

# Reaffirming

Strong positioning and outlook in LNG and energy transition markets; full year outlook confirmed

9M 2023 Results

### **Forward looking statements**

This Press Release 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.

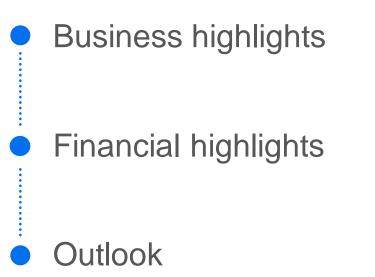
All of the Company's forward-looking statements involve risks and uncertainties, some of which are significant or beyond the Company's control, and assumptions that could cause actual results to differ materially from the Company's historical experience and the Company's present expectations or projections. 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. Please also see Section 1.3 (Principal Risks and Uncertainties) of the Company's 2023 Half-Year Report which was filed with the AFM and the AMF on July 27, 2023.

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



### Welcome







# **Business highlights**

**Arnaud Pieton - CEO** 



# 9M 2023 – Key highlights

Substantial growth in TPS and Project Delivery sequential revenue inflection



Strong operational performance and profitability supports full year outlook



Sustained momentum in TPS orders and strategic development



Significant increase in early engagement and opportunity set for LNG and energy transition



Adjusted revenue

9M 2022: **€4.9**bn



Adjusted recurring EBIT margin

9М 2022: 6.9%

€18.0bn

Adjusted backlog

9M 2022: €13.5bn



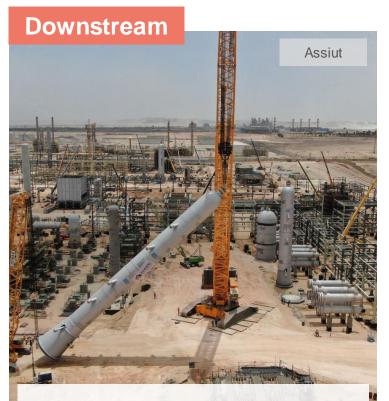
Financial information is presented under adjusted IFRS (see Appendix 8.0 of 9M 23 Results Release). Reconciliation of IFRS to non-IFRS financial measures provided in appendices.

# **Key operational highlights**

Maintaining strong execution across the portfolio

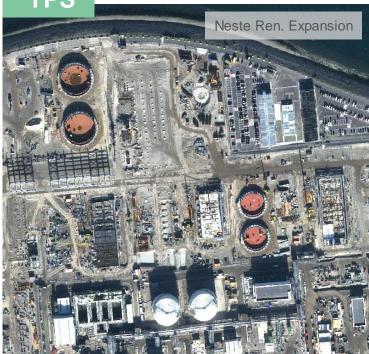


- Eni Coral FLNG: Provisional Acceptance Certificate received.
- Qatar Energy North Field South: Detail design started; first equipment purchased.



- Assiut Hydrocracking Complex: Heavy lifting of the first and second stage reactors completed.
- Long Son Olefins: Plant Commissioning works ongoing.

TPS



- Neste Ren. Expansion Rotterdam: Civil works progressing and piping pre-fabrication started.
- ExxonMobil LaBarge CCS: Mechanical equipment and modules delivery to site started. Site civil works are in progress.

# Positioning for sustained long-term growth

Continued TPS commercial momentum and strategic progress



#### bp Kwinana Biorefinery

• EPF for H<sub>2</sub> production unit in support of planned project to produce SAF / biodiesel.

#### **Galp Sines Refinery**

EPsCm awards for advanced biofuels unit (RD & SAF) and green H<sub>2</sub> unit.

#### Canopy by T.EN™

 Secured studies<sup>1</sup> in 2023 with aggregate capture potential of 12Mtpa+ of CO<sub>2</sub>.



#### Lanzajet collaboration strengthened

• Integrating complementary technologies and global capabilities to deliver SAF projects.

#### Versalis technological platform

• Integrating pyrolysis / purification technology for advanced chemical recycling of plastic waste.

#### rPET pilot plant groundbreaking

• Solving for hard-to-recycle PET polyester garments otherwise lost to the waste stream.



