

SECTION 4

Products and Services focus

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SVP One T.EN Delivery & MD India

Case study - Ethylene

A flexible commercial offering feeding both TPS and PD



SUSTAINED LEADERSHIP

A portfolio of market leading proprietary technologies for liquid, steam, and mixed feed ethane crackers

50+ years track record

150 grassroots plants

40%+ global licensing market share



DIFFERENTIATED OFFERING

A technology and product offering:

- Technology licensing, process design
- Furnace technologies and other key products
- Post license assistance

Full scale project delivery:

- Mega projects
- Modernization and expansion



ETHYLENE OF THE FUTURE

Investment in core technology:

- Continuous R&D
- Energy efficiency and decarbonization

Key innovations:

CO₂ to Ethylene:   





Net zero cracker:  

Rotating olefins cracker:  

~€500m EBIT realized since 2015

Productized solutions

accelerating time-to-market and improving project economics

ETHYLENE	LNG	CARBON CAPTURE	GREEN HYDROGEN												
															
<p>Proprietary products and solutions embedded with technology</p>	<p>Pre-engineered, standardized modules integrated with technology</p>	<p>Integrated post-combustion modularized solutions – small to mega scale</p>	<p>Configurable productized plant</p>												
<p>NextGen Furnace</p> <p>SPYRO®</p> <p>Rippletrays™</p>	<table border="1"><tr><td>2.5 Mtpa production capacity</td><td>~2 years time-to-market saving</td></tr><tr><td colspan="2">Zero CO₂ emissions in operation</td></tr></table>	2.5 Mtpa production capacity	~2 years time-to-market saving	Zero CO ₂ emissions in operation		<table border="1"><tr><td colspan="2">C10, C100, C200 10, 100, 200 ktpa</td></tr><tr><td>C+ Customized sizing & design</td><td>Marine Offshore optimized design</td></tr></table>	C10, C100, C200 10, 100, 200 ktpa		C+ Customized sizing & design	Marine Offshore optimized design	<table border="1"><tr><td>35% less equipment</td><td>100MW Electrolyzer capacity</td></tr><tr><td colspan="2">30 months EPC lead time</td></tr></table>	35% less equipment	100MW Electrolyzer capacity	30 months EPC lead time	
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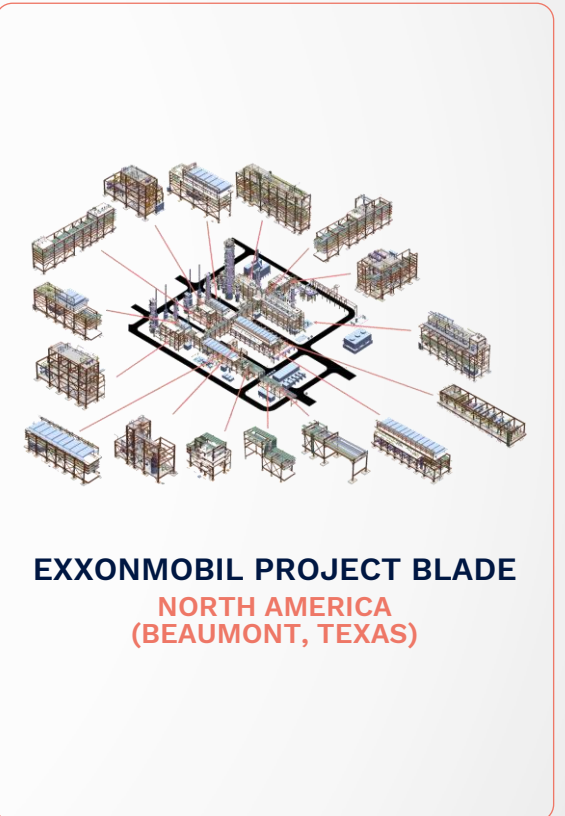
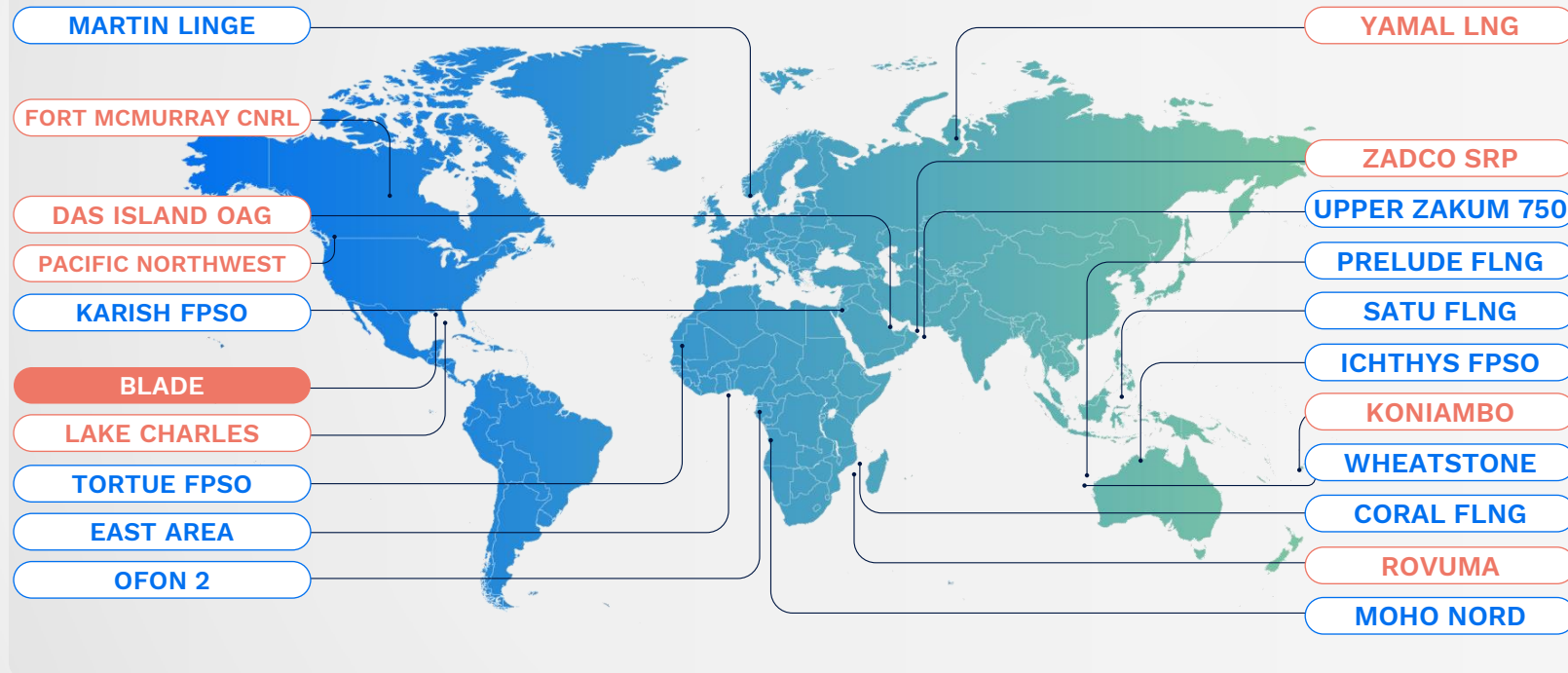


