

## Technip Energies Q1 2021 Financial Results Call Presentation

PARIS – (BUSINESS WIRE) – 22 April 2021

Technip Energies (Paris: TE) (ISIN: NL0014559478) announces the availability of its Financial Results Call Presentation in connection with its conference call on Thursday, April 22, 2021 at 13:00 CET to discuss the first quarter 2021 financial results and outlook for 2021.

A copy of the Financial Results Call Presentation can also be accessed on Technip Energies website ([www.technipenergies.com](http://www.technipenergies.com)).

### Contacts

#### Investor Relations

Phillip Lindsay  
Vice President, Investor Relations  
Tel: +44 20 3429 3929  
Email: [Phillip Lindsay](mailto:Phillip.Lindsay@technipenergies.com)

#### Media Relations

Stella Fumey  
Director Press Relations & Digital Communications  
Tel: +33 1 85 67 40 95  
Email: [Stella Fumey](mailto:Stella.Fumey@technipenergies.com)

### About Technip Energies

Technip Energies is a leading Engineering & Technology company for the Energy Transition, with leadership positions in LNG, hydrogen and ethylene as well as growing market positions in blue and green hydrogen, sustainable chemistry and CO<sub>2</sub> management. The Company benefits from its robust project delivery model supported by an extensive technology, products and services offering.

Operating in 34 countries, our 15,000 people are fully committed to bringing our clients' innovative projects to life, breaking boundaries to accelerate the energy transition for a better tomorrow.

Technip Energies shares are listed on Euronext Paris. In addition, Technip Energies has a Level 1 sponsored American Depositary Receipts ("ADR") program, with its ADRs trading over-the-counter.

# Forming

The investment platform  
for the Energy Transition

Q1 2021 Results

22 April 2021



# Disclaimer

This document is intended for informational purposes only for the shareholders of Technip Energies. This Press Release contains information within the meaning of Article 7(1) of the EU Market Abuse Regulation. It is not intended for distribution in jurisdictions that require prior regulatory review and authorization to distribute a document of this nature.

## Forward looking statements

This document 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) 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, which include amendment no. 4 to Technip Energies’ registration statement on Form F1 filed on February 11, 2021.

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.

# Welcome

- Business highlights
- Financial highlights
- Outlook



**Arnaud Pieton**  
CEO



**Bruno Vibert**  
CFO

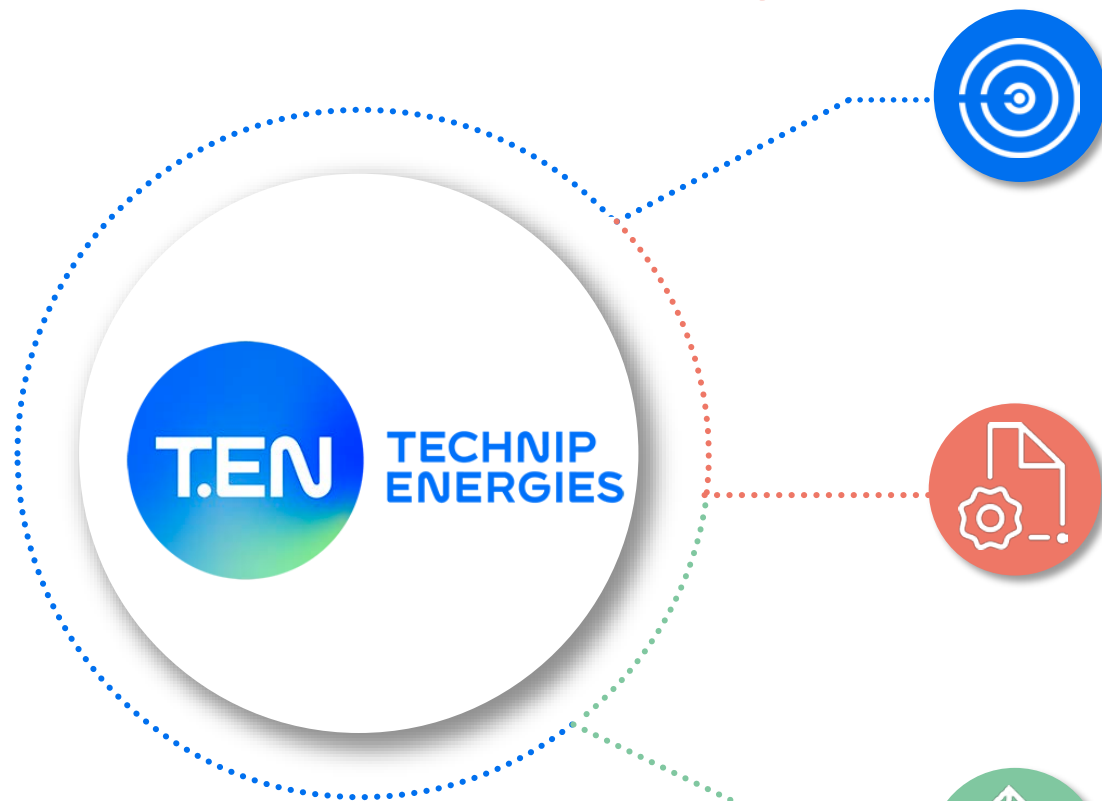


# Business highlights

Arnaud Pieton - CEO

# 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

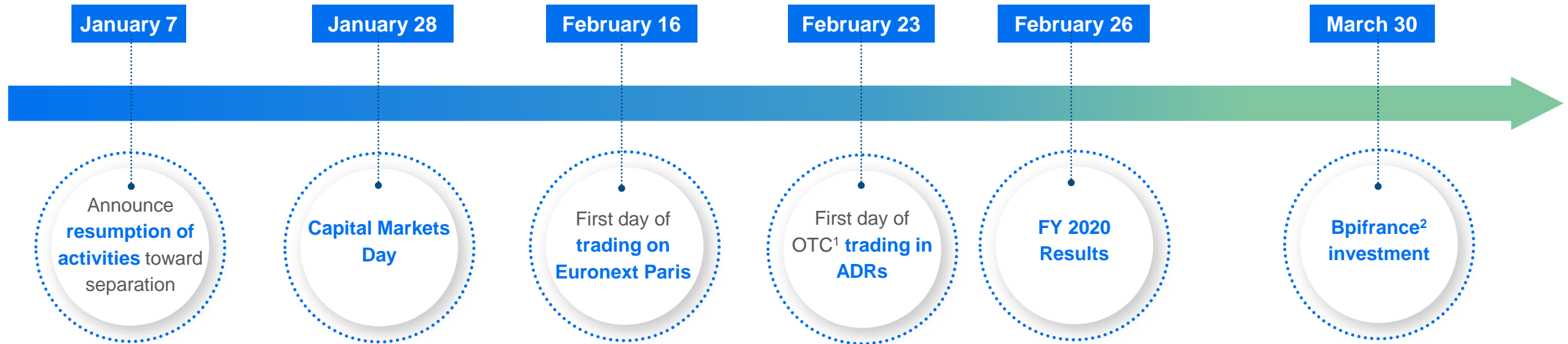
- Global **project delivery** partner – with local expertise, smart energy engineers and trusted execution
- Extensive and evolving **technology portfolio** – ability to **integrate & scale up** technologies

### 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**

# Forming Technip Energies

## Key transaction highlights



Accelerated deal closing

Successful stock market listing

TechnipFMC shareholding reduced to ~46%

<sup>1</sup>Over-the-counter

<sup>2</sup>Bpifrance acquired additional shares in Technip Energies from TechnipFMC in an amount of USD100 Million.