# Investing for the future





R&D spend as % of revenue<sup>2</sup> Proportion of R&D spend on low carbon solutions & energy transition<sup>3</sup>

Develop differentiated solutions for sustainable energy value chains

- Low carbon and carbon free solutions
- Sustainable chemistry
- CO<sub>2</sub> management
- Digital capabilities



<sup>1</sup> Includes feasibility studies, pre-FEED and FEED studies.
<sup>2</sup> Percentage of estimated 2023 research and development expressed as a percentage of company revenues. Actual R&D spend for 2023 is estimated to increase by 30% vs 2022. This excludes expenditures on pilot plants and R&D spend within projects.

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<sup>3</sup> The proportion of total estimated R&D spend in 2023. This metric is consistent with T.EN's ESG roadmap which targets 100% R&D spend allocated for energy transition in 2025.

# Financial highlights

Bruno Vibert - CFO



# 9M 2023 performance underpins FY outlook



Adjusted revenue

9M 2022: **€4.9**bn



Adjusted recurring EBIT



Adjusted diluted EPS

9м 2022: €1.25

### 9M 2023 financial highlights

€**9.5**bn

Adjusted order intake

9M 2022: **€2.7**bn

€**18.0**bn

Backlog

9M 2022: €**13.5**bn

BBB

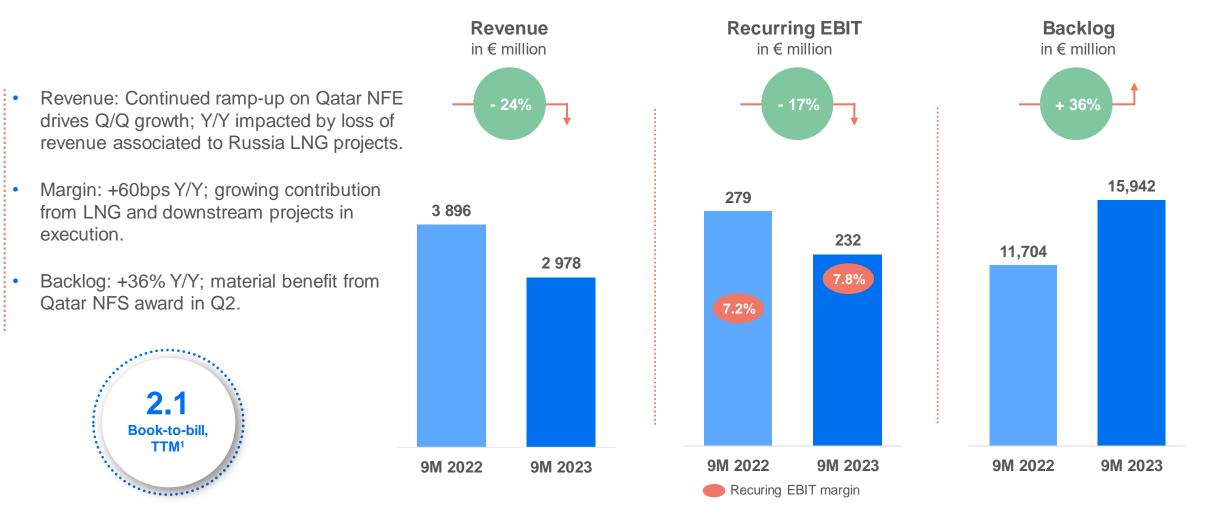
S&P credit rating<sup>1</sup>

Prior: BBB-

Financial information is presented under adjusted IFRS (see Appendix 8.0 of 9M 2023 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices. <sup>1</sup> Rating evaluation of S&P Global: BBB, Outlook Stable & A-2 short-term rating, as of September 26, 2023.

