

Q2 2022

# Technip Energies Investor Relations Overview

# **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", "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 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 these 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, such as Russia's invasion of Ukraine, the associated sanctions and the impact these will have on our and/or our customers' activities conducted in or related to Russia) 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, including its 2021 Form 20-F filed on March 25, 2022.

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.

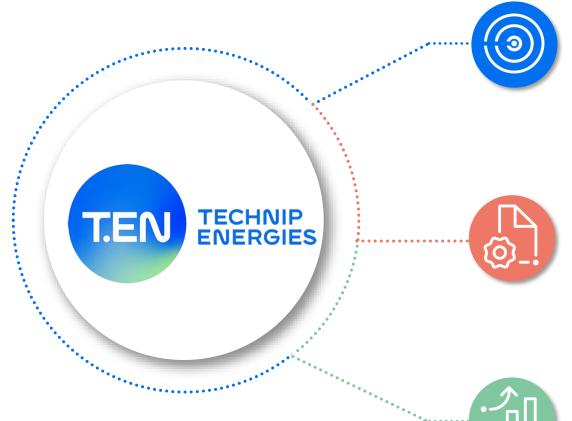


# Technip Energies at a glance



# 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
- **Growing** in blue and green H<sub>2</sub>, sustainable chemistry & CO<sub>2</sub> management

#### 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 ROIC<sup>2</sup> potential and dividend commitment



# At a glance

TΕ **Euronext Paris listing ticker ADRs for US investors** 

Paris

**Headquarters (the Netherlands** incorporated)

60+

**Years of operations** 

€6.7B1

Revenue

A leading E&T<sup>2</sup> company for the Energy Transition €15.6B<sup>3</sup> **Backlog** 

€0.45/sh

**Proposed dividend for 2021** 

BBB-

Investment grade rating<sup>4</sup>

~15,000

**Employees in 34 countries** 

Financial information is presented under Adjusted IFRS (see Appendix 8.0 of Q1 2022 Results Release). Reconciliation of IFRS to non-IFRS financial measures are provided in Appendix 1.0, 2.0, 3.0

<sup>&</sup>lt;sup>1</sup> Revenue for 12-months ending December 31, 2021, included approximately 35% associated with projects under execution in Russia.

<sup>&</sup>lt;sup>2</sup> Engineering & Technology

<sup>&</sup>lt;sup>3</sup> Adjusted backlog as of March 31, 2022, included approximately €3.4 billion associated with projects under execution in Russia.

<sup>&</sup>lt;sup>4</sup> Rating evaluation of S&P Global: BBB-, Outlook Stable & A-3 short-term rating, as of March 11, 2022.

# **Our business**

A diversified provider of projects, technologies, products and services



- Engineering and project management expertise
- Technology integration on complex projects
- Diverse commercial strategies, selective model



- Process technologies and proprietary products
- Concept, feasibility, FEED, studies and licensing
- Advisory and consultancy enabled by digital



# **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.

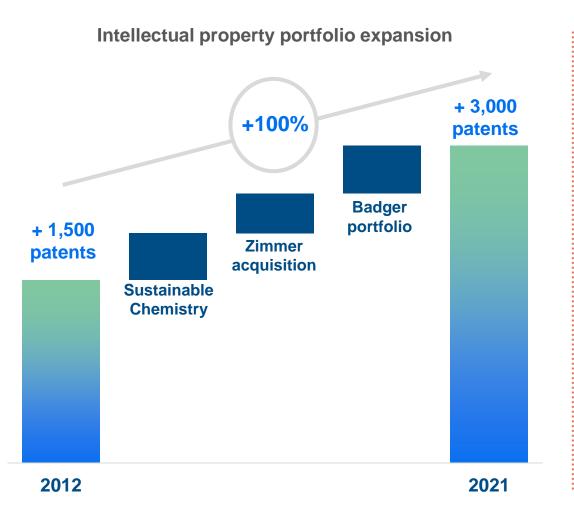
- Feedstock agnostic outstanding energy molecule transformation capabilities.
- Technology-driven integrate complex technologies, including proprietary, to meet project specificities and economic hurdles.