# Q1 2021 Key highlights

A solid platform to deliver on our ambitions for 2021 and beyond



Strong execution despite continuously challenging environment



Major<sup>1</sup> LNG contract win for the NFE project in Qatar



Strategic progress in sustainable chemistry and circular economy

€1.6bn

Adjusted Revenue

5.9%

Adjusted Recurring EBIT<sup>2</sup> Margin

€18bn

Adjusted Backlog<sup>3</sup>



# Key operational highlights

Solid progress despite the challenging environment worldwide

## LNG / FLNG

- **Arctic LNG 2:** Module construction for train 1 reached 50% completion.
- **Coral FLNG:** Installation of 3 Turret Mooring System modules and first gas turbine generator.



## Offshore

- **BP Tortue gas FPSO:** Successful launch of hull, installation of Living Quarters.
- **Energean Power gas FPSO:** Successful completion of last heavy lift campaign in Singapore.



## Downstream

- **Bapco Refinery expansion:** Completion of heavy lifts in all areas of the refinery.
- **ENOC Jebel Ali:** Commercial completion certificate received.



## TPS<sup>1</sup>

- **Neste bio-refinery expansion:** Completion of all heavy lift activities.
- **Hengli liquid ethylene cracker:** Passed final performance acceptance test.



<sup>1</sup>Technology, Products & Services.



# Spotlight on recent major awards

A leading partner for projects, services and products

## Project Delivery

### North Field Expansion, Qatar

- Delivery of four mega trains, each of 8Mtpa capacity.
- Significant CCS<sup>1</sup> facility for 2.5 Mtpa of CO<sub>2</sub>; >25% reduction in GHG emissions vs similar facilities.
- Early engagement: 50/50 JV with long-time partner Chiyoda, FEED provider.

### Barauni Refinery upgrade, India

- Engineering, procurement, construction and commissioning contract for BR9 Expansion Project.
- Upgrade enables production of cleaner fuels (BS VI Grade, similar to Euro VI) and petrochemicals.

## Technology, Products & Services

### Project Management Consultancy services (Middle East)

- Multi-year PMC<sup>2</sup> services award.
- Consultancy, Project Engineering and Management services for various projects.

### Tianjin Nangang LNG Emergency Storage Project (China)

- Notification of Award from Beijing Gas Group Co., Ltd for the supply of 5 LNG marine loading arms.

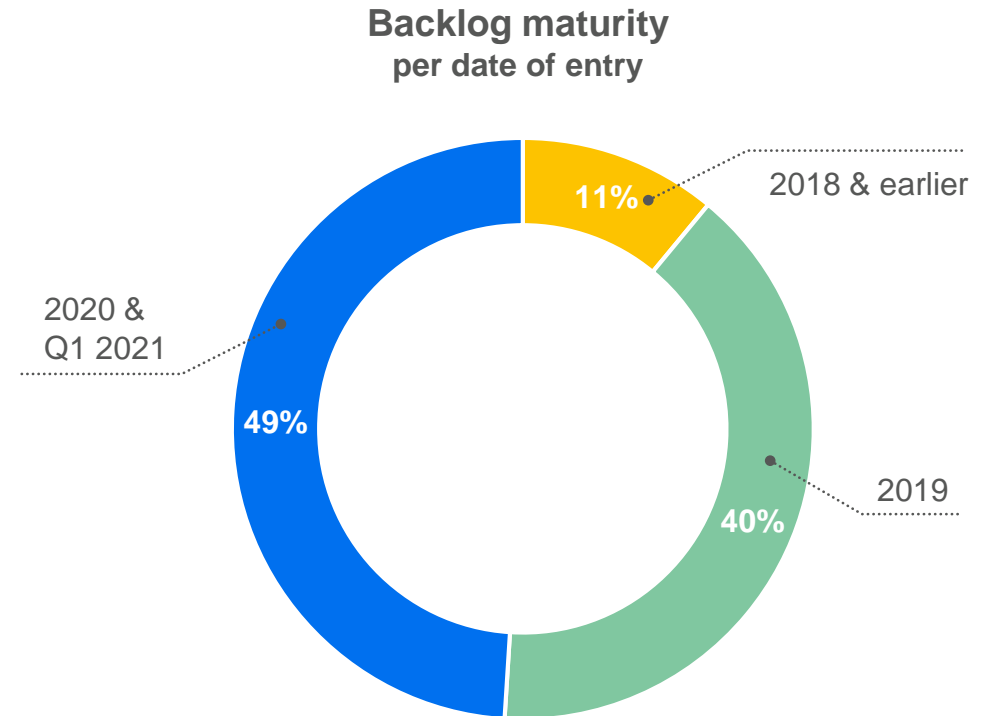
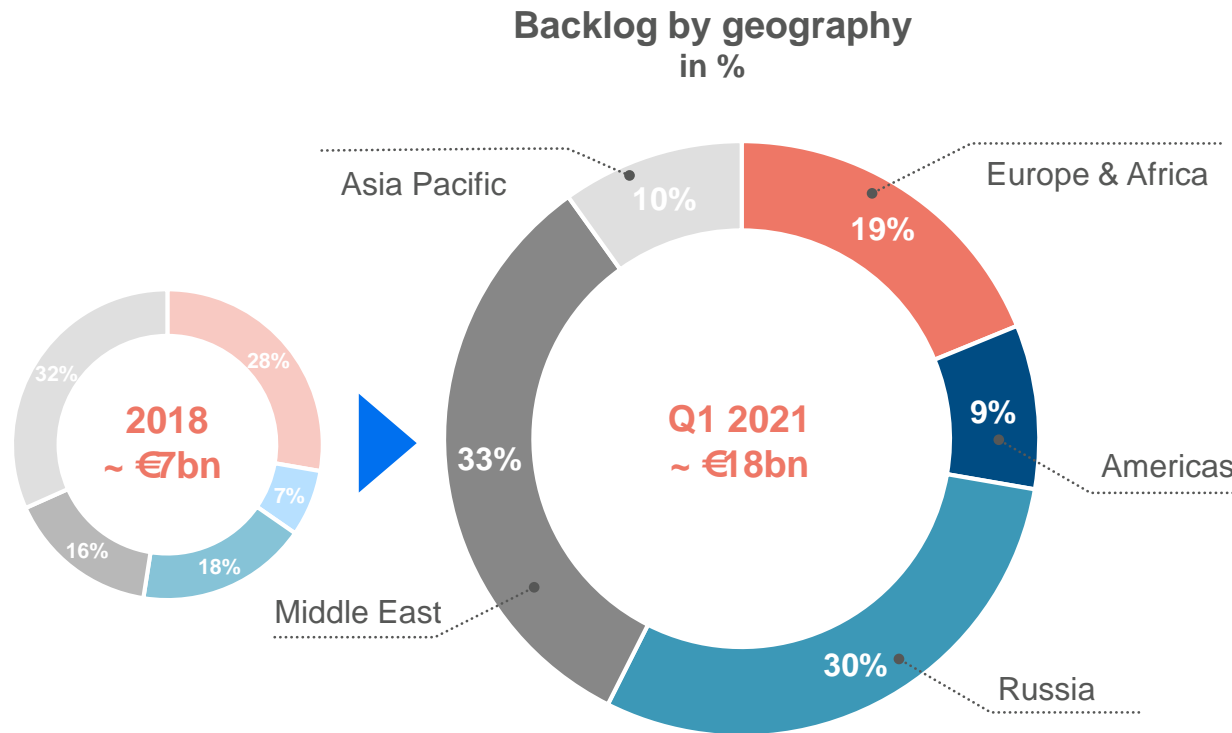
<sup>1</sup>Carbon capture and sequestration.