# **Project Delivery**

#### Strong margins on lower revenue; backlog supports return to growth

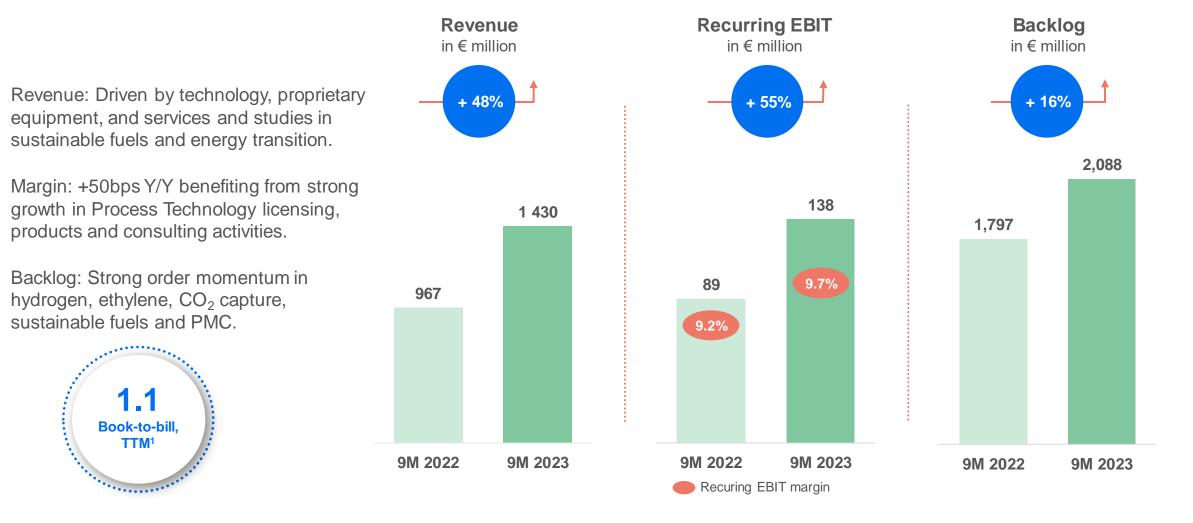




<sup>1</sup> Trailing 12 months.

# **Technology, Products & Services**

#### Substantial growth in segment financials





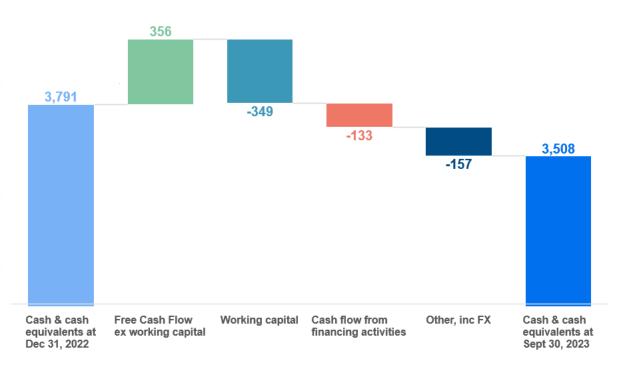
## **Other key metrics and balance sheet**

	Corporate costs	€ 51.2 million	Higher Y/Y due to ESOP <sup>1</sup> and incremental costs associated to strategic and pre-development initiatives.
Income Statement	Net financial income	€ 60.2 million	Improved interest rates on cash & cash equivalents.
· · · · · · · · · · · · · · · · · · ·	Effective tax rate	30.1%	Consistent with upper-end of 2023 guidance range; underlying tax rate, excluding PNF impact, is 27.7%.
	Gross debt	€ 0.7 billion	Stable with 81% long-term, maturing in 2028.
Balance Sheet	Gross cash	€ 3.5 billion	Resilient despite working capital outflows and ALNG 2 project exit.
· · · · · · · · · · · · · · · · · · ·	Net contract liability	€ 2.9 billion	Reflects order intake and backlog flow ytd.



# Solid underlying free cash flow

- Operating cash flow: €40 million; Free cash flow<sup>1</sup>: €7 million, impacted by €349 million working capital outflow:
  - Project Delivery portfolio maturity and ALNG2 project closeout activities.
- Free cash flow, excluding working capital impact, of €356 million; Free cash conversion from adjusted recurring EBIT > 100%.
- Other items of note:
  - €30m capital increase associated with ESOP.
  - €91m dividend paid to shareholders in Q2.
  - Deconsolidation of cash from ALNG 2 Project entities.