**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



**Incubating &** developing technologies







Scale-up of breakthrough technologies















Working with institutions on R&D















# Disciplined commercial approach reduces risk

Ensures quality backlog, de-risked execution & consistent performance

#### Early engagement

Evaluate technical cost; identify key project risks and mitigation strategies

#### **Technology Mastery**

Intimate understanding of technology, proprietary or partners

#### **Known Partners & Geography**

Work with who you know, and where you know

#### Alignment with ESG<sup>1</sup> Roadmap

Integrated into business strategy; targeting work consistent with roadmap

T.EN **Selectivity** Criteria



T.EN Ground Rules

#### **Involvement from inception**

A condition when targeting large EPC with lump-sum content

#### **Contracting strategy**

Reflects risk / reward specificities of each project; reimbursable, lump-sum, hybrid, convertible models

#### **De-risked procurement**

Minimize exposure to market fluctuations; back-to-back supply chain commitments, embedded escalation / indexation clauses

#### Rigorous project management

Constant monitoring through monthly Project Reviews, supported by culture of transparency



# Q1 2022 highlights



# **Robust Q1 Performance**

€1.6bn

Adjusted Revenue<sup>1</sup>

€107m

Adjusted Recurring EBIT<sup>1</sup>

€72m

Adjusted Net profit<sup>2</sup>

# **Q1 2022 Financial Highlights**

€0.6bn

Adjusted Order Intake

0.6

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

€3.3bn

Adjusted Net cash



Adjusted Revenue and Adjusted Recurring EBIT includes €445.4m and €22.2m respectively from projects under execution in Russia

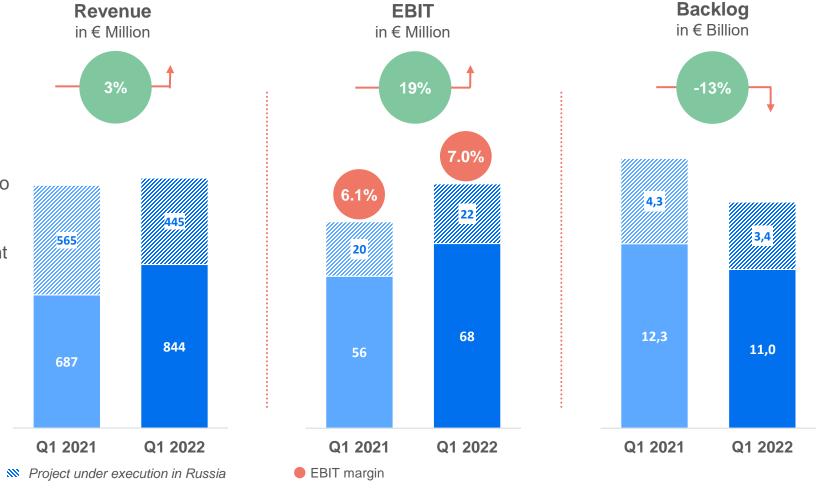
<sup>&</sup>lt;sup>2</sup> Net profit attributable to Technip Energies Group. <sup>3</sup> Trailing 12 months.

# **Projects Delivery**

# Improving performance of underlying business

- Significant Y/Y growth in portfolio outside of Russia as projects ramp up.
- Strong execution and maturing portfolio delivering increased Y/Y margins.
- Key Q1 win: Significant Melamine plant for PETRONAS; TTM book-to-bill impacted by Qatar NFE falling out.

Book-to-Bill, TTM1



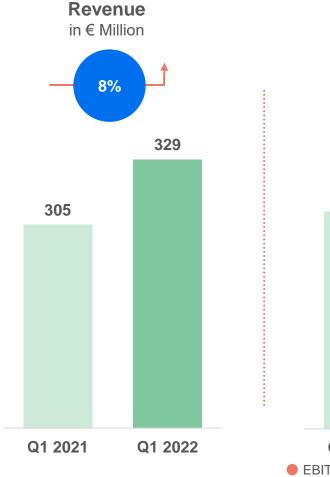


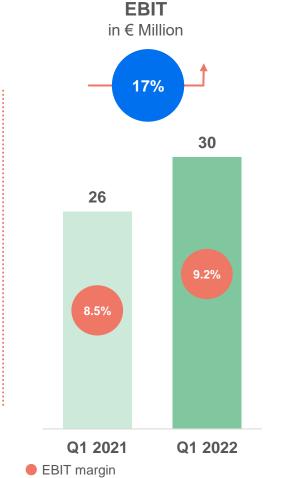
# **Technology, Products & Services**

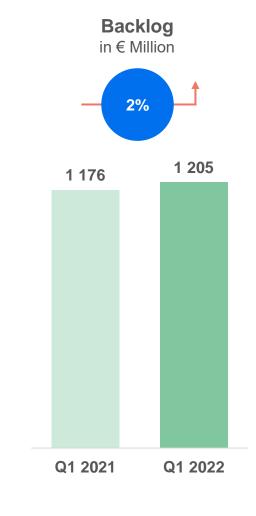
## Solid Y/Y growth and margin improvement

- Growth led by engineering and PMC services.
- Margin benefiting from higher activity levels, notably in PMC, and advisory services performed by Genesis.
- Solid order momentum; keeping pace with revenue growth.