<sup>2</sup>Project management consultancy.



# A strengthened backlog

Providing strong medium-term revenue visibility



- Strong backlog growth; geographically diversified
- Early engagement strategy on all major projects

- Only 11% awarded before 2019
- >70% Energy Transition, inc. LNG

Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.



# Financial highlights

Bruno Vibert - CFO

# Robust start to 2021; confirming full year guidance

€1.6bn

Adjusted Revenue

€91m

Adjusted Recurring EBIT<sup>1</sup>

€44m

Adjusted Net profit<sup>2</sup>

## Q1 2021 Financial Highlights

€6.5bn

Order Intake

1.7

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

€2.5bn

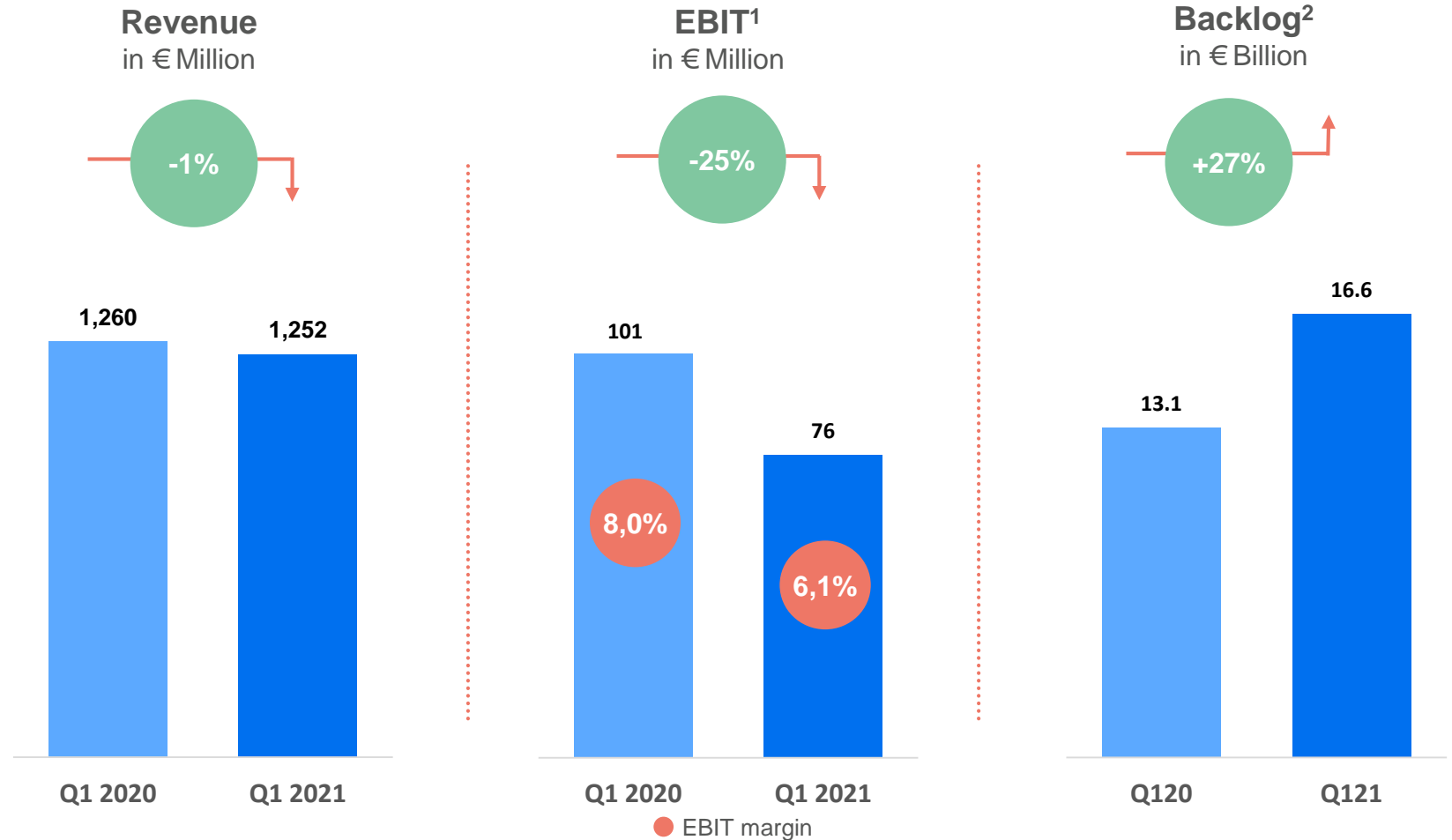
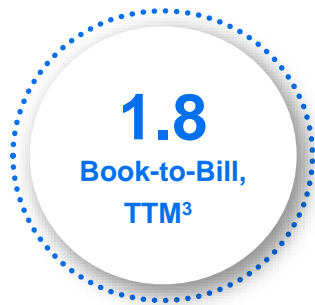
Net cash



# Projects Delivery

Resilient performance, substantial backlog growth

- Stable revenues Y/Y; low contribution from major awards in Q420 and Q121
- Expected margin decline; lower project completions and early phasing
- Strong Y/Y backlog growth; major LNG and downstream awards



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 Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

<sup>1</sup> Adjusted recurring EBIT: adjusted profit before net financial expense and income taxes adjusted for items considered as non-recurring.