Cashflow bridge in € million



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# Outlook

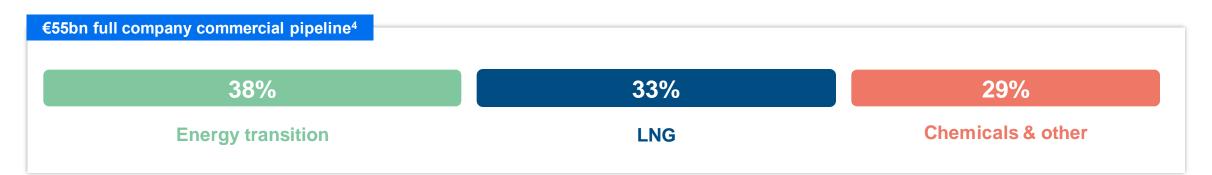
**Arnaud Pieton - CEO** 



# Low-carbon opportunity set outpacing conventional

Front-end engagement supporting T.EN's business transition







<sup>1</sup> 2023 growth rate vs 2021 – includes energy transition FEED and pre-FEED studies, excluding LNG.
 <sup>2</sup> 2023 FEED manhours spent on energy transition, excluding LNG.
 <sup>3</sup> New energy transition customers since 2021 that have generated an order intake of more than €0.5m.
 <sup>4</sup> Commercial pipeline through year-end 2024.

# **T.EN positioning for robust LNG outlook**

Delivering low-carbon LNG with certainty and accelerated time to market





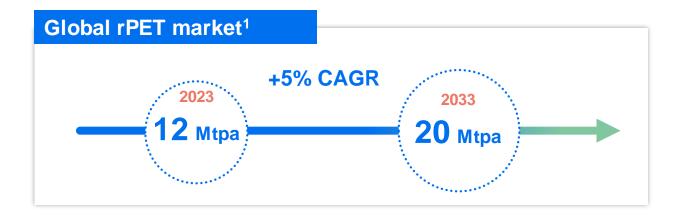
#### The Solution Zero for low-carbon LNG

- An innovative, compact modular and standardised design for mid-scale
- Certainty in cost execution, schedule, reliability and production
- Electrically driven solution with significantly reduced carbon footprint<sup>3</sup>



# **Plastic circularity – a future market for T.EN**

Driven by demand and enabled by technology



#### Structural market drivers

#### **Brand commitments**<sup>2</sup>

25-50% c

#### **EU Regulation<sup>3</sup>**

25%

of recycle PET content committed by major CPGs and textile company

Single-use PET bottles to contain

>25% of rPET by 2025; textile

regulation under assessment

#### **Consumer preference**<sup>4</sup>

~80% of consumers likely to pay more for sustainable brand

#### Capital investment<sup>5</sup>

€40+bn Advanced recycling capital investment estimated by 2030

# T.EN – an active agent of circularity through chemical recycling

### Experienced in plastics & polymers and technology scale-up

Know-how for materials processing, industrialization, licensing and modularization

#### **Proprietary technologies**

Pure.rOil<sup>™</sup> by T.EN, Pure.rGas<sup>™</sup> by T.EN

#### **Ecosystem mastery**

Securing feedstock and offtake, certifying circularity

#### **Promising partnerships**

IBM & Under Armour, Versalis, Agilyx, Synova



<sup>1</sup> Source: Internal assessment based on Euromonitor; IHS Markit; Economist Intelligence Unit.
 <sup>2</sup> Source: Internal assessment based on consumer brand association and Textile Exchange. CPG: Consumer Packages Goods.
 <sup>3</sup> Source: European Commision.
 <sup>4</sup> Source: NielsenIQ and McKinsey analysis.
 <sup>5</sup> Source: CI Circular and McKinsey analysis.

# **Impact-driven ESG yielding results**

Improving recognition on our sustainability journey

#### **ESOP<sup>1</sup> 2023: Sharing value with our people**

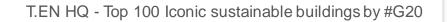


- Successful 1<sup>st</sup> global share employee offering; 2X oversubscribed
- Proportion of employees as shareholders: 33% (vs 5% before ESOP)
- €30m capital increase; equivalent to 1% of shares outstanding
- Reflects engagement and confidence in T.EN's strategy and value creation

#### T.EN sustainability recognition



- MSCI ( sustainalytics) ISS ESG ( CCCC)
- Confirming leadership with AAA rating maintained
- T.EN moves into top 10% within industry group<sup>2</sup>
- **G** T.EN moves into top 30% within industry group<sup>3</sup>





## Key takeaways

# Reaffirming

Solid 9M results with sequential revenue inflection in Project Delivery and substantial growth in TPS; confirming FY outlook

Strong commercial momentum and strategic progress in TPS; technology investment and collaboration support growth outlook

Significant expansion in front-end engagement and attractive commercial pipeline in LNG and energy transition