Pioneering in modularized delivery

Our modularization experience driving technology productization

MODULAR PROJECTS & STUDIES OVER THE LAST 10 YEARS

● Onshore ● Offshore



T.EN strategic assets

enablers of productization

LOADING SYSTEMS

65+

YEARS OF
EXPERTISE

360+

NO. OF
EMPLOYEES

Leading fluid transfer system
provider

Core market: LNG, offshore

New markets¹: LCO₂, LH₂, NH₃

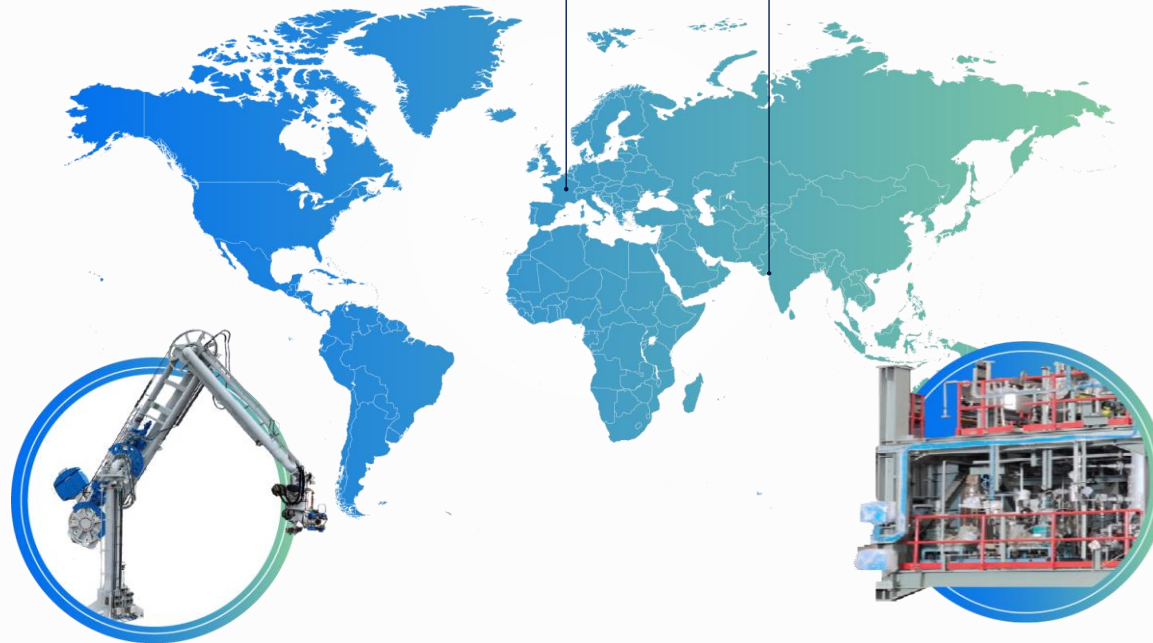
15,000+

LOADING ARMS DELIVERED

Advanced technology,
expertise & innovation

¹ Liquefied CO₂, Liquefied H₂, Ammonia

SENS, FRANCE



DAHEJ, INDIA

FABRICATION & MANUFACTURING FACILITY

50+

YEARS OF
EXPERTISE

160+

NO. OF
EMPLOYEES

A multi-purpose
mid-size facility

Customized to support
T.EN projects, and
productization strategy

3,500+

EQUIPMENT & PRODUCTS
DELIVERED

Dahej: a conveyor belt
for productization

An expansive services offering

OFFERINGS ACROSS MARKETS AND THE COMPLETE VALUE CHAIN

EXPANDING PORTFOLIO

ADVISORY & EARLY ENGINEERING

Advisory, due diligence, and sustainability services

Asset impact solutions

Project concept development, feasibility studies, FEED

WORK HOURS



GENESIS

650k+

2023

10%

CAGR

800k+

2025 target

PROJECT MANAGEMENT AND DETAILED ENGINEERING

Project life cycle management & consultancy

Detailed engineering & optimization

Procurement services & construction management

WORK HOURS

PMC

3m+

2023

30%

CAGR

5m+

2025 target

+ Digital Services

+ Project operations



PULL-THROUGH REVENUES

RESILIENCE TO EXTERNAL FACTORS

PREMIUM CUSTOMER ENGAGEMENT

DE-RISKED AND ACCRETIVE REVENUE STREAMS

Building the Future

Productization and Services growth

MONETIZING IP AND
ENHANCING VALUE
CREATION THROUGH OUR
STRATEGIC ASSETS

PENETRATING THE
RAPIDLY EVOLVING
DECARBONIZATION AND
CIRCULARITY MARKETS

EXPANDING SERVICES –
OUR GATEWAY TO A
WIDER CLIENT BASE AND
NEW MARKETS