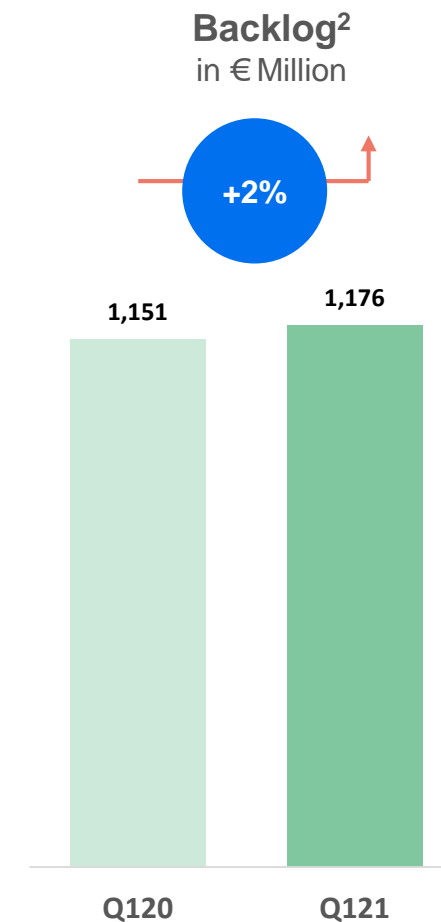
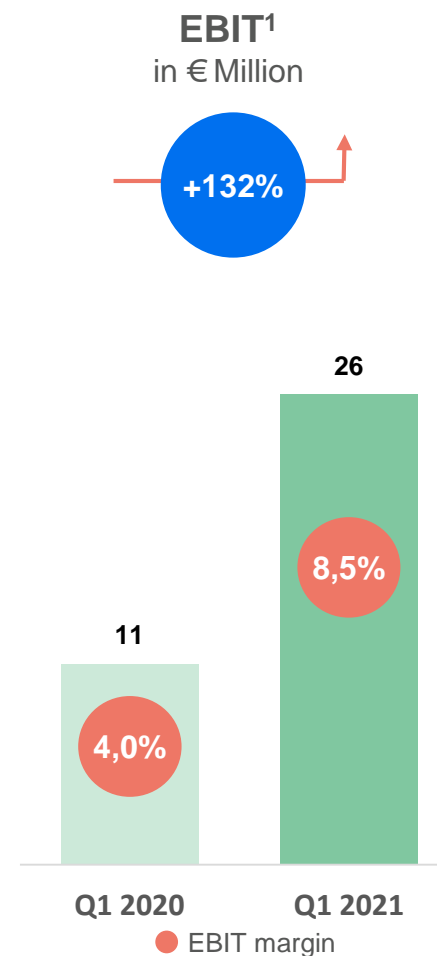
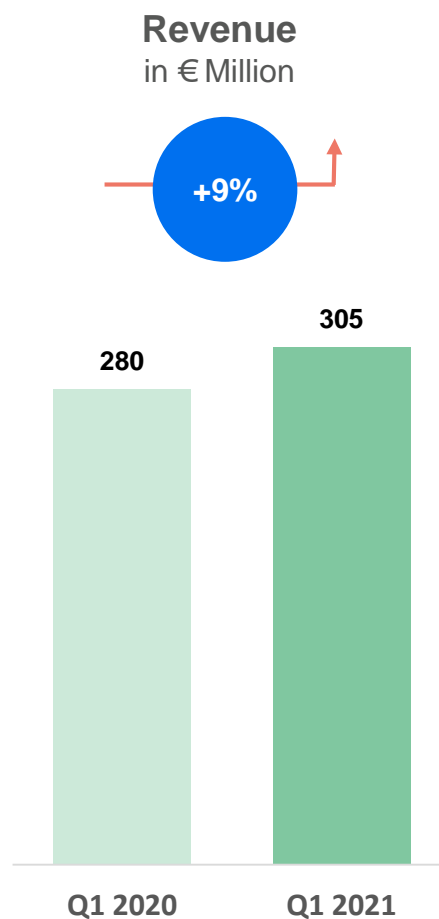
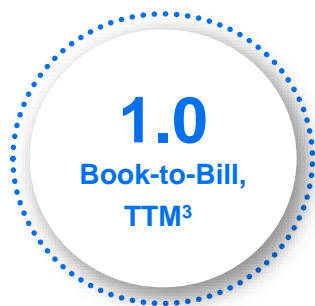
<sup>2</sup> Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.

<sup>3</sup> TTM: trailing 12 months.

# Technology, Products & Services

Solid Y/Y growth and margin improvement

- Revenues benefit from growth in PMC and solid orders for Loading Systems
- Margin expansion; positive mix with growth in Product sales and services.
- Resilient backlog Y/Y



