series fabrication
- **Scalable** - 15MW+ turbines & deeper waters
- **Certification** - DNV basic design approved

## Building a track record

**1<sup>st</sup>**

- Delivered world's first floating turbine (Hywind demo 2.3MW) in Norway
- T&I<sup>1</sup> for first floating turbine park (Hywind pilot - 5x6MW) in Scotland

**INO15™ selected for 1<sup>st</sup> wave of  
commercial FOW farms**

**>4GW**

- T.EN activities in FEED including the 800MW Firefly in South Korea

## Technip Energies value proposition on Floating Offshore Wind

Innovative Technologies

Marine operations,  
logistics & commissioning

Industrialized fabrication

Asset lifecycle management

# Positioning in growth markets

## Sustainable Chemistry



### Bio-fuels

- **Technology integration**  
Intimate understanding of Neste's NEXBTL
- **Technology enabling**  
Hummingbird® selected by LanzaTech for SAF<sup>1</sup>



### Bio-chemistry

- **Technology integration**  
UPM Biochemicals; Europe's largest biorefinery
- **Technology enabling**  
EpiceroI® selected by Meghmani Finechem



### Circular economy

- **Technology development**  
IBM and Under Armour JV for PET<sup>2</sup>
- **Technology commercialisation**  
Plastic waste-to-olefins with APChemi using Pure.rOil by T.EN™.

Technology driven approach  
for a better tomorrow

# Enhance our high value services to customers

Display our unique capabilities through advisory and project management consulting

## Advisory services



**Trusted advisor** on the journey towards a sustainable future

**Proprietary tools**  
Ultra Front End Suite™, Gen-CAT™

Serving the **full breadth** of the energy market

**Transforming** project economics

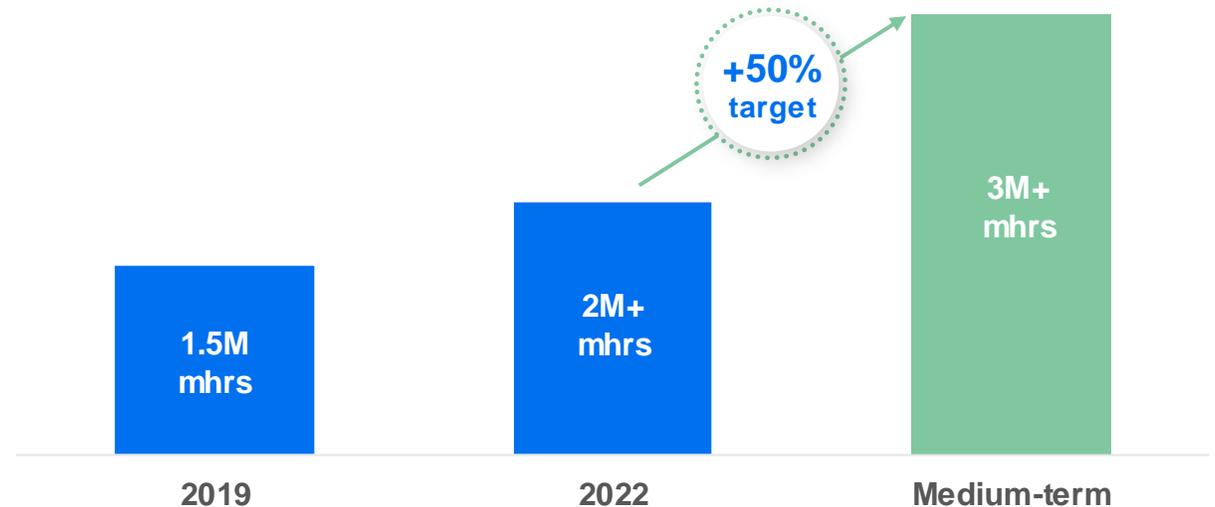
## Project Management Consultancy (PMC)

Support customers to achieve investment and safety goals

De-risk execution from technology selection to delivery

Best-in-class project management competence

Fully integrate with customer teams



# Investing and partnering to drive energy transition



- Investment and strategic partnership with Hy2gen.
  - A **Green H<sub>2</sub> Design – Build – Own and Operate (DBOO)** company.
  - **Large pipeline of projects** producing Green H<sub>2</sub>-based fuels.
  - Deep technological knowledge; **technology agnostic** approach.
- A new business model for Technip Energies to **capture and retain value**.
  - **Equity model** with access to project development.
  - **Operating model**: preferred rights on services / projects.



