

## Technip Energies Capital Markets Day 2024

### *A strong growth path to 2028 and beyond with value creation designed to last*

Paris, Thursday, November 21, 2024. Technip Energies (PARIS:TE) (the “Company”), a Technology and Engineering powerhouse leading in energy and decarbonization infrastructure development, will host a Capital Markets Day (CMD) at 1pm GMT to update on the Company’s strategy and business outlook. The CMD will take place in-person for investors and financial analysts in London, with the plenary presentations [webcast here](#).

#### **Arnaud Pieton, CEO of Technip Energies, stated:**

*“Technip Energies (T.EN) is a company in motion. We have delivered strong financial performance since creating the company in 2021, and the strategic choices we have made position us to play a more prominent role in our markets, leveraging our leadership and differentiation to fuel more growth and capture more value. Today, T.EN is part of the solution as we are key to securing access to sustainable energy through our proven operating model, our technologies and unparalleled scale-up capabilities. In addition to a strong long-term growth outlook for our core business, we are diversifying and broadening our portfolio of solutions and customers, establishing our leadership in new markets. As such, T.EN is set to thrive in any energy transition scenario. With our substantial commercial pipeline of more than €75bn, our complementary business segments are primed to transform this expanding market opportunity into revenue growth with enhanced profitability through 2028 and beyond. Moreover, our balance sheet strength, with over €1 billion of available firepower, and highly cash generative business model support future dividend growth and enable us to deploy capital selectively to drive further value creation. Through continuous innovation, smart engineering and excellence in execution, T.EN is set to win the affordability battle, bridging prosperity and sustainability for a world designed to last.”*

#### **Financial guidance and medium-term framework**

Based on its current outlook, and assuming no major changes to the macro-economic and geopolitical environment, T.EN announces the following financial guidance and medium-term framework:

#### **Financial guidance by segment for 2025**

- Project Delivery revenue: €5.0 – 5.4bn, EBITDA margin: ~8%
- Technology, Products & Services (TPS): revenue €2.0 – 2.2bn, EBITDA margin: ~13.5%
- Corporate costs: €50 – 60m

### **Financial framework for 2028**

- Project Delivery revenue: >€6.0bn, EBITDA margin: ~8.5%
- TPS revenue: >€2.6bn, EBITDA margin: ~14.5%
- Corporate costs: ~€60m

### **Free cash flow\* outlook**

- Free cash flow conversion from EBITDA expected at 70% – 85%, excluding working capital
- 2024 – 2028 cumulative free cash flow of €2.2 – 2.6bn

### **Key factors supporting T.EN's financial guidance, framework and outlook**

#### **Strong market growth and business diversification**

Energy (e.g. LNG) and energy derivatives (e.g. ethylene) markets will continue to grow at long-term historical rates (i.e. GDP+) through to 2040 supported by structural megatrends – rising population, urbanization and economic growth – and the need to bridge economic prosperity and sustainability. At the same time, decarbonization (e.g. carbon capture, clean hydrogen, sustainable fuels) and circularity markets will mature, scale and accelerate with strong double digit compound annual growth through to 2040. T.EN's core competences in process engineering, technology integration and scale-up, and project execution are also attracting new customer profiles beyond the traditional energy domain, notably in hard-to-abate sectors including power, aviation, and cement. In aggregate, T.EN's addressable market is inexorably expanding in the near-to-medium term and accelerating in the long-term.

#### **Attractive commercial opportunity set**

T.EN's commercial pipeline of more than **€75 billion** through to the end of 2026 is well balanced by market and geography and further supports business expansion and diversification. About two thirds of the pipeline is within established energy and energy derivatives markets, with one-third dedicated to decarbonization markets. The opportunity set for decarbonization has grown substantially since 2021, and while these markets are maturing at different paces and in different geographies, it is significant that T.EN now has a €20 billion-plus pipeline across carbon capture, blue molecules, green molecules, and sustainable aviation fuel – with each market representing multi-billion-euro opportunities. As a decarbonization leader, T.EN brings the flexibility and selectivity to capitalize on the richness of this pipeline and thrive in these markets.

#### **Complementary growth engines power 2028 financial framework: uncapping Project Delivery, sustaining TPS momentum**

**Project Delivery:** this segment provides an extremely robust baseload of activity and cash flows derived from a de-risked and dynamic portfolio. Today, T.EN uncaps the growth opportunity with a 2028 Project Delivery revenue target of more than €6 billion, delivering

controlled growth in an expanding market while staying true to its selectivity principles and discipline. The quality of T.EN's backlog and opportunity set combined with its strong execution and efficiency gains support further expansion of its best-in-class EBITDA margin to ~8.5%.

**TPS:** for its short-cycle, margin-accretive segment, T.EN is strengthening its capabilities, upskilling and growing its workforce, and innovating to expand its technology and product offerings. TPS revenue of more than €2.6bn in 2028 will have an accretive mix drawing on higher Technology & Product content, driving EBITDA margins to ~14.5%.

### **Capital allocation**

The strength of the Company's balance sheet, with more than €1 billion of available firepower (adjusted for project-associated cash), coupled with sustainable free cash flow generation, underpins T.EN's commitment to a disciplined and effective capital allocation that prioritizes shareholder returns and accretive investments while maintaining its investment grade balance sheet.

The Company's priorities are:

- 1) **Dividends:** to payout a minimum range of 25% – 35% of free cash flow, excluding working capital, with growth aligned to its earnings trajectory; and
- 2) **Value accretive investments:** to allocate free cash flow to enhance differentiation and capture more value through TPS-focused M&A and investment in adjacent business models. For example, Reju – a Technip Energies company focused on materials regeneration – has the potential to generate annual revenue of €2 billion-plus within 10 years.

Subject to investment opportunities and market conditions, supplemental shareholder returns will be considered, including share buybacks.

\* Free cash flow is stated excluding working capital and post IFRS 16 lease repayment.

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## About Technip Energies

Technip Energies is a global technology and engineering powerhouse. With leadership positions in LNG, hydrogen, ethylene, sustainable chemistry, and CO2 management, we are contributing to the development of critical markets such as energy, energy derivatives, decarbonization, and circularity. Our complementary business segments, Technology, Products and Services (TPS) and Project Delivery, turn innovation into scalable and industrial reality.

Through collaboration and excellence in execution, our 17,000+ employees across 34 countries are fully committed to bridging prosperity with sustainability for a world designed to last.

Technip Energies generated revenues of €6 billion in 2023 and is listed on Euronext Paris. The Company also has American Depositary Receipts trading over the counter.

For further information: [www.ten.com](http://www.ten.com)

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## Important Information for Investors and Security holders

### *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 2023 Annual Financial Report filed on March 8, 2024 and in the Company's 2024 Half-Year Report filed on August 1, 2024, with the Dutch Autoriteit Financiële Markten (AFM) and the French Autorité des Marchés Financiers (AMF) 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.*

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