# Solid foundation for future returns

## Balance sheet strength and focus on costs

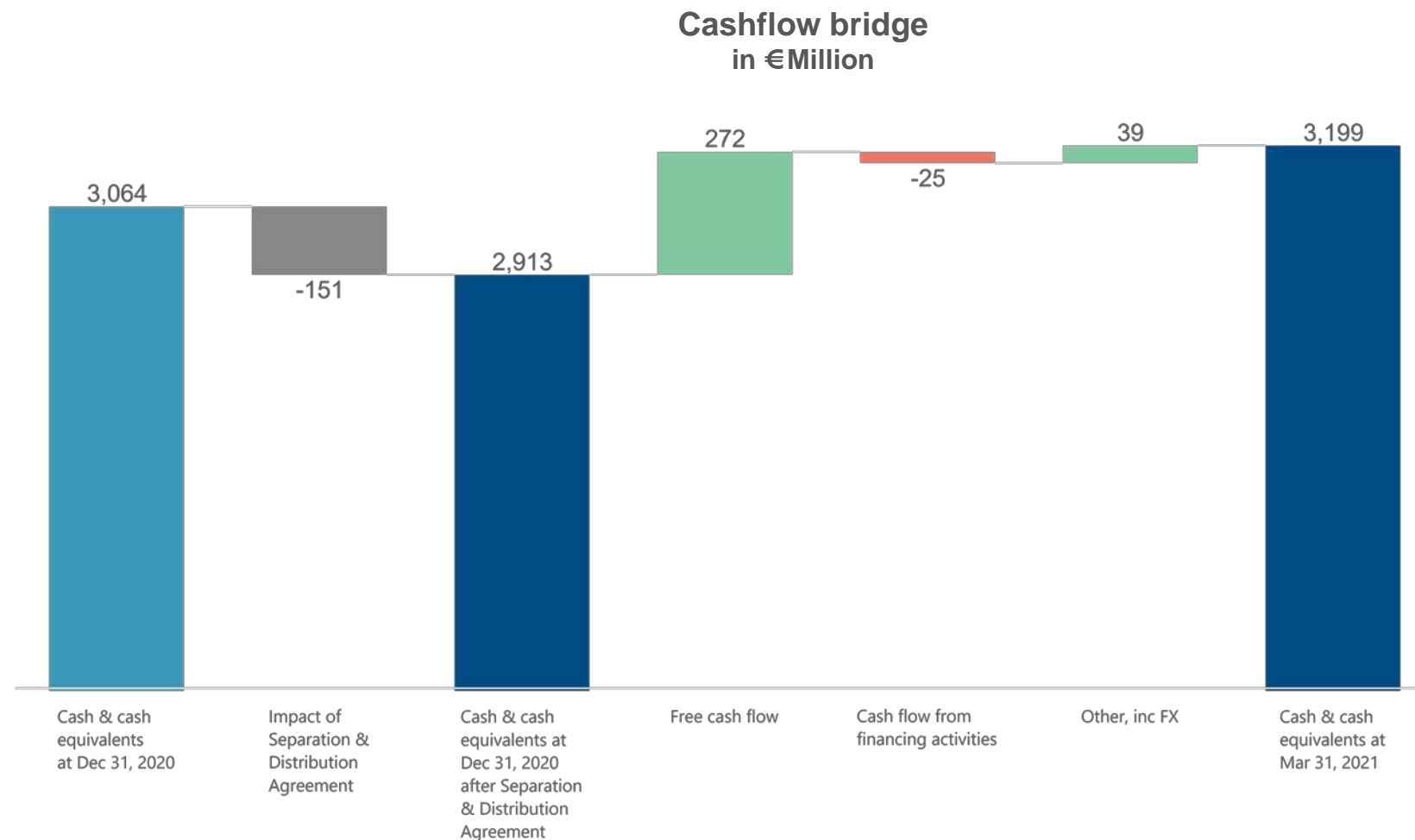


|                        |                     |   |
|------------------------|---------------------|---|
| Corporate costs        | <b>€10 million</b>  | Slightly below anticipated quarterly run-rate |
| Effective tax rate     | <b>33.7%</b>        | In line with full year guidance               |
| Non-recurring items    | <b>€27 million</b>  | Largely associated with Spin-off              |
| Net cash               | <b>€2.5 billion</b> | Benefiting from strong free cash flow         |
| Net contract liability | <b>€2.7 billion</b> | Stable versus 2020 year-end position          |
| Total invested equity  | <b>€1.3 billion</b> | After contribution to TechnipFMC              |

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 Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

# Strong cashflow generation

- Bridge reflects impact of Separation and Distribution Agreement<sup>1</sup>
- Cash from operations benefit from project working capital inflows
- Free cash flow<sup>2</sup>: €272 million; low capex reflects asset light business model



# Outlook

Arnaud Pieton - CEO

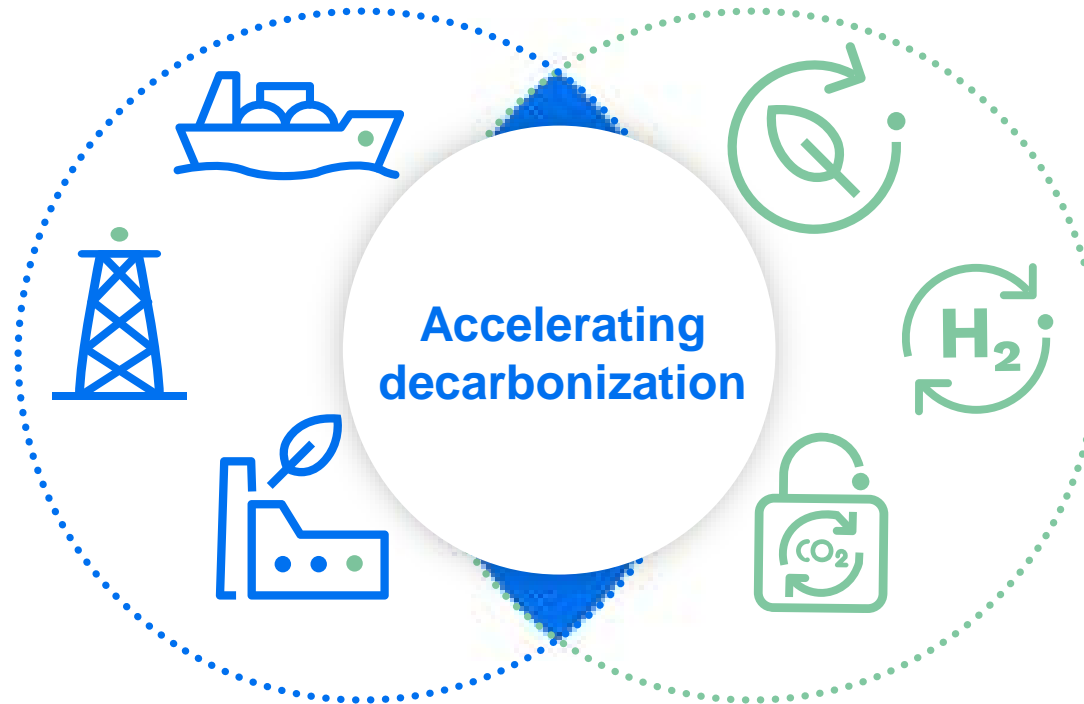


# Rising to the decarbonization challenge

Growth market solutions for traditional markets

## Strongly influencing Traditional markets

- LNG, downstream & petrochemical
- Key solutions: hydrogen, CCS, energy efficiency



## Fueling Growth markets

- Blue hydrogen, CO<sub>2</sub> management, Sustainable Chemistry
- Industry collaboration and innovation to deliver economic solutions

## Why Technip Energies is relevant

Technology integration skills

Unique combination of LNG, hydrogen, renewables and CCUS expertise

# Sustainable Chemistry – positioning in growth markets



## 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**  
Epicerol® 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**

