5 March 2024

# 2024 CAPITAL MARKETS DAY

#### OUT OF THE UNBOX



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## OUT OF THE UNBOX

**01** THE SUSTAINABLE FUTURE IS HERE F. Di Amato, Chairman and Founder

05

SPEEDING UP THE TECH DEVELOPMENT

A. Bernini, Chief Executive Officer
A. Batistini, Chief Technology Innovation Officer SVP
F. Dignani, Commercial & Procurement Head of Department Conser

OFF TO A FLYING START A. Bernini, Chief Executive Officer **06** FY 2023 RESULTS *F. Fritelli, Group Chief Financial Officer* 

2024-2033 STRATEGIC PLAN

A. Bernini, Chief Executive Officer

#### **RIDING THE ENERGY INVESTMENTS WAVE**

A. Bernini, Chief Executive Officer

M. Sicari, Commercial and Operations VP

S. Taraschi, Project Director

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08 Q&A

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A. Bernini, Chief Executive Officer G. Sale, Corporate and Business Strategy SVP M. Nafid, Managing Director Nextchem Tech

LEADING NEW ENERGY TRANSITION TRENDS

A. Bernini, Chief Executive Officer F. Fritelli, Group Chief Financial Officer S. Guidi, Head of Investor Relations

AGENDA



# THE SUSTAINABLE FUTURE IS HERE F. Di Amato

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2024 CAPITAL MARKETS DAY: OUT OF THE UNBOX



# OFF TO A FLYING START A. Bernini

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### LAST YEAR'S NEW STRATEGIC APPROACH... INTEGRATING TECHNOLOGICAL LEADERSHIP WITH EXECUTION EXCELLENCE

SUSTAINABLE TECHNOLOGY SOLUTIONS

# 

INTEGRATED E&C SOLUTIONS

### ...HAS ALREADY BORNE ITS FRUITS IN 2023 DELIVERING ON OUR STRATEGIC DRIVERS

Expanded our technology portfolio
10 new technologies
F
Delivered synergies between STS and IE&CS
6 integrated projects awarded

AT MAIRE

### LEADING IN A GLOBAL ENERGY SCENARIO SECULAR TRENDS SUPPORTING OUR VALUE PROPOSITION

#### Energy supercycle

Superior sector knowledge
 Ability to deliver mega projects



#### 

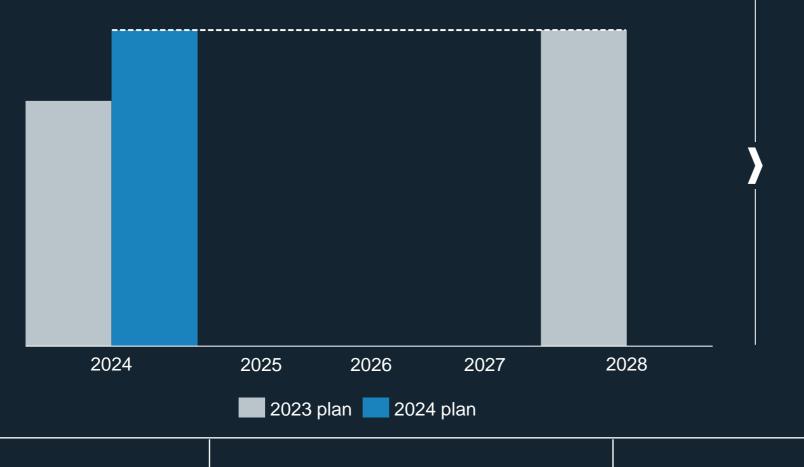
leading in a more complex and faster environment