- Investment in **next-generation FOW<sup>1</sup> technology**.
- Develop **mass manufacturable, competitive structure** to lower LCOE<sup>2</sup>.
- **Strengthen FOW positioning** with a pioneering technology.



- Technology acquisition for **bio-sourced, fully biodegradable** polymers production.
- **Strengthens T.EN's Sustainable Chemicals** portfolio.

## Technip Energies forging its path in the energy transition

Promote services

Expand technology  
portfolio

Strengthen R&D and  
innovation

Deliver on ESG  
roadmap

Retain Value

# Peers landscape

## Projects Delivery

## Technology, Products & Services

### E&C players

SAIPEM  
BECHTEL  
CHiyoda CORPORATION  
LNG  
JGC  
FLUOR  
TECNICAS REUNIDAS  
SMI OFFSHORE  
MCDERMOTT  
Maire Tecnimont

### Engineering consultancy

wood.  
WorleyParsons  
resources & energy

### Technology portfolio

Uhde ThyssenKrupp  
Axens Powering integrated solutions  
Stamicarbon  
HALDOR TOPSOE  
LUMMUS TECHNOLOGY  
Air Liquide creative oxygen  
THE LINDE GROUP  
PRODUCTS AIR  
KBR  
Johnson Matthey Davy Technologies  
Uop A Honeywell Company

### Energy transition pure players

AKER CARBON CAPTURE  
HYON  
MAINSTREAM RENEWABLE POWER

# Stock information and ADR

## Stock



Listed on Euronext Paris / SBF 120 index



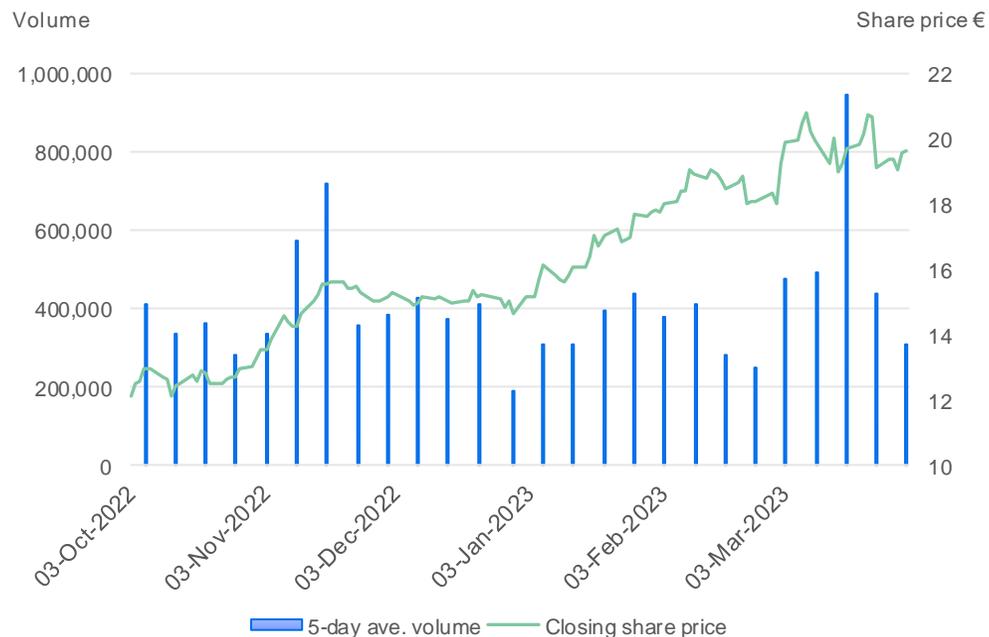
Ticker code: TE / ISIN code: NL0014559478



Free float: 139.0 million / Outstanding shares: 179.8 million



Market Cap at March 31, 2023: €3.5 billion



Source: Thomson Reuters Eikon.