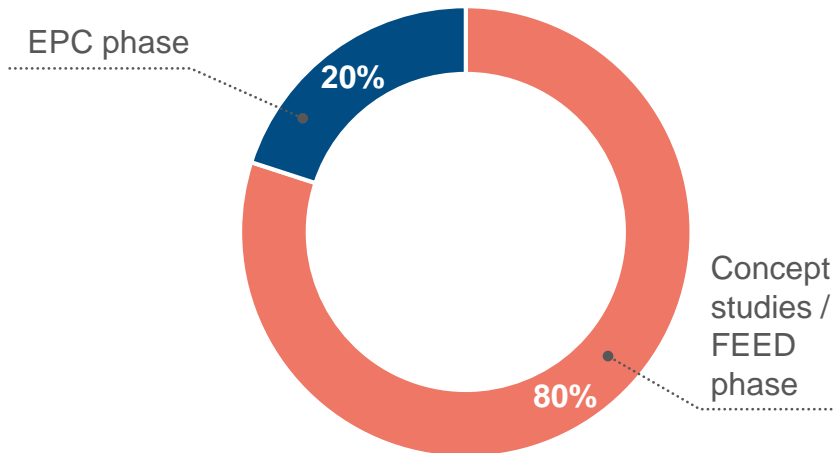
# Positioning in Energy Transition

Strong engagement in major growth markets

Energy Transition contracts<sup>1</sup>  
secured 2020 – Q1 2021

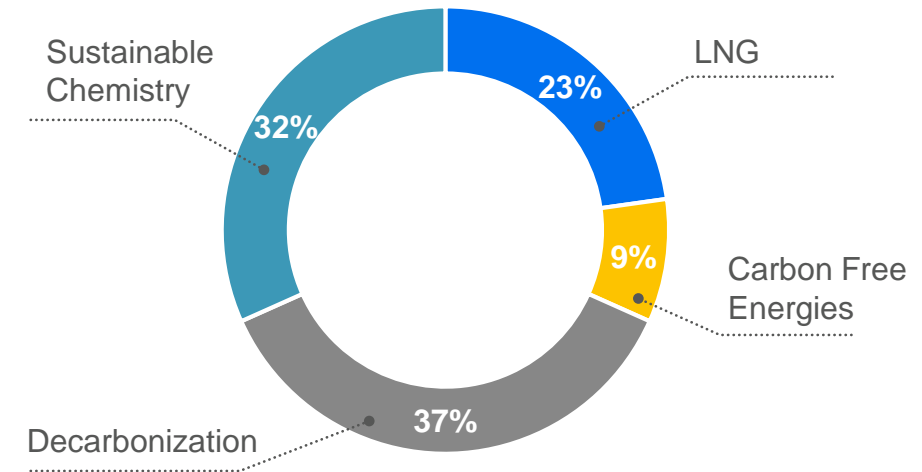
>100

Energy Transition contracts  
by project phase, 2020 – Q1 2021



- Majority of prospects remain in concept and study phase

Energy Transition contracts  
By end market, 2020 – Q1 2021



- Notable activity in LNG, bio-fuels, bio-chemistry, hydrogen and CCUS

<sup>1</sup>“Contracts” include concept and feasibility studies, FEEDs, EPC and services projects.

# ESG in action during Q1 2021

Integrating our sustainability strategy across our business

## Engaging

- ESG roadmap and materiality assessment launched
- Signatory of UN Global Compact
- ESG component in management compensation for 2021



United Nations  
Global Compact

## Including

- Expose 90% of employees to inclusive leadership in 2021
- Hire 50% of women in 2021 graduate intake
- Garima initiative on women empowerment in India



## Protecting

- Solid TTM<sup>1</sup> safety performance: TRIR<sup>2</sup> of 0.04
- Virtual site visits as part of our Covid-19 response plan
- >5%<sup>3</sup> for re-used water consumption / waste recycling



## Complying

- Dedicated “train the trainer” compliance program
- Anti-Bribery and Corruption microlearning sessions



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

<sup>2</sup>TRIR: total recordable incident rate for 2020 of 0.04 compares with 5-year average of 0.12.

<sup>3</sup>Target for 2021.

# Key takeaways

## Forming Technip Energies

---

Successful Spin-off transaction and stock market listing;  
Bpifrance invests \$100 million

## Solid platform

---

Resilient Q1 2021 results, robust order intake, solid balance sheet, and confidence to deliver on full year guidance

## Positive outlook

Strong backlog underpinning medium-term growth outlook; significant progress on Energy Transition strategy





# Q&A



# Appendix

# 2021 Guidance

Confidence in our outlook



Revenues

**€6.5 - 7.0bn**



EBIT margin<sup>1</sup>

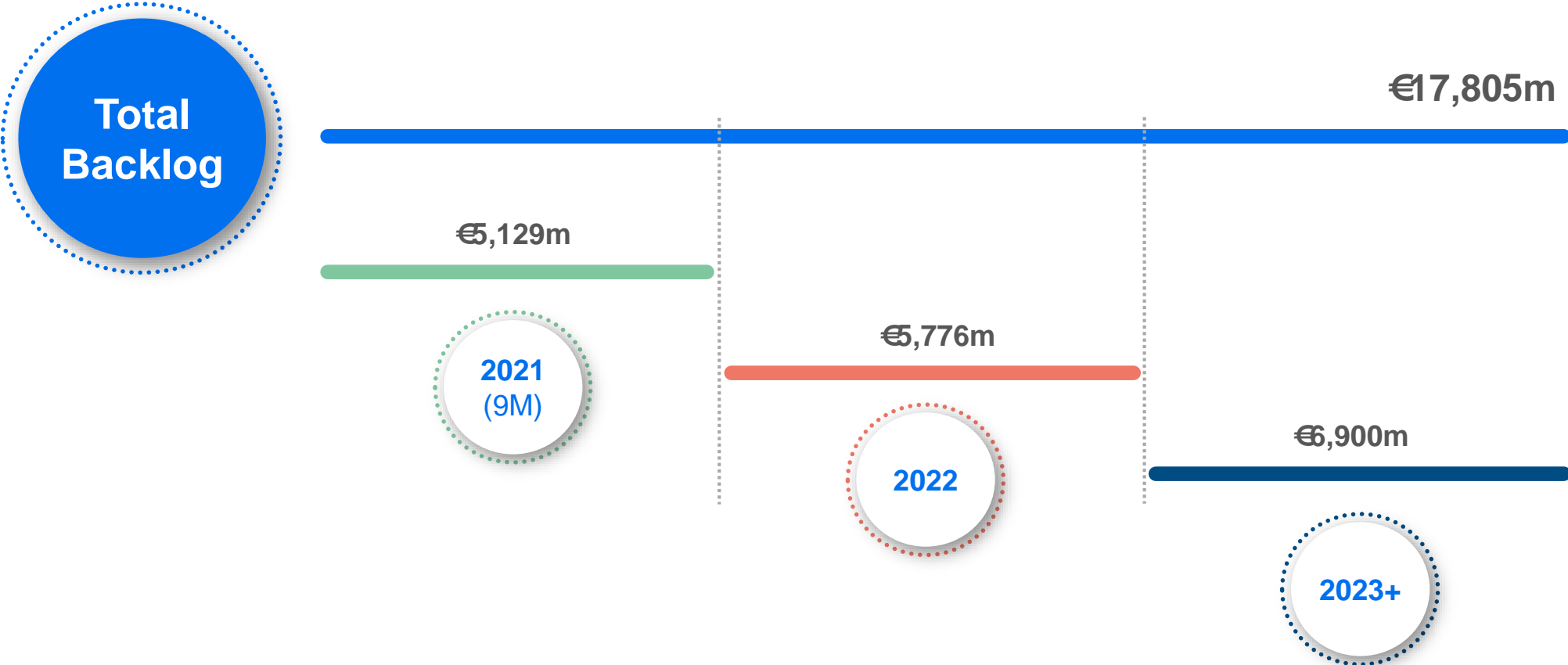
**5.5% - 6.0%**  
(exc. one-off cost of €30m)



Effective tax rate

**30 - 35%**

# Backlog schedule



Backlog comprises secured & confirmed orders from customers which will generate future revenues with a high probability.

# Adjusted statements of income

| (In € millions)   | Projects Delivery |         | TPS   |       | Corporate |        | Total   |         |
|---|-------------------|---------|-------|-------|-----------|--------|---------|---------|
|   | Q1 21             | Q1 20   | Q1 21 | Q1 20 | Q1 21     | Q1 20  | Q1 21   | Q1 20   |
| <b>Adjusted Revenue</b>   | 1,252.5           | 1,260.3 | 305.0 | 280.3 | -         | -      | 1,557.5 | 1,540.7 |
| <b>Adjusted Recurring EBIT</b>                                  | 75.9              | 101.3   | 25.8  | 11.1  | (10.4)    | (46.1) | 91.3    | 66.3    |
| Non-recurring items (transaction & one-off costs)               | (1.1)             | (5.4)   | (0.0) | (0.7) | (25.4)    | (28.0) | (26.5)  | (34.2)  |
| <b>EBIT</b>   | 74.8              | 95.9    | 25.8  | 10.4  | (35.8)    | (74.2) | 64.8    | 32.1    |
| Financial income  |                   |         |       |       |           |        | 16.6    | 12.6    |
| Financial expense   |                   |         |       |       |           |        | (9.8)   | (20.4)  |
| <b>Profit (loss) before income taxes</b>                        |                   |         |       |       |           |        | 71.6    | 24.3    |
| Provision (benefit) for income taxes                            |                   |         |       |       |           |        | 24.1    | 13.7    |
| <b>Net profit (loss)</b>  |                   |         |       |       |           |        | 47.5    | 10.7    |
| Net (profit) loss attributable to non-controlling interests     |                   |         |       |       |           |        | (3.3)   | (3.2)   |
| <b>Net profit (loss) attributable to Technip Energies Group</b> |                   |         |       |       |           |        | 44.2    | 7.5     |

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 Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.



# Adjusted statements of financial position

| (In € millions)  | Q1 21          | FY 20          |
|--|----------------|----------------|
| Investments in equity affiliates   | 26.4           | 37.3           |
| Property, plant and equipment, net                                       | 106.3          | 96.1           |
| Right-of-use asset   | 274.9          | 182.4          |
| Goodwill   | 2,062.2        | 2,047.8        |
| Other non-current assets   | 305.3          | 279.2          |
| <b>Total non-current assets</b>  | <b>2,775.1</b> | <b>2,642.8</b> |
| Cash and cash equivalents <sup>1</sup>                                   | 3,199.0        | 3,064.4        |
| Trade receivables, net   | 915.1          | 1,069.3        |
| Contract assets  | 313.6          | 285.8          |
| Other current assets   | 613.8          | 743.2          |
| <b>Total current assets</b>  | <b>5,041.5</b> | <b>5,162.7</b> |
| <b>Total assets</b>  | <b>7,816.6</b> | <b>7,805.5</b> |
| <b>Total invested equity<sup>1</sup></b>                                 | <b>1,295.8</b> | <b>1,800.5</b> |
| Lease liability - Operating non-current                                  | 262.1          | 201.0          |
| Accrued pension and other post-retirement benefits, less current portion | 126.4          | 124.2          |
| Other non-current liabilities  | 123.8          | 82.7           |
| <b>Total non-current liabilities</b>                                     | <b>512.3</b>   | <b>407.9</b>   |
| Short-term debt  | 727.8          | 402.4          |
| Lease liability - Operating current                                      | 51.7           | 41.5           |
| Accounts payable, trade  | 1,623.5        | 1,501.6        |
| Contract Liabilities   | 2,978.4        | 2,941.6        |
| Other current liabilities  | 627.1          | 710.0          |
| <b>Total current liabilities</b>   | <b>6,008.5</b> | <b>5,597.1</b> |
| <b>Total liabilities</b>   | <b>6,520.9</b> | <b>6,005.0</b> |
| <b>Total invested equity and liabilities</b>                             | <b>7,816.6</b> | <b>7,805.5</b> |

<sup>1</sup> Cash and cash equivalents at March 31, 2021 was €3.2 billion. This compares to cash and cash equivalents at December 31, 2020, after the impact of the Separation of Distribution Agreement, of €2.9 billion. Total invested equity at March 31, 2021 was €1.3 billion in Adjusted IFRS. This compares to total invested equity at December 31, 2020, after the impact of the Separation and Distribution Agreement, of €1.2 billion. The Separation and Distribution Agreement was detailed in section 3, Balance Sheet information, of Technip Energies "Update on FY 2020 Financial Results" of the press release released on February 26, 2021.

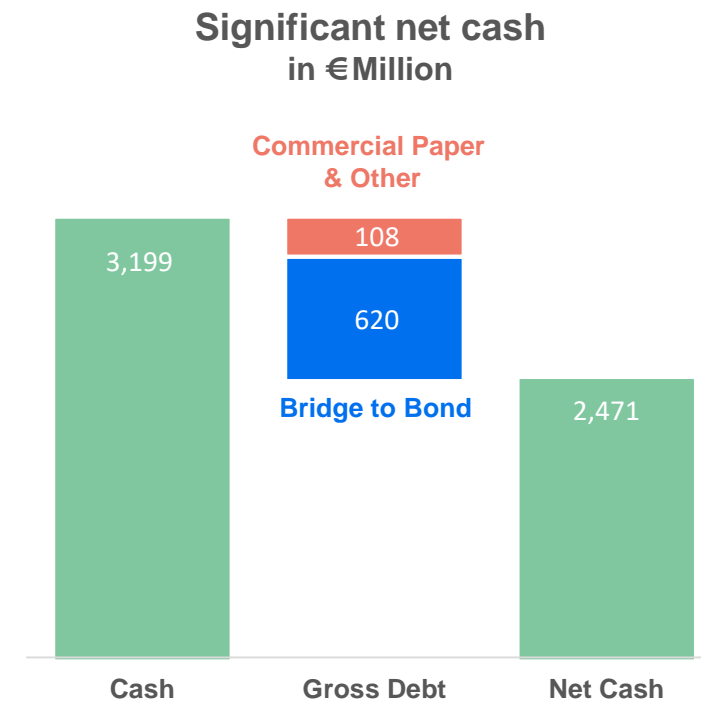
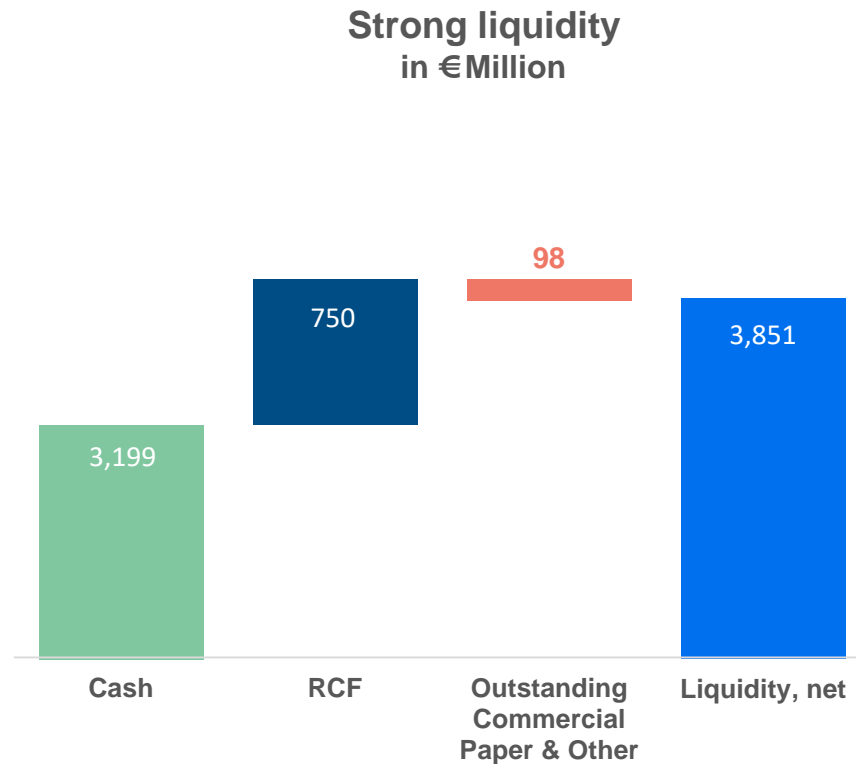
Financial information is presented under an adjusted IFRS framework, which records Technip Energies' proportionate share of equity affiliates and restates the share related to non-controlling interests (see Appendix 9.0 of Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