Industry decarbonization and circular economy

 Flexible approach
 Ability to provide proven and effective technologies

#### STEPPING UP THE PACE, ACCELERATING RESULTS ACHIEVING 2028 REVENUES IN 2024

#### EXPECTED GROUP REVENUES

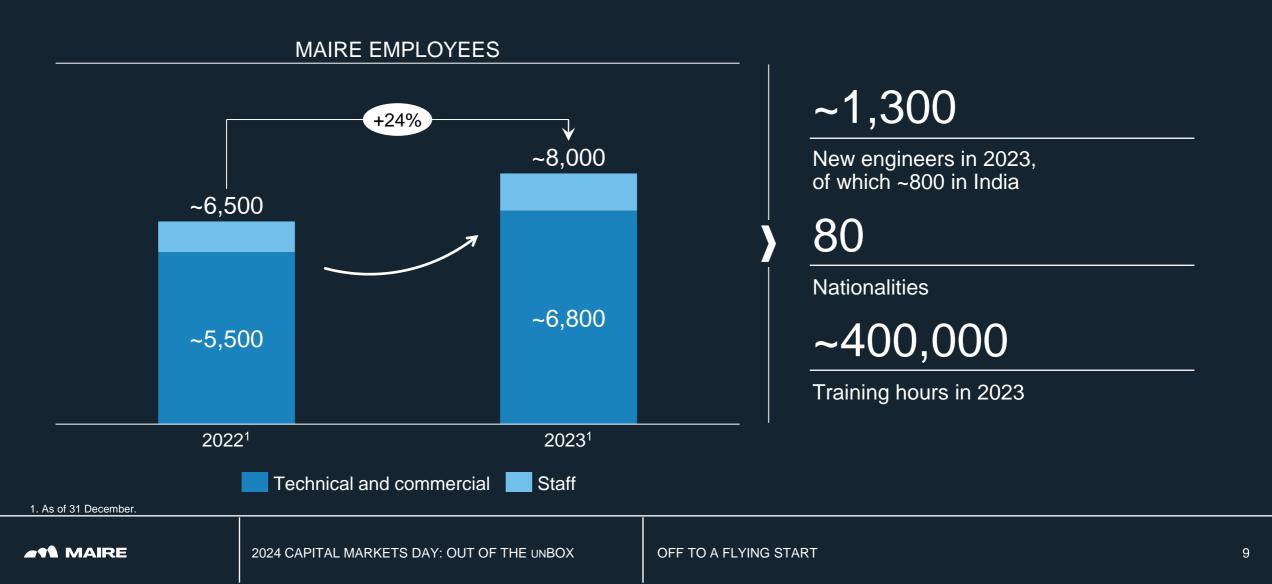


#### **Reaching our targets**

#### **4 years earlier**

vs. strategic plan set in 2023

### ONGOING COMMITMENT TO HUMAN CAPITAL CONTINUOUSLY INCREASING OUR TECHNICAL COMPETENCES



### OUR STRATEGIC PRIORITIES TO MAINTAIN OUR UNDISPUTED LEADERSHIP

Riding the worldwide energy investment mega trends...

...tackling the transition needs leveraging on our process engineering capabilities... ...while speeding up the development of

technology platforms

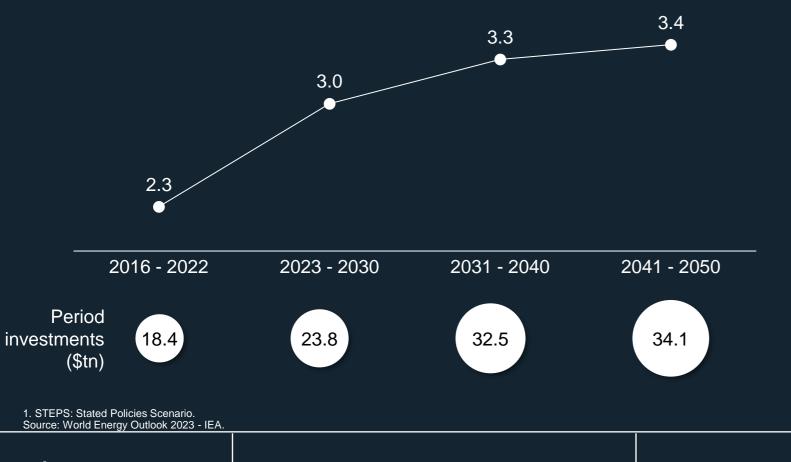


# RIDING THE ENERGY INVESTMENTS WAVE A. Bernini, M. Sicari, S. Taraschi

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### A NEW SUPERCYCLE IN ENERGY INVESTMENTS SECURING SUPPLY WHILE INCREASING DECARBONIZATION EFFORTS

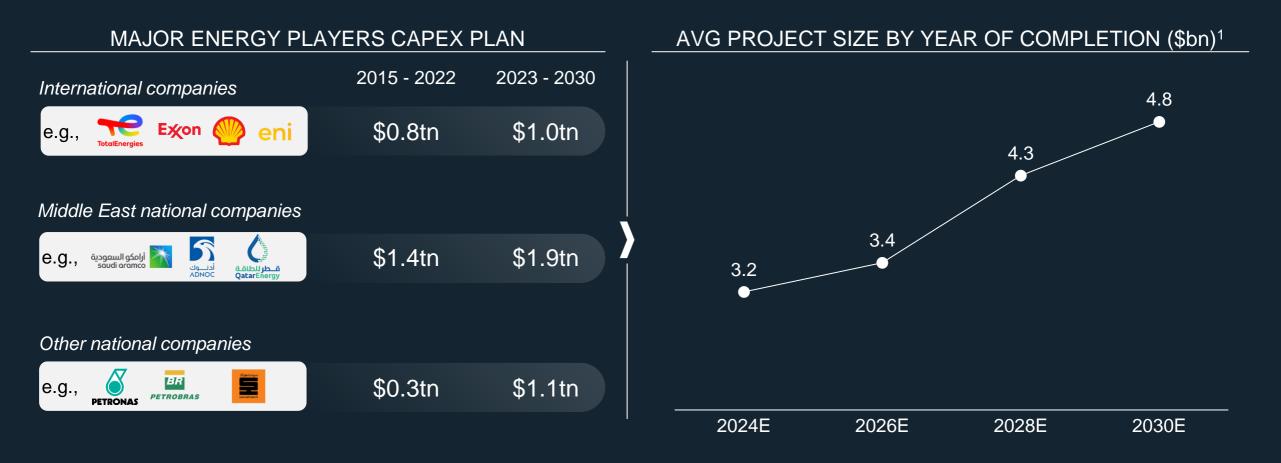
#### YEARLY WORLD ENERGY INVESTMENTS - STEPS<sup>1</sup> SCENARIO (\$tn)



Energy investments expected to significantly increase globally, transitioning away from fossil fuels

Decarbonization features are becoming increasingly critical for conventional projects

### MASSIVE INVESTMENT PLANS BY ENERGY COMPANIES BRINGING MORE MEGA PROJECTS



1. Nominal value, data at the end of project.

Source: GlobalData, BCG Analysis on S&P Capital IQ and company-stated targets.