Book-to-Bill, TTM<sup>1</sup>



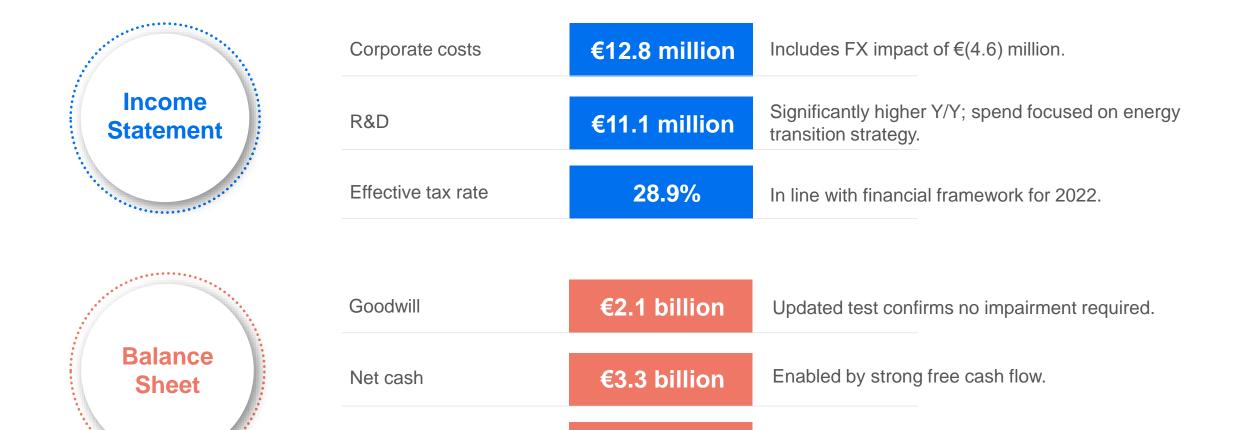






# Other key metrics and balance sheet

Net contract liability



€3.2 billion

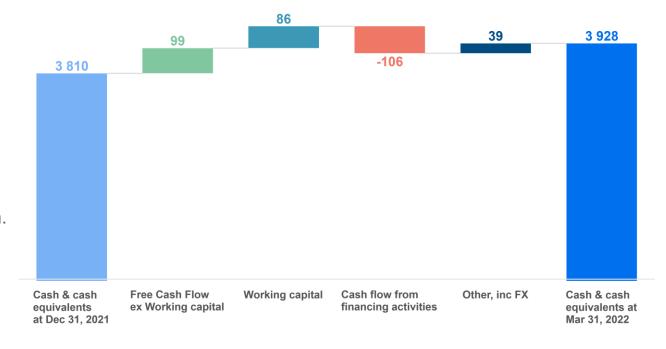


Increased in line with net cash vs FY 2021 position.

# Robust Free Cash Flow strengthens cash position

#### Cashflow bridge in € Million

- Free Cash Flow¹ of €185 million, reflects strong operational performance and €86 million working capital benefit.
- Net of working capital, Free Cash Flow of €99 million.
- Other notable cash flow items include:
  - Repayment of short-term debt and leases of €70 million.
  - Share repurchases of €25 million (include share repurchase from TechnipFMC).





# Outlook

# **2022 Financial Framework**



Revenues

€5.0 - 5.5bn

**Excludes estimated contribution from** projects under execution in Russia



At least **6.5%** 

**Excludes estimated EBIT contribution from** projects under execution in Russia



Effective tax rate

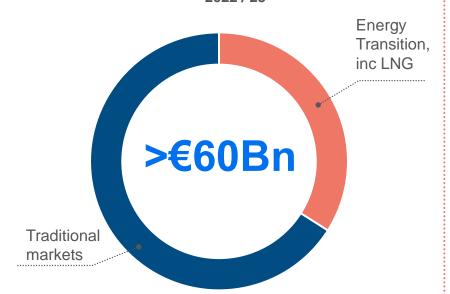
28 - 32%



# Continued momentum in commercial outlook

The importance of selectivity in a changing energy environment

#### Total commercial pipeline, ex Russia 2022 / 23



- Substantial pipeline of conventional market opportunities
- Commercial strategy centred on Energy Transition, including LNG