## ADR program



Exchange: Over-the-Counter

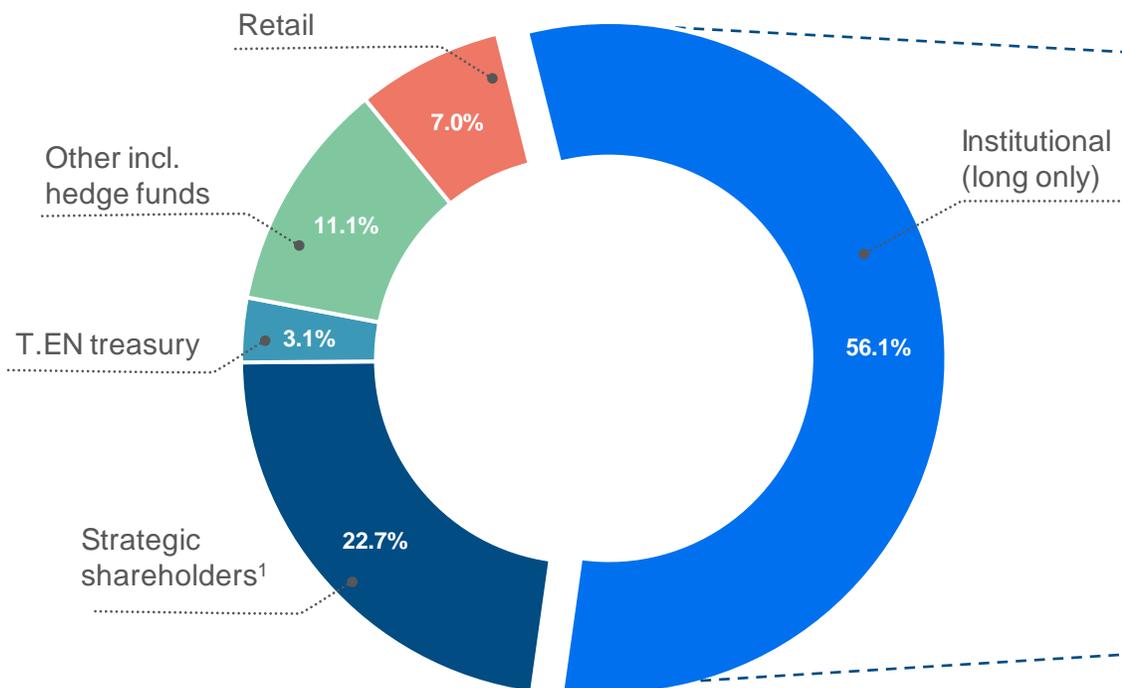


Ratio: 1 ADR : 1 ORD

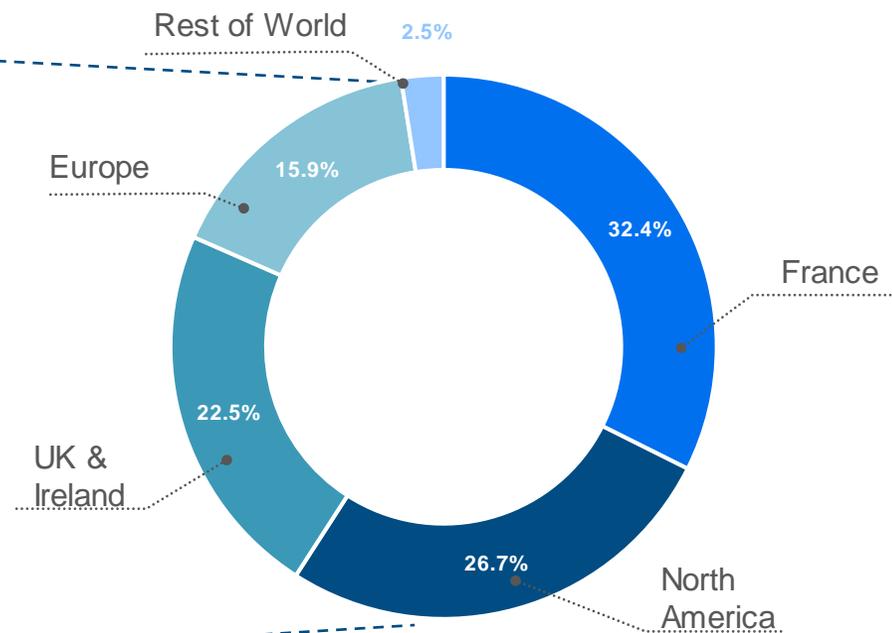
- **DR ISIN:** US87854Y1091
- **Symbol:** THNPY
- **CUSIP number:** 87854Y109
- **American Depositary Receipt (ADR) Program:**  
Sponsored Level I
- **Sponsor of ADR program:**  
J.P. Morgan Chase Bank, N.A.
- **For further information:**  
<https://www.adr.com/drprofile/87854Y109>

# A diversified shareholder structure

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



**Geographic split**  
Institutional investors



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