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# Appendix

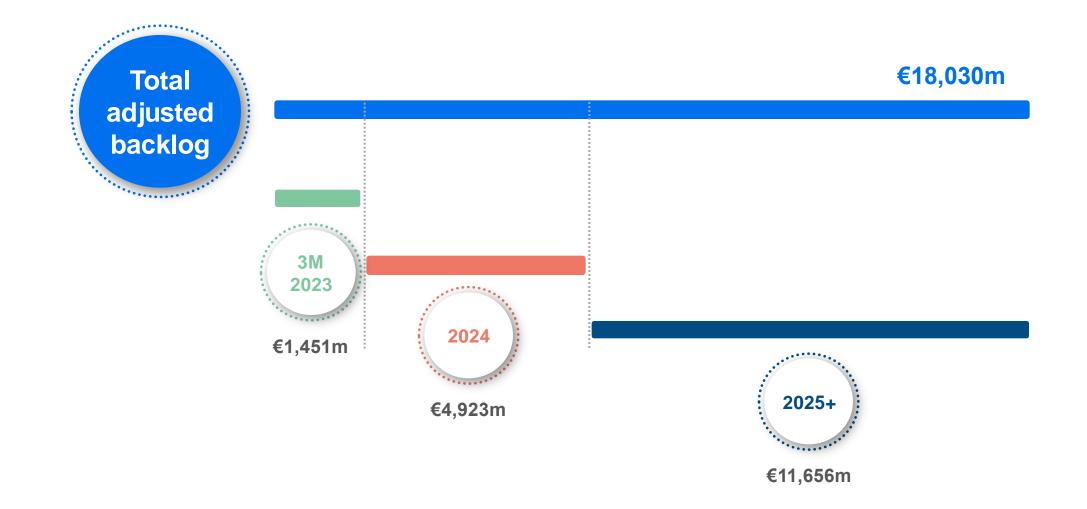


## **Company guidance for 2023**





## **Backlog schedule**





	Proj Deliv		Techn Products &		Corpora alloc		Tot	al
(In € millions)	9M 23	9M 22	9M 23	9M 22	9M 23	9M 22	9M 23	9M 22
Adjusted revenue	2,977.8	3,895.6	1,429.6	966.6	—	_	4,407.4	4,862.2
Adjusted recurring EBIT	231.7	279.2	138.1	88.9	(51.2)	(32.2)	318.6	335.9
Non-recurring items (transaction & one- off costs)	(2.6)	(1.7)	(1.1)	(0.6)	(38.2)	(0.5)	(42.0)	(2.8)
EBIT	229.1	277.5	137.0	88.2	(89.4)	(32.6)	276.6	333.1
Financial income							90.6	20.2
Financial expense							(30.4)	(27.4)
Profit (loss) before income tax							336.8	325.9
Income tax (expense) profit							(101.3)	(97.6)
Net profit (loss)							235.5	228.3
Net (profit) loss attributable to non- controlling interests							(28.2)	(5.4)
Net profit (loss) attributable to Technip Energies Group							207.3	222.9



	Proj Deliv		Techn Products 8		Corpora alloc		Tot	al
(In € millions)	Q3 23	Q3 22	Q3 23	Q3 22	Q3 23	Q3 22	Q3 23	Q3 22
Adjusted revenue	1,070.2	1,271.7	498.5	323.5	—	_	1,568.7	1,595.3
Adjusted recurring EBIT	82.5	111.9	48.9	28.9	(20.5)	(9.3)	110.9	131.6
Non-recurring items (transaction & one- off costs)	0.1	(0.3)	(0.8)	(0.1)	(7.3)	(0.5)	(8.0)	(0.9)
EBIT	82.6	111.7	48.1	28.8	(27.9)	(9.8)	102.9	130.7
Financial income							35.1	11.1
Financial expense							(12.0)	(8.8)
Profit (loss) before income tax							126.0	133.0
Income tax (expense) profit							(32.4)	(38.4)
Net profit (loss)							93.6	94.6
Net (profit) loss attributable to non- controlling interests							(11.4)	(3.3)
Net profit (loss) attributable to Technip Energies Group							82.2	91.3