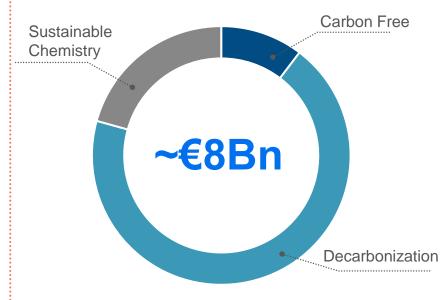
#### **Energy Transition contracts**<sup>1</sup> secured in FY 2021



- Strong Y/Y momentum in Energy Transition contract awards
- Majority of prospects remain in concept and study phase

#### **Energy transition, ex LNG, ex Russia**



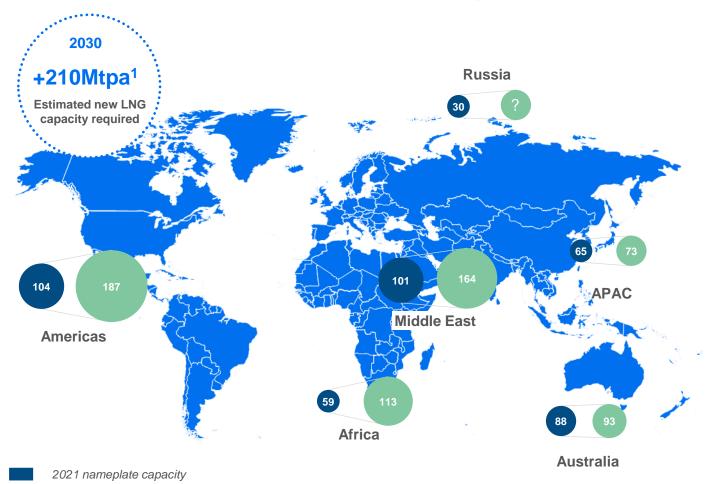


- FID inflection point in 2022; Acceleration in 2023+
- Driving opportunities in Project Delivery and TPS



# 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
- 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.



2030e nameplate capacity

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

# 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.



- **Process technology** to produce MEG<sup>3</sup> from corn for **renewable plastics**.
- Strengthens Technip Energies circularity 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** 