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#### HOW TO SUCCESSFULLY NAVIGATE THE SUPERCYCLE KEY FACTORS TO EXECUTE MEGA PROJECTS

Increasing engineering capacity

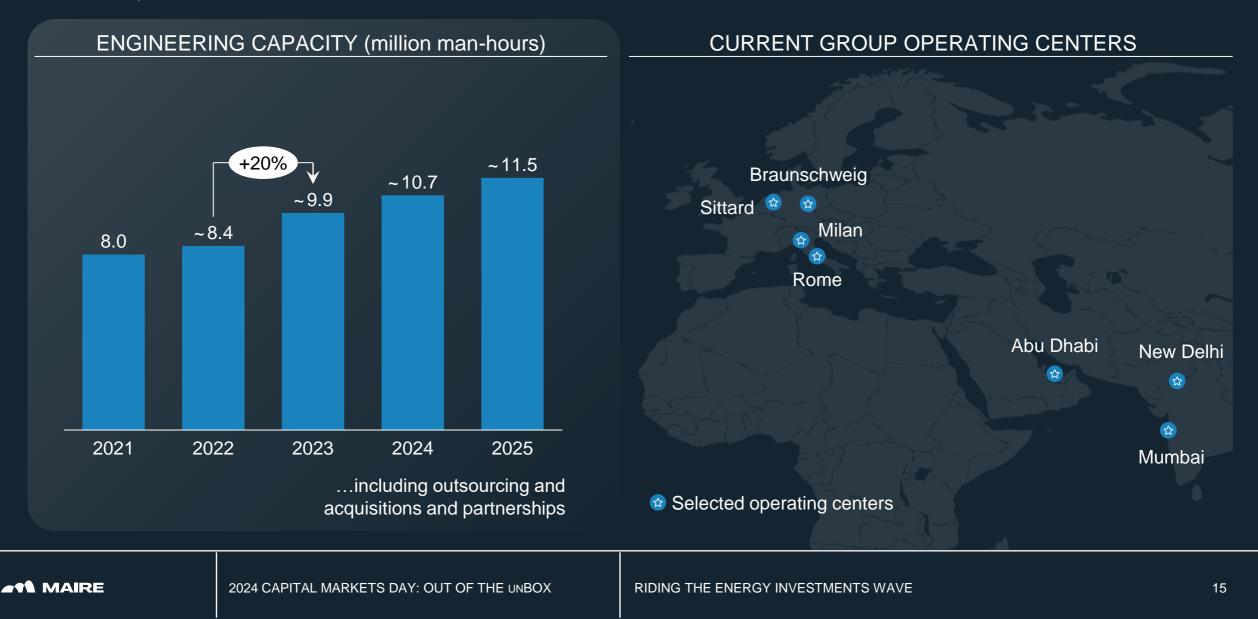
Unleashing the value of digital innovation

Strengthening our procurement process

\*

Ensuring healthy and safe environments

#### **INCREASING ENGINEERING CAPACITY** ADDING QUALITY TECHNICAL COMPETENCES TO SUPPORT GROWTH



### AT THE FOREFRONT OF DIGITAL INNOVATION BOOSTING PRODUCTIVITY AND QUALITY OF DELIVERY



#### STRENGTHENING OUR PROCUREMENT PROCESS VALORIZATION OF LOCAL SUPPLY CHAINS



### **BEST-IN CLASS FOR HEALTH AND SAFETY** A TOP PRIORITY FOR OUR CONSTRUCTION ACTIVITIES

Lost Time Injury Rate

## 0.063 LTIR<sup>1</sup>

Total Recovery Injury Rate

0.266 TRIR<sup>2</sup>

On-site training

2.4m hours





LTIR 58% lower than the IOGP<sup>3</sup> construction benchmark

1. LTIR five-year rolling average. 2. 2023 TRIR. 3. IOGP: International Association of Oil & Gas Producers.

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### HAIL AND GHASHA RECOGNIZING THE VALUE OF OUR EXPERTISE AND DELIVERY SKILLS

Contract Value

\$8.7bn

#### ONSHORE DEVELOPMENT



Client ADNOC

Location **UAE** 

World-class track record in delivering gas treatment plants and sulphur recovery units



Aim to operate with net-zero emissions





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### HAIL AND GHASHA GOVERNANCE ENSURING AN EFFECTIVE DELIVERY

#### PROJECT GOVERNANCE AND ORGANIZATION



Full integration with ADNOC team



Dedicated directorate ensuring strict control over project progress and execution team



Project split in three main packages for better control



Local branch facilitating approval process



Dedicated project procurement team

1. EP: Engineering and Procurement. 2. ICV: In-Country Value.

#### PROJECT PERSONNEL BY OPERATING CENTER (# resources)



### HAIL AND GHASHA FAST TRACK APPROACH EFFICIENT PLANNING FOR A TIMELY DELIVERY

#### **KEY PROGRESS UPDATE** 2023 2024 2025 [...] 2028 Today Award Started detailed engineering activities, including geotechnical Advance on 3D $\overline{\mathbf{A}}$ Engineering analysis and workshops to streamline model design review design development Placed purchase orders for long lead Framework agreements with bulk Procurement Project expected and critical items material suppliers completion Secured subcontractors capacity for $\overline{\mathbf{A}}$ Construction 1 Start up of civil works at site temporary facilities Powered by gen.AI ad-hoc solutions to increase productivity and ensure speed and quality of delivery 2024 CAPITAL MARKETS DAY: OUT OF THE UNBOX RIDING THE ENERGY INVESTMENTS WAVE MAIRE 21