#### Reconciliation between IFRS and Adjusted – 9M 2023

(In € millions)	9M 23 IFRS	Adjustments	9M 23 Adjusted
Revenue	4,367.5	39.9	4,407.4
Costs and expenses			
Cost of sales	(3,745.1)	(24.0)	(3,769.1)
Selling, general and administrative expense	(280.1)	_	(280.1)
Research and development expense	(39.9)	_	(39.9)
Impairment, restructuring and other expense	(42.0)	_	(42.0)
Other operating income (expense), net	(0.3)	0.1	(0.2)
Operating profit (loss)	260.1	16.0	276.1
Share of profit (loss) of equity-accounted investees	38.1	(37.6)	0.5
Profit (loss) before financial income (expense), net and income tax	298.2	(21.6)	276.6
Financial income	83.7	6.9	90.6
Financial expense	(40.7)	10.3	(30.4)
Profit (loss) before income tax	341.2	(4.4)	336.8
Income tax (expense) profit	(102.5)	1.2	(101.3)
Net profit (loss)	238.7	(3.2)	235.5
Net (profit) loss attributable to non-controlling interests	(28.2)	_	(28.2)
Net profit (loss) attributable to Technip Energies Group	210.5	(3.2)	207.3



#### Reconciliation between IFRS and Adjusted – 9M 2022

(In € millions)	9M 22 IFRS	Adjustments	9M 22 Adjusted
Revenue	4,786.2	76.0	4,862.2
Costs and expenses			
Cost of sales	(4,120.0)	(130.3)	(4,250.3)
Selling, general and administrative expense	(243.5)	_	(243.5)
Research and development expense	(34.5)	_	(34.5)
Impairment, restructuring and other expense	(2.8)	_	(2.8)
Other operating income (expense), net	2.6	1.0	3.6
Operating profit (loss)	388.0	(53.3)	334.7
Share of profit (loss) of equity-accounted investees	34.0	(35.6)	(1.6)
Profit (loss) before financial income (expense), net and income tax	422.0	(88.9)	333.1
Financial income	19.3	0.9	20.2
Financial expense	(131.2)	103.8	(27.4)
Profit (loss) before income tax	310.1	15.8	325.9
Income tax (expense) profit	(100.6)	3.0	(97.6)
Net profit (loss)	209.5	18.8	228.3
Net (profit) loss attributable to non-controlling interests	(5.4)	_	(5.4)
Net profit (loss) attributable to Technip Energies Group	204.1	18.8	222.9



Financial information is presented under adjusted IFRS (see Appendix 8.0 of 9M 2023 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices.

#### Reconciliation between IFRS and Adjusted – Q3 2023

(In € millions)	Q3 23 IFRS	Adjustments	Q3 23 Adjusted
Revenue	1,537.2	31.5	1,568.7
Costs and expenses			
Cost of sales	(1,331.8)	(15.2)	(1,347.0)
Selling, general and administrative expense	(101.3)	—	(101.3)
Research and development expense	(16.2)	_	(16.2)
Impairment, restructuring and other expense	(8.0)	_	(8.0)
Other operating income (expense), net	6.7	(0.5)	6.2
Operating profit (loss)	86.6	15.8	102.4
Share of profit (loss) of equity-accounted investees	22.3	(21.8)	0.5
Profit (loss) before financial income (expense), net and income tax	108.9	(6.0)	102.9
Financial income	32.6	2.5	35.1
Financial expense	(13.9)	1.9	(12.0)
Profit (loss) before income tax	127.6	(1.6)	126.0
Income tax (expense) profit	(32.8)	0.4	(32.4)
Net profit (loss)	94.8	(1.2)	93.6
Net (profit) loss attributable to non-controlling interests	(11.4)	—	(11.4)
Net profit (loss) attributable to Technip Energies Group	83.4	(1.2)	82.2



Financial information is presented under adjusted IFRS (see Appendix 8.0 of 9M 2023 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices.