# Environment, Social & Governance

# Technip Energies' DNA



**Our Purpose** 

Breaking boundaries together to engineer a sustainable future

#### **Our Values**









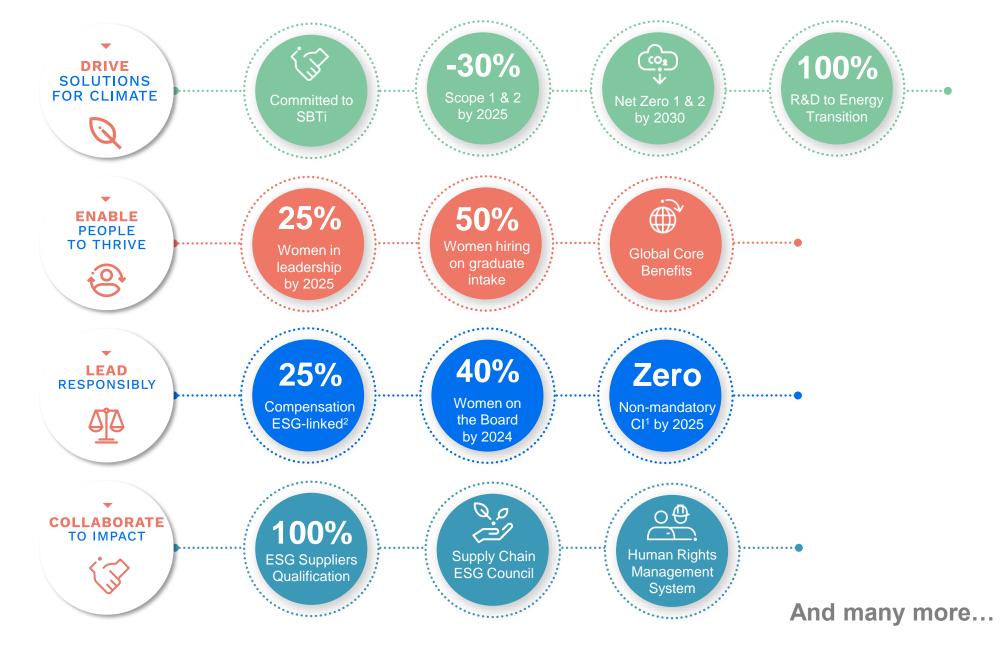




**ESG ROADMAP** 

**Highlights** 

T.EN TECHNIP ENERGIES



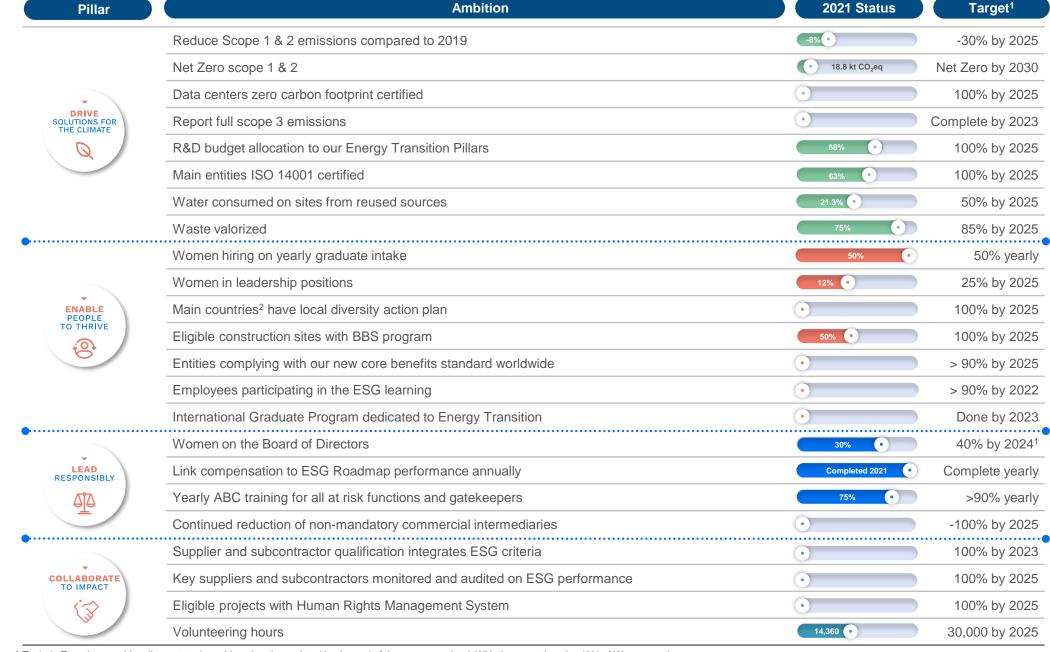


<sup>&</sup>lt;sup>2</sup>25% of the Annual Bonus Performance and 25% of Performance Stock for the CEO, ExCom and all eligible employees

# Appendix



**SCORECARD** 

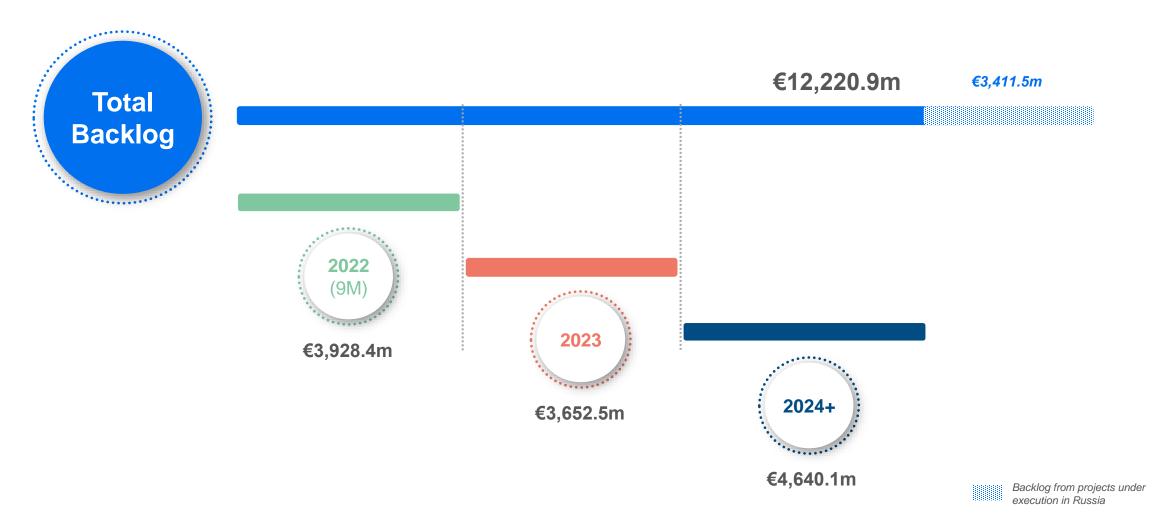




<sup>&</sup>lt;sup>1</sup> Technip Energies consider all targets to be achieved and completed by the end of the year committed. With the exception, the 40% of Women on the Board of Directors is planned to be achieved and reported on or before the Company's 2024 AGM.