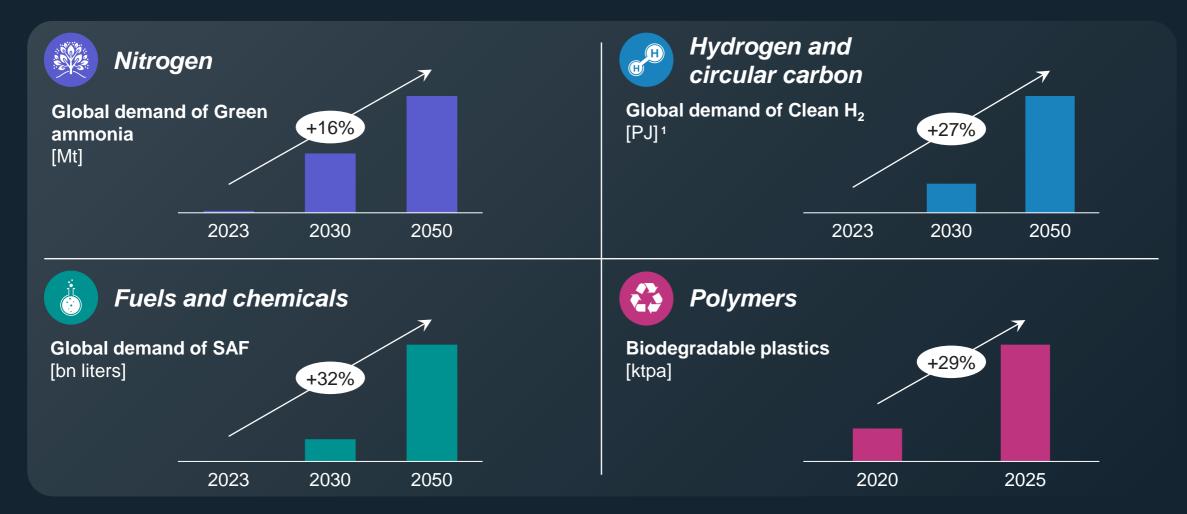


# LEADING NEW ENERGY TRANSITION TRENDS A. Bernini, G. Sale, M. Nafid

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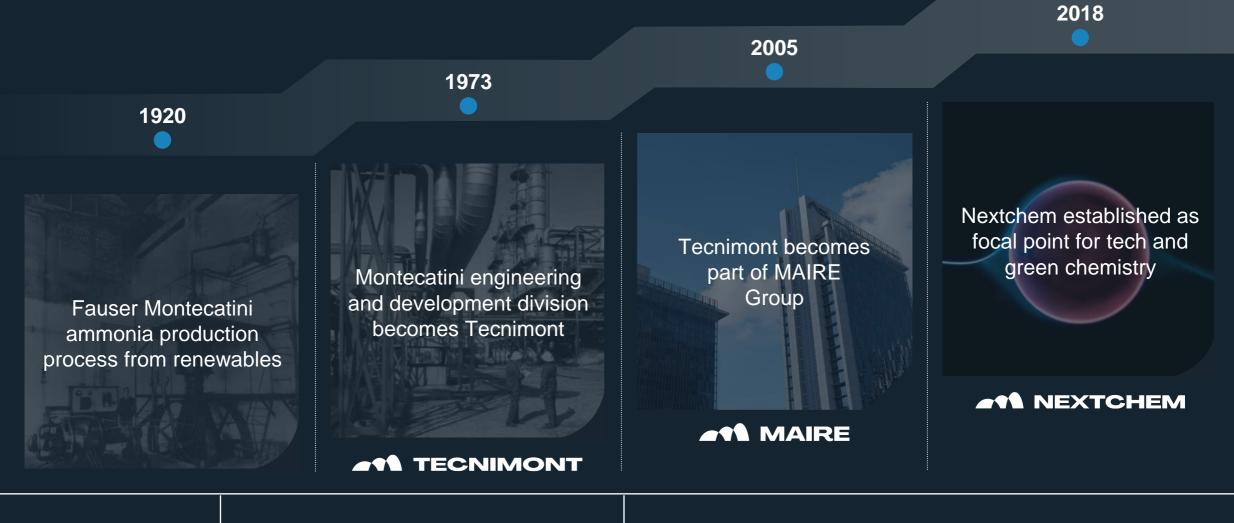
### ENERGY TRANSITION TRENDS FACING STRONG GROWTH AMMONIA, CLEAN H<sub>2</sub>, SAF AND RECYCLED PLASTICS PIVOTAL IN DECARBONIZATION



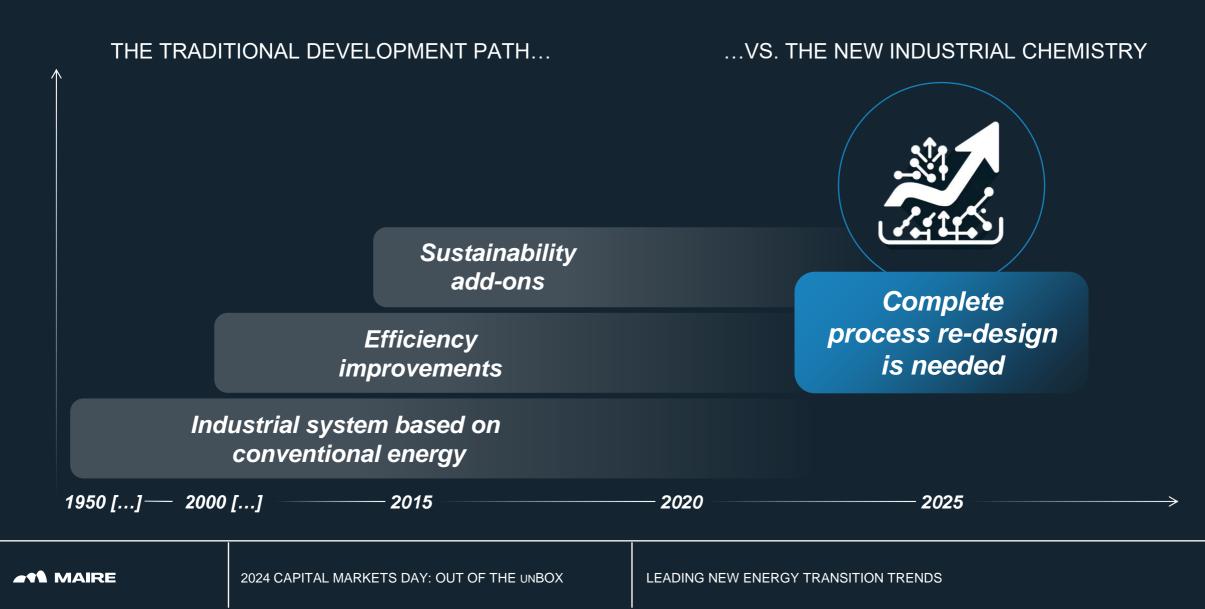
Note: Charts not in scale. 1. Considering 1.5°C scenario for Green and Blue Hydrogen. Source: IEA, Global Data, Bloomberg, IATA, OECD.