#### Reconciliation between IFRS and Adjusted – Q3 2022

(In € millions)	Q3 22 IFRS	Adjustments	Q3 22 Adjusted
Revenue	1,569.5	25.8	1,595.3
Costs and expenses			
Cost of sales	(1,345.8)	(25.2)	(1,371.0)
Selling, general and administrative expense	(83.4)	_	(83.4)
Research and development expense	(12.4)	_	(12.4)
Impairment, restructuring and other expense	(0.9)	_	(0.9)
Other operating income (expense), net	1.6	1.4	3.0
Operating profit (loss)	128.6	2.0	130.6
Share of profit (loss) of equity-accounted investees	23.9	(23.8)	0.1
Profit (loss) before financial income (expense), net and income tax	152.5	(21.8)	130.7
Financial income	10.7	0.4	11.1
Financial expense	(37.2)	28.4	(8.8)
Profit (loss) before income tax	126.0	7.0	133.0
Income tax (expense) profit	(37.8)	(0.6)	(38.4)
Net profit (loss)	88.2	6.4	94.6
Net (profit) loss attributable to non-controlling interests	(3.3)	_	(3.3)
Net profit (loss) attributable to Technip Energies Group	84.9	6.4	91.3

Financial information is presented under adjusted IFRS (see Appendix 8.0 of 9M 2023 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in appendices.



## **Adjusted statements of financial position**

(In € millions)	9M 23	FY 22
Goodwill	2,097.0	2,096.4
Intangible assets, net	117.5	108.2
Property, plant and equipment, net	102.1	103.2
Right-of-use assets	211.8	223.1
Equity accounted investees	31.7	29.9
Other non-current assets	257.0	243.5
Total non-current assets	2,817.1	2,804.3
Trade receivables, net	1,231.9	1,245.8
Contract assets	468.5	355.4
Other current assets	782.5	815.1
Cash and cash equivalents	3,507.7	3,791.2
Total current assets	5,990.6	6,207.5
Total assets	8,807.7	9,011.8
Total equity	1,904.4	1,736.3
Long-term debt, less current portion	595.9	595.3
Lease liability – non-current	172.5	195.8
Accrued pension and other post-retirement benefits, less current portion	105.5	101.7
Other non-current liabilities	107.7	124.5
Total non-current liabilities	981.6	1,017.3
Short-term debt	135.5	123.7
Lease liability – current	74.1	72.9
Accounts payable, trade	1,540.1	1,861.5
Contract liabilities	3,407.6	3,383.5
Other current liabilities	764.4	816.6
Total current liabilities	5,921.7	6,258.2
Total liabilities	6,903.3	7,275.5
Total equity and liabilities	8,807.7	9,011.8



## **Adjusted statements of cashflows**

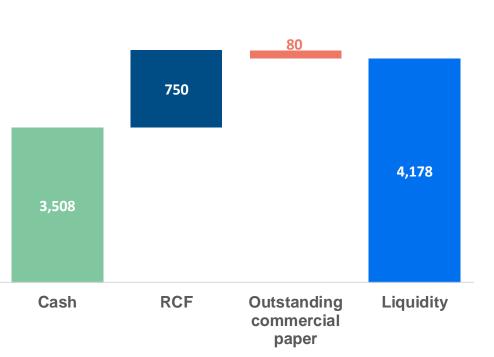
(In € millions)	9M 23	9M 22
Net profit (loss)	235.5	228.3
Other non-cash items	153.1	82.9
Change in working capital	(349.1)	(152.6)
Cash provided (required) by operating activities	39.5	158.6
Acquisition of property, plant, equipment and intangible assets	(33.0)	(34.3)
Acquisition of financial assets	(31.6)	(10.5)
Proceeds from disposal of assets	0.1	_
Proceeds from disposals of subsidiaries, net of cash disposed	(111.3)	(2.2)
Other	0.4	_
Cash provided (required) by investing activities	(175.4)	(47.0)
Capital increase	29.7	
Net increase (repayment) in long-term, short-term debt and commercial paper	12.6	62.9
Purchase of treasury shares	_	(53.5)
Dividends paid to Shareholders	(91.1)	(79.0)
Other (o/w dividends paid to non-controlling interests and lease liabilities repayment)	(84.2)	(71.6)
Cash provided (required) by financing activities	(133.0)	(141.2)
Effect of changes in foreign exchange rates on cash and cash equivalents	(14.6)	216.1
(Decrease) Increase in cash and cash equivalents	(283.5)	186.5
Cash and cash equivalents, beginning of period	3,791.2	3,810.1
Cash and cash equivalents, end of period	3,507.7	3,996.6



### **Differentiated capital structure**

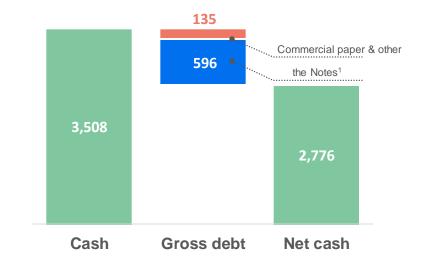
Net liquidity, September 30, 2023

€ million



• Robust liquidity position comprised of €4.2 billion of gross cash plus €670 million of available capacity under the RCF (€750 million net of €80 million outstanding commercial paper).