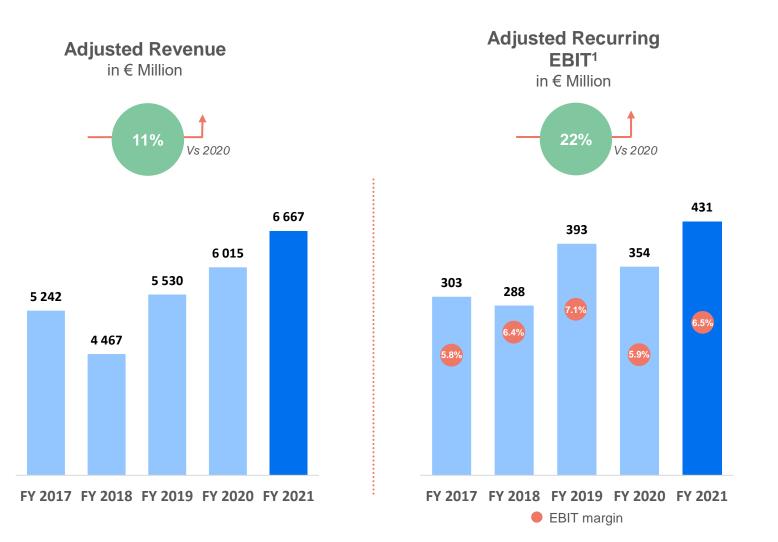
<sup>&</sup>lt;sup>2</sup> France, India, Italy, USA, UAE, Malaysia, Spain, United Kingdom, Netherlands, Colombia

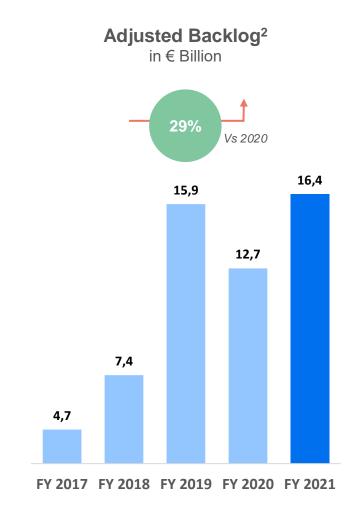
# **Backlog schedule**





# Financial performance – a long-term perspective





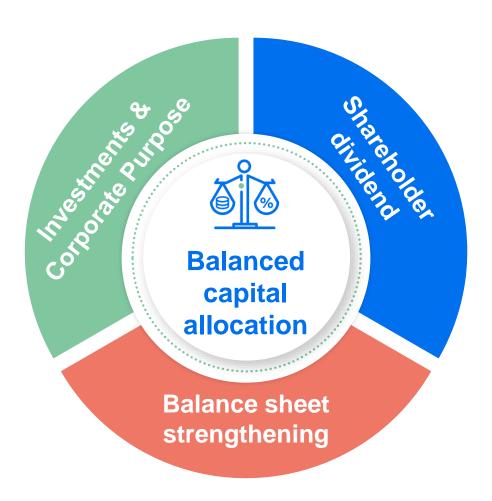
Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-controlling interests (see Appendix 9.0 of FY 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring.

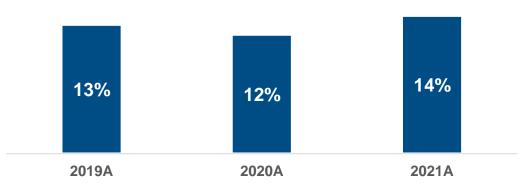
<sup>&</sup>lt;sup>2</sup> Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.

# 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. 2021: €0.45/sh<sup>2</sup>.

#### **INVESTMENTS**

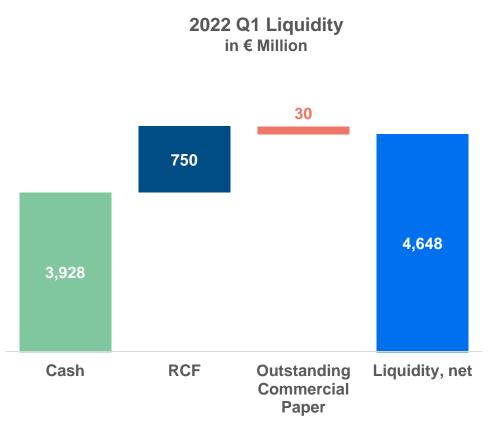
Deploying capital to capture energy transition technologies / opportunities, and associated business models.