# Adjusted statements of cashflows

| (In € millions)  | Q1 21          | Q1 20          |
|--|----------------|----------------|
| Net (loss) profit  | 47.5           | 10.7           |
| Corporate allocation   | -              | 37.8           |
| Change in working capital and Other non-cash items                             | 232.3          | 135.5          |
| <b>Cash provided (required) by operating activities</b>                        | <b>279.8</b>   | <b>184.0</b>   |
| Capital expenditures   | (8.4)          | (7.2)          |
| Proceeds from sale of assets   | 0.4            | 0.4            |
| Other financial assets & Cash acquired/divested on acquisition/deconsolidation | 0.6            | (1.7)          |
| <b>Cash required by investing activities</b>                                   | <b>(7.4)</b>   | <b>(8.5)</b>   |
| Net increase (repayment) in short-term debt and commercial paper               | 321.5          | (232.1)        |
| Net (distributions to)/ contributions from TechnipFMC                          | (532.8)        | 364.5          |
| Other including dividends paid and lease liabilities repayment                 | 35.2           | (30.2)         |
| <b>Cash provided (required) by financing activities</b>                        | <b>(176.1)</b> | <b>102.2</b>   |
| Effect of changes in foreign exchange rates on cash and cash equivalents       | 38.3           | (17.5)         |
| (Decrease) Increase in cash and cash equivalents                               | 134.6          | 260.2          |
| Cash and cash equivalents, beginning of period                                 | 3,064.4        | 3,053.1        |
| <b>Cash and cash equivalents, end of period</b>                                | <b>3,199.0</b> | <b>3,313.3</b> |

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 Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

# Differentiated capital structure



- €3.9 billion liquidity incl. €3.2 billion of cash
- Commercial paper fully backstopped by the RCF

- €620 million of bridge loan drawn at Spin-off
- BBB/A-2' investment grade rating confirmed by S&P Global after Spin-off

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 Q1 2021 Results Release), and excludes restructuring expenses, merger and integration costs, and litigation costs.

# Yamal LNG – Interpreting the disclosures

## Project disclosure data

In € Millions

### Contract liabilities

**345**

Dec 31, 2020

**308**

Mar 31, 2021

### Cash required by operating activities

**(13)**

Mar 30, 2020  
Three months ended

**(5)**

Mar 30, 2021  
Three months ended

## Contract liabilities structure

**Reduction in contract liabilities: €37m**

*December 31, 2020 to March 31, 2021*



Payments to Vendors or Technip Energies



Vendor  
(Cost)



- Continued strong execution
- and plant performance will
- reduce project cost,
- increasing Technip
- Energies profit

# Stock information and ADR

## Stock



Listed on Euronext Paris / SBF 120 index



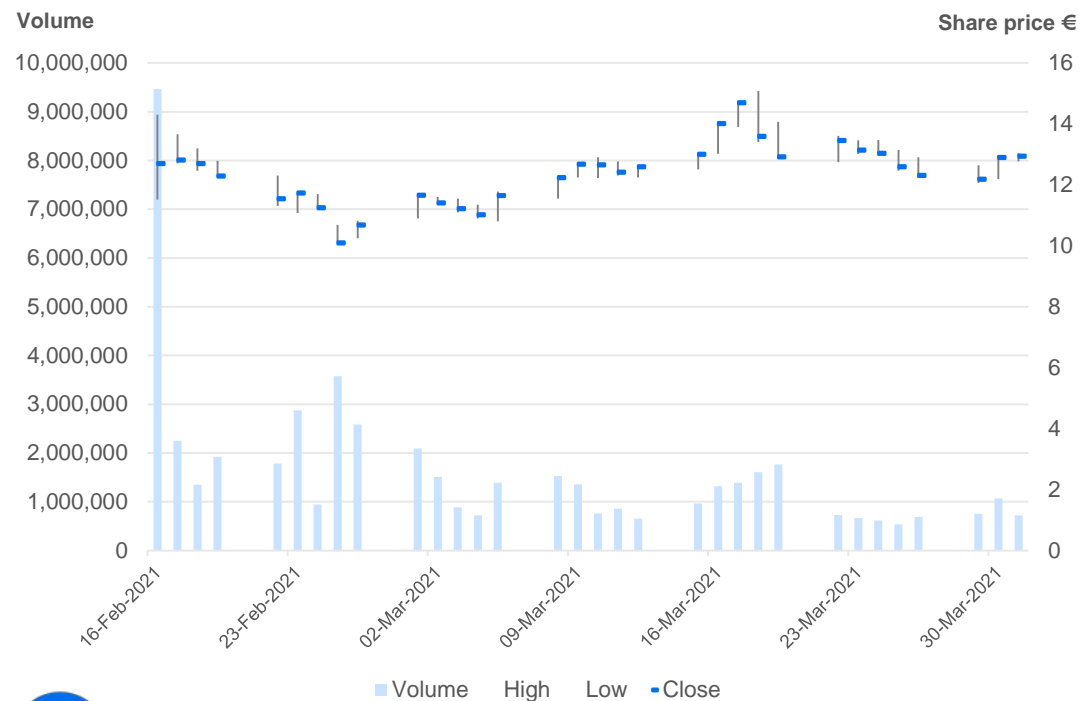
Ticker code: TE / ISIN code: NL0014559478



Free float: 90.1 million / Outstanding shares: 179.8 million



Market Cap at March 31, 2021: €2.3 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 ChaseBank, N.A.
- **For further information:**  
<https://www.adr.com/drprofile/87854Y109>



## **Investor Relations**

**Phillip Lindsay**

Vice President, Investor Relations

Tel: +44 20 3429 3929

[phillip.lindsay@technipenergies.com](mailto:phillip.lindsay@technipenergies.com)