- Strong net cash position of € 2.8 billion.
- Short-term debt accounts less than 20% of total debt.



# **Stock information and ADR**

#### Stock

- Listed on Euronext Paris / SBF 120 index
- Ticker code: TE / ISIN code: NL0014559478
- Free float: 140.9 million / Outstanding shares: 181.6 million
- € Market Cap on Sept 30, 2023: €4.3 billion





\$ 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



# **Technip Energies upcoming investor events**

Opportunities to interact with company management and investor relations

November 2, 2023	Nine Months 2023 Results
November 6, 2023	J.P. Morgan Global Energy Conference, London
November 15, 2023	BNP Paribas Exane Mid Cap Conference, Paris
November 20, 2023	IR Roadshow: Geneva
November 29, 2023	CIC Forum by Market Solutions, Paris
January 11, 2024	ODDO BHF Forum, Lyon
January 15-18, 2024	CFO Roadshow: US West Coast
February 29, 2024	Full Year 2023 Results

#### **Investor Relations Team**

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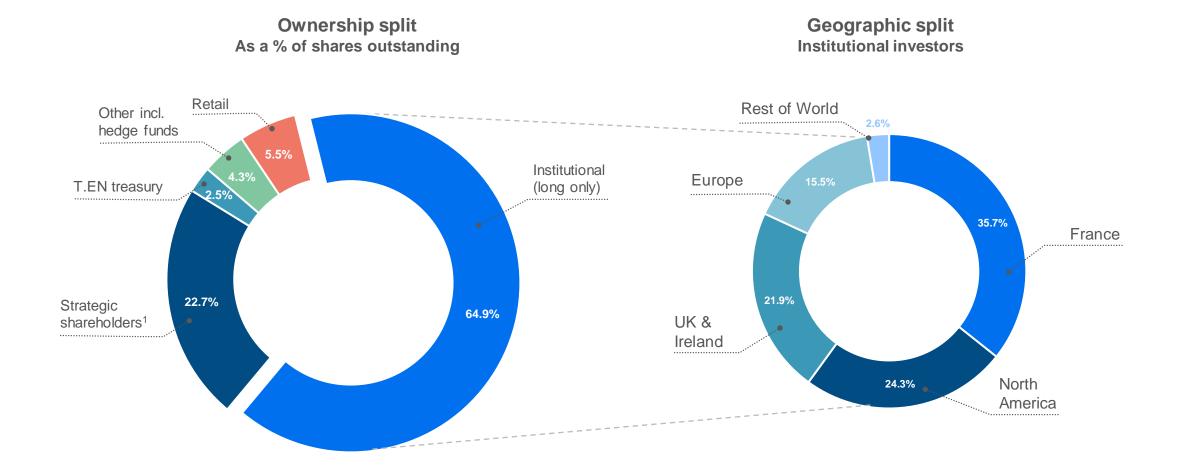
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#### **Melanie Brown**

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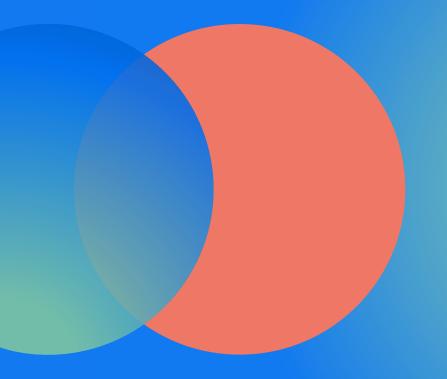
### A diversified shareholder structure



T.E.N TECHNIP

Source: S&P Global Markit shareholder analysis as of June 30, 2023. <sup>1</sup> Includes stock held by HAL Investments B.V, Bpifrance, IFP Energies Nouvelles, and members of the Board.





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