#### **BALANCE SHEET STRENGTHENING**

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

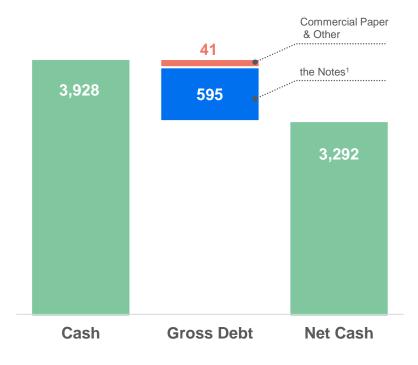


# Differentiated capital structure



Robust liquidity position comprising of €3.9 billion of gross cash plus €720 million available capacity under the RCF; net of €30 million outstanding commercial paper.

#### 2022 Q1 Net cash in € Million



- Strong net cash position of € 3.3 billion.
- Short-term debt accounts for 6.4% of total.



# Industry-leading solutions for blue hydrogen



Full suite of deeply-decarbonized solutions for blue hydrogen

# Lowest Levelized Cost of Hydrogen (LCOH)

- Maximum hydrogen yield
- Minimum energy demand (fuel + power)

### Up to 99% reduction in CO<sub>2</sub>

- Compared to traditional hydrogen production
- Highly-efficient carbon avoidance and CCUS<sup>1</sup> techniques

#### **Proprietary Technology**

- Recuperative reforming through TPR®<sup>2</sup> and EARTH®<sup>3</sup>
- Enhanced SMR<sup>4</sup>
- Achieves complete steam balance & reduced carbon footprint

## In-house technical expertise

- Heat integration & high efficiency
- DeepShift Deep carbon shifting
- Tailored product purification

### **Key geographic basins**

- North Sea
- Russia
- North America
- Middle East

## Flexible applications

- Facilitating clean energy carriers
- Decarbonization of LNG, steel, cement, power, chemicals, etc.



<sup>&</sup>lt;sup>1</sup> Carbon capture, utilization and storage.

<sup>&</sup>lt;sup>2</sup> Technip Parallel Reformer.

<sup>&</sup>lt;sup>3</sup> Enhanced Annular Reactor Tubes for Hydrogen.

<sup>&</sup>lt;sup>4</sup> Steam Methane Reformer.

# 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

 7x increase in Green Hydrogen project engagement year-on-year.

opportunities globally

- 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.

# 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

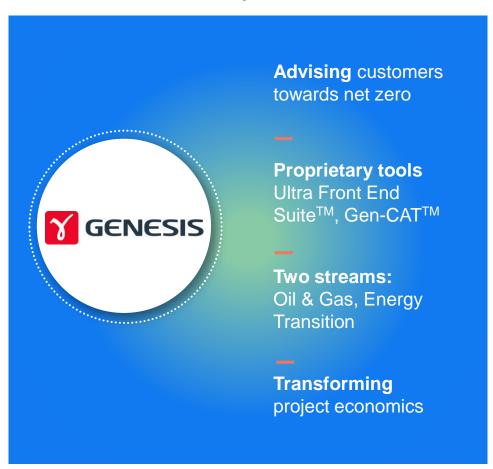
**Optimize** production, refining / petchem integration



# Enhance our high value services to customers

Display our unique capabilities through advisory and project management consulting

**Advisory services** 



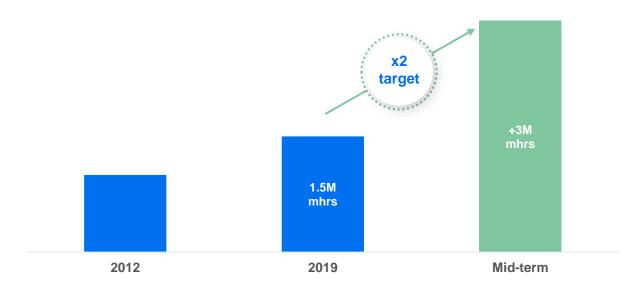
#### **Project Management Consultancy (PMC)**

Support customers to achieve investment and safety goals

Best-in-class project management competence

De-risk execution from technology selection to delivery

> Fully integrate with customer teams





# Positioning in growth markets

**Sustainable Chemistry** 



#### **Bio-fuels**

- Technology integration Intimate understanding of Neste's **NEXBTL**
- Technology enabling Hummingbird® selected by LanzaTech for SAF1



## **Bio-chemistry**

- **Technology integration** UPM Biochemicals; Europe's largest biorefinery
- Technology enabling Epicerol<sup>©</sup> selected by Meghmani Finechem



# **Circular economy**

- Technology development IBM and Under Armour JV for PET<sup>2</sup>
- Technology commercialisation Synova's plastic waste-to-olefins