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### LEVERAGING OUR LEGACY FOR A SUSTAINABLE FUTURE MORE THAN ONE CENTURY OF INNOVATION IN CHEMISTRY

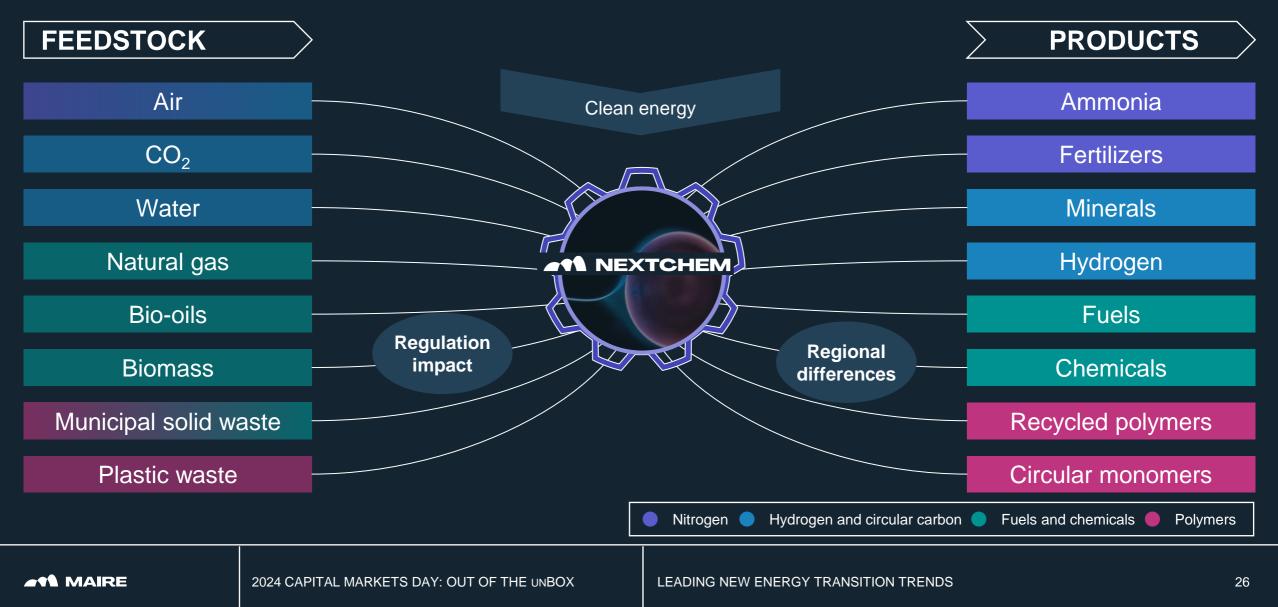


### THE SOLUTION TO THE DECARBONIZATION EQUATION A PARADIGM SHIFT



## NO SINGLE PATH TO NET ZERO EXISTS

NEXTCHEM IS EQUIPPED TO PROVIDE FLEXIBLE SOLUTIONS TO CLIENTS



## FROM EXPECTATIONS TO REALITY

DECARBONIZATION PACE IMPACTED BY DIVERGING TRENDS



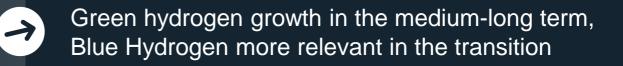




Increasing demand of green ammonia as energy carrier



Hydrogen and circular carbon



Fuels and chemicals

SAF accelerated demand supported by regulation and voluntary commitments



Polymers



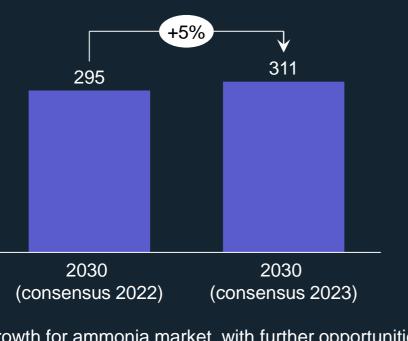
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Increasing demand for recycled polymers, driven by regulation and voluntary commitments

# A CONSTANTLY EVOLVING SCENARIO...

#### A DEEP DIVE ON AMMONIA AND HYDROGEN

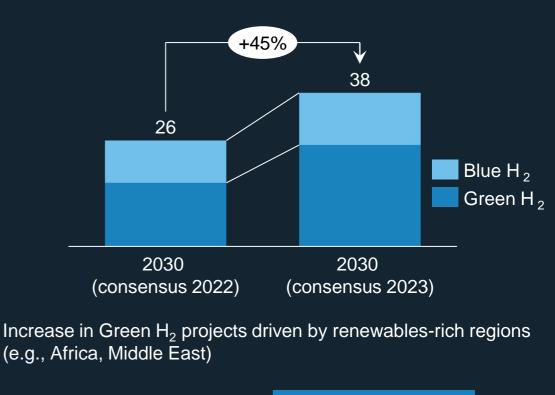
#### AMMONIA EXPECTED CAPACITY (MTPA<sup>1</sup>, 2030)



Resilient growth for ammonia market, with further opportunities in non-traditional uses for clean ammonia



#### CLEAN H<sub>2</sub> EXPECTED CAPACITY (MTPA<sup>1</sup>, 2030)



## A UNIQUE OFFERING BASED ON PROCESS INTEGRATION

#### PROPRIETARY TECHNOLOGIES ARE OUR BUILDING BLOCKS







# SPEDING UP THE TECH DEVELOPMENT A. Bernini, A. Batistini, F. Dignani

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### THREE ROUTES TO ACCELERATE TECH DEVELOPMENT WE CONTINUE TO PUSH BOUNDARIES



1. Upon closing expected in Q2 2024.

#### 

SPEEDING UP THE TECH DEVELOPMENT

#### A BROAD PORTFOLIO OF TECHNOLOGIES... CURRENT PROPRIETARY BRANDS



Nitrogen

STAMI Urea Ultra-low energy urea production

**STAMI Green Ammonia** Small scale green ammonia

**STAMI Nitric Acid** *Nitric acid from ammonia* 

Low Carbon Ammonia<sup>1</sup> Ammonia via ATR<sup>2</sup> produced H<sub>2</sub>



NX Reform

NX CPO<sup>3</sup>

NX eBlue

**NX Decarb** 

**ATR**<sup>1,2</sup>

Clean H<sub>2</sub>

Clean H<sub>2</sub>

Conventional H<sub>2</sub>

Electric clean H<sub>2</sub>

**NX SulphuRec** 

Advanced sulfur recovery

Carbon capture optimization

Hydrogen and circular carbon



Fuels and chemicals

NX Circular Waste-to platform

NX SAF Bio Bio-sustainable aviation fuel

NX PTU<sup>4</sup> Pre-treatment of bio-oils

Low Carbon Methanol<sup>1</sup> Methanol production from syngas Low Carbon Olefins<sup>1</sup> Olefins production from methanol



NX Replast Mechanical recycling of plastic

**NX RePMMA<sup>5</sup> (Cat-C)** Chemical recycling of PMMA<sup>5</sup>

**CONSER Duetto** *Biodegradable plastics* 

**CONSER Fine Chemicals<sup>6</sup>** Valorization of light hydrocarbons

**CONSER Butyl Rubber** *Efficient rubber production* 

**CONSER Aromatics** *Plastic performance enhancers* 

**Digital services** 

1. Subject to closing of GasConTec acquisition in Q2 2024. 2. Autothermal reforming. 3. CPO: Catalytic Partial Oxidation. 4. PTU: Pre-Treatment Unit. 5. PMMA: Polymethyl methacrylate. 6. Relative to technologies for light hydrocarbons valorisation

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SPEEDING UP THE TECH DEVELOPMENT

### ...TO BE FURTHER ENRICHED STRATEGIC AREAS FOR FURTHER DEVELOPMENT





Hydrogen and circular carbon



Fuels and chemicals



Expand nitrogen-derived products

Structure specialty fertilizers tech offering

Strengthen clean H<sub>2</sub> production technologies

Develop differentiating electrolyzer tech Expand into synthetic fuels and e-SAF

Develop Alcohol-to-Jet solutions

Expand into sustainable monomers

Explore bio-based plastic

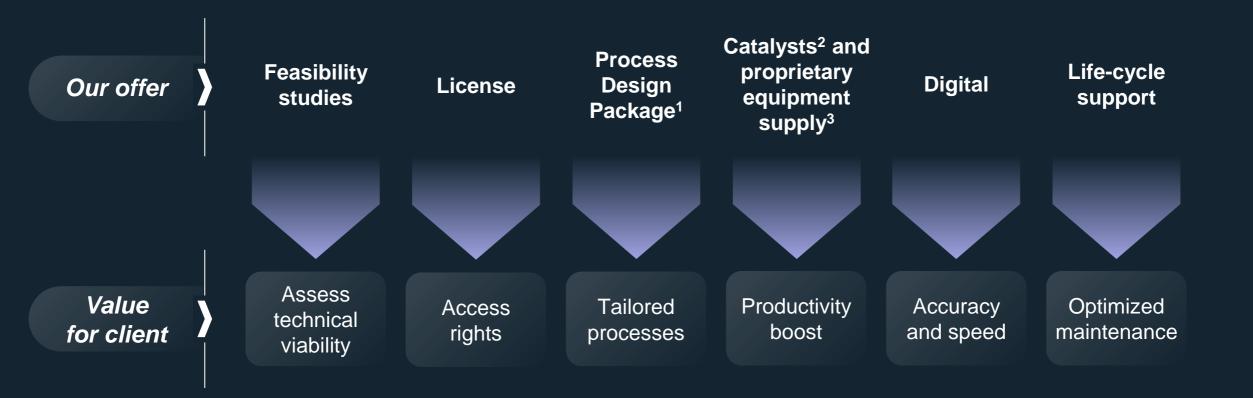


Expand catalyst offering leveraging on internal capabilities and co-development agreements with universities and producers

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SPEEDING UP THE TECH DEVELOPMENT

### A COMPLETE COMMERCIAL OFFERING SUPPORTING CLIENTS AT VARIOUS PROJECT STAGES



1. Aimed at defining the optimal process configuration of the licensed technology. 2. Substance that increases the rate of a chemical reaction. 3. Provision of specialized equipment designed and supplied by a company holding exclusive rights or patents to the technology used.

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## GREEN INNOVATION DISTRICT CENTER OF EXCELLENCE FOR INNOVATION AND PILOTS TO BE BUILT IN ROME



**3,650 sqm** dedicated to laboratories

**2,700 sqm** dedicated to pilots

**Up to 10** Group demonstrative pilot plants

**200** Professionals employed at full speed

Partnerships with Milan, Rome and Salerno universities



Note: render pictures

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# F. Fritelli

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### 2023 FINANCIAL HIGHLIGHTS A YEAR OF DELIVERY

	2023	YoY growth	vs. guidance			
Revenues	€4.3bn	+23.0%	T	F	Proposed 2024 dividend:	
EBITDA Margin %	€274.4m <i>6.4%</i>	+31.1% + <i>40bps</i>			€64.7m +59% YoY	
CAPEX	€76.6m	3.0x			50% Pay-out ratio	
Adjusted Net Cash <sup>1</sup>	€337.9m	+€244.1m	T		vs. 45% paid in 2023	
1. Excluding leasing liabilities - IFRS 16 and	other minor items.					
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### CONSOLIDATED P&L DOUBLE-DIGIT GROWTH OF ALL THE MAIN KPIS AND INCREASE IN PROFITABILITY



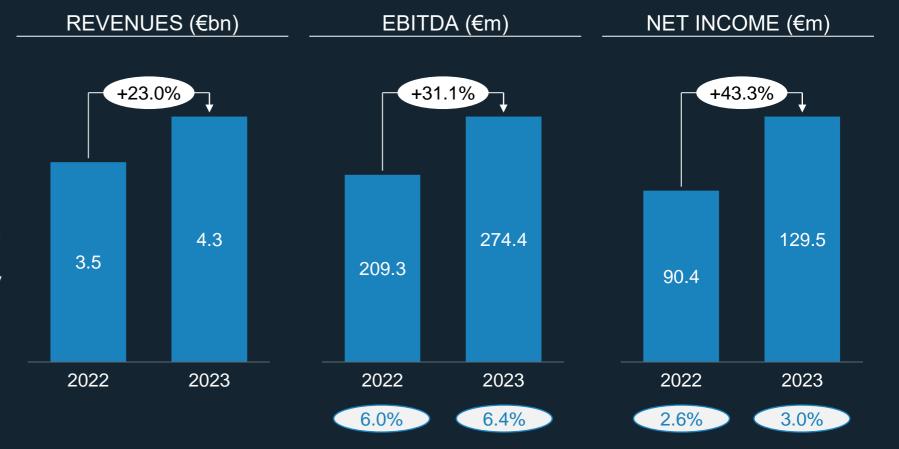
Revenues increase driven by steady project execution

EBITDA growth supported
by operating leverage
Profitability boosted
by increased STS contribution

\$

Higher yield on deposits partly offset increased charges of new credit facilities

Net Income benefitted from higher operating profits





### SUSTAINABLE TECHNOLOGY SOLUTIONS STEPPING UP THE PACE



Revenues increase driven by a growing demand for technologies, mainly in nitrogen fertilizers and circular solutions

Strong profitability, at the top end of the guidance, thanks to product mix

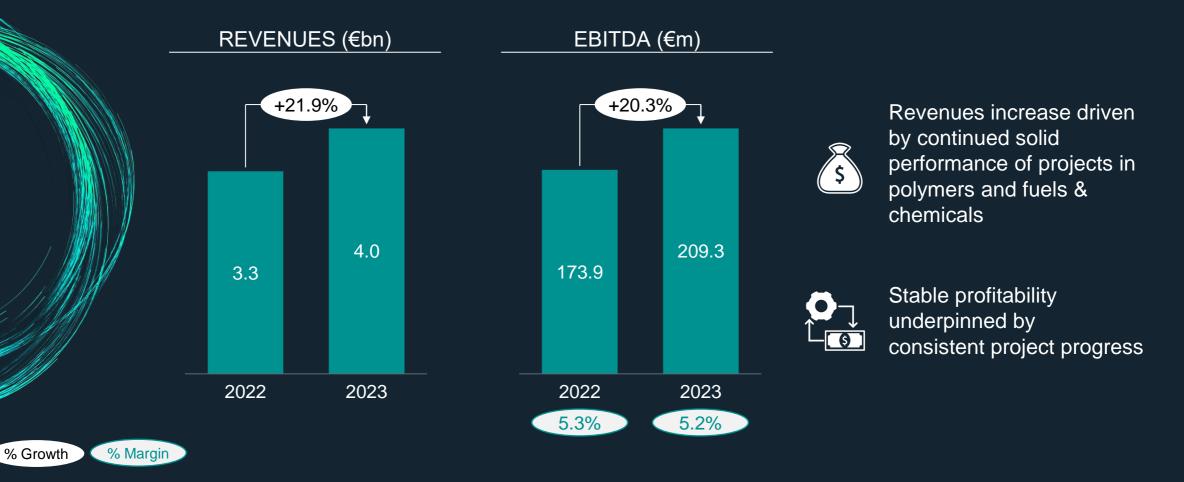


% Growth % Margin

Note: 2022 pro-forma figures for comparative purposes

#### ANAIRE

### **INTEGRATED E&C SOLUTIONS** PERFORMANCE DRIVEN BY STEADY PROJECT EXECUTION



Note: 2022 pro-forma figures for comparative purposes

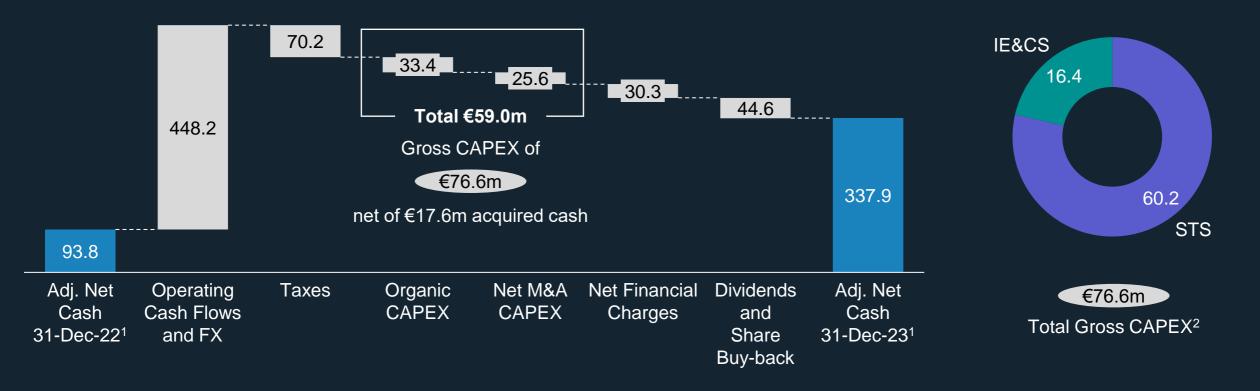
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### NET CASH POSITION

#### SUBSTANTIALLY IMPROVED THANKS TO STRONG OPERATING CASH FLOW

#### CASH FLOW BRIDGE (€m, EX-IFRS 16)

#### CAPEX BREAKDOWN (€m)



1. Excluding leasing liabilities - IFRS 16 (€129.1m as of 31 December 2023 and €133.0m as of 31 December 2022) and other minor items. 2. Total Gross CAPEX includes €43.2m of M&A CAPEX (of which €35.8m Conser purchase price and €7.4m CatC purchase price and funding, not taking into account €17.6m of acquired cash) and €33.4m of Organic CAPEX.

AMAIRE     2024 CAPITAL MARKETS DAY: OUT OF THE UNBOX     FY 2023 RESULT	6 41
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### ADJUSTED NET TRADE WORKING CAPITAL

WORKING CAPITAL DYNAMIC REFLECTS THE NEW DIMESION OF ENERGY PROJECTS

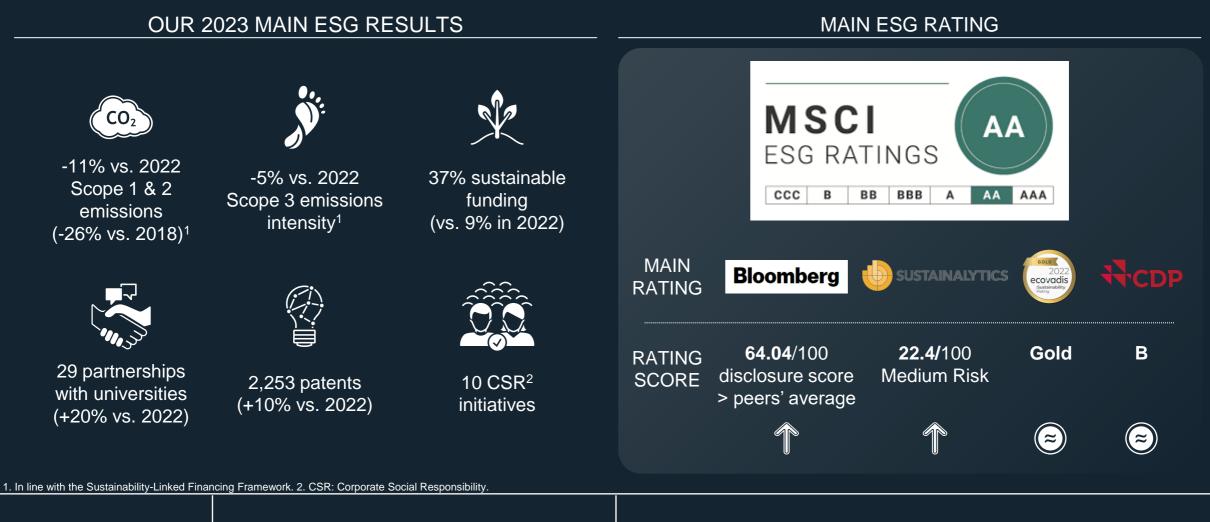
#### Benefiting from the increased -113.8 size of new awards -379.0-311.3 61.1 -15.0 Net trade Advances from clients Adjusted net accounts Net WIP Net trade receivable / payables working capital and to suppliers working capital 31-Dec-22 31-Dec-23

#### ADJUSTED NET TRADE WORKING CAPITAL (€m)

Note: Adjusted Net Trade Working Capital to be comparable with the Adjusted Net Financial Position shown in this document. 1. Adjusted Net Accounts includes Accounts Receivables, Accounts Payables and other minor items.

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### A STRONG ESG POSITIONING DELIVERING ON ALL SUSTAINABILITY PILLARS



### GROUP ORDER INTAKE AND BACKLOG

RECORD HIGH ORDER INTAKE AND BACKLOG DRIVEN BY STRONG MARKET FUNDAMENTALS

Integrated E&C Sustainable Technology Solutions Solutions Short cycle: 12 - 18 months Long cycle: 3 - 4 years €15.0bn **GROUP BACKLOG** €230.4m €14.8bn YE BACKLOG (1.4x YoY Growth) YE BACKLOG (1.8x YoY Growth) €299.1m €10.9bn FY ORDER INTAKE FY ORDER INTAKE

### IE&CS BACKLOG SCHEDULE

#### SOLID STARTING POINT FOR 2024 AND BEYOND

#### IE&CS BACKLOG SCHEDULE