# Technology driven approach for a better tomorrow

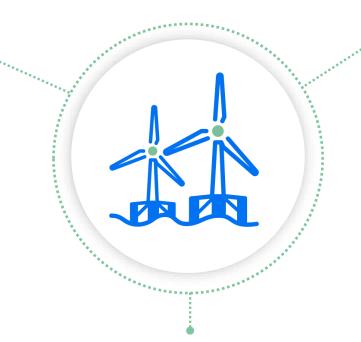


# Floating Offshore Wind – our capabilities

The experience, IP and know-how to be a leading player

#### Relevant expertise and technology position

- Global leader in floating solutions No. of naval architects ~50
- Scalable INO 12MW proprietary floater basic design approval received from DNV
- X1 Wind investment innovative & disruptive floater with major operational & environmental benefits



#### **Digitally-enabled** and scalable offering

- Capacity to industrialize and mass fabricate at favourable economics
- State-of-the-art software and simulation tools to optimize full windfarm
- Life-of-field services offering including digital twin

#### Flexible commercial models for a high growth market

- **Dedicated BU created**; EPCI and Services commercial models
- **PMC** business securing services work, active pursuit of several other opportunities
- Significant opportunity: ~6GW of capacity to be commissioned by 2030<sup>1</sup>



# Peers landscape

#### **Projects Delivery**

# **E&C** players SAIPEM **FLUOR TECNICAS REUNIDAS** MCDERMOTT

#### **Technology, Products & Services**









**Energy transition pure players** 











# Stock information and ADR

#### Stock



Listed on Euronext Paris / SBF 120 index



Ticker code: TE / ISIN code: NL0014559478



Free float: 136.4 million / Outstanding shares: 179.8 million



Market Cap at March 31, 2021: €2.1 billion



#### 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



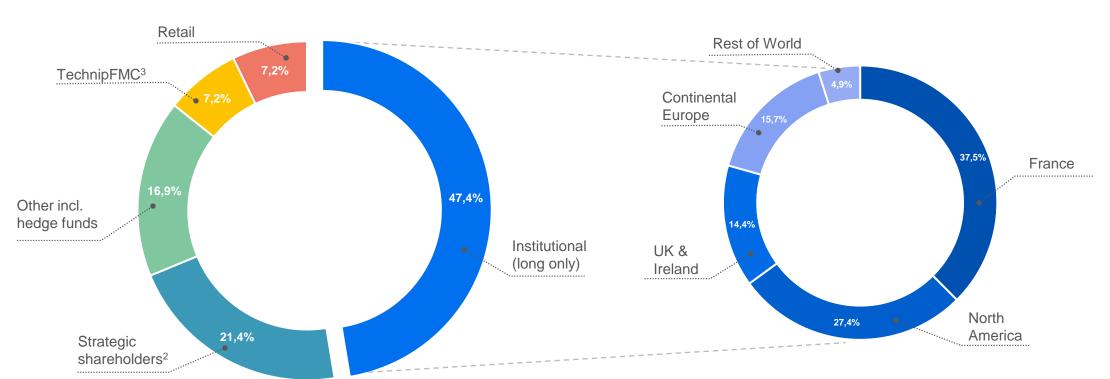
Source: Thomson Reuters Eikon.

# A diversified shareholder structure

A geographically diverse shareholder base forming



#### Institutional Investors Regional split



- HAL / bpifrance increase stake to 11.8% / 8.9% respectively<sup>1</sup>
- TechnipFMC stake now reduced to below 3%<sup>3</sup>

Well-diversified across key geographies

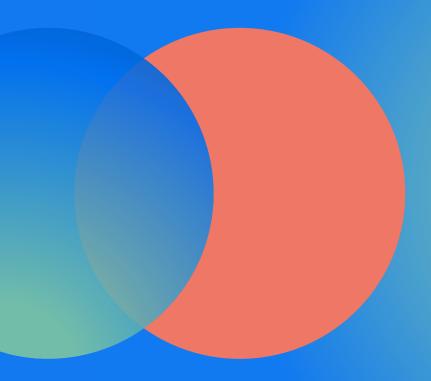


<sup>1</sup> Source: IHS Markit shareholder analysis as of December 31, 2021. Pro-forma view reflects shareholder structure post completion of HAL Investments B.V's acquisition of 3.6 million shares and bpifrance Participations SA's acquisition of 3.6 million shares. These transactions settled on January 14, 2022.

<sup>&</sup>lt;sup>2</sup> Includes stock held by Bpifrance, HAL Investments B.V, IFP Energies Nouvelles, and members of the Board.

<sup>&</sup>lt;sup>3</sup> Prior to the end of Q1 2022, TechnipFMC disclosed that its ownership stake in Technip Energies had been reduced to below 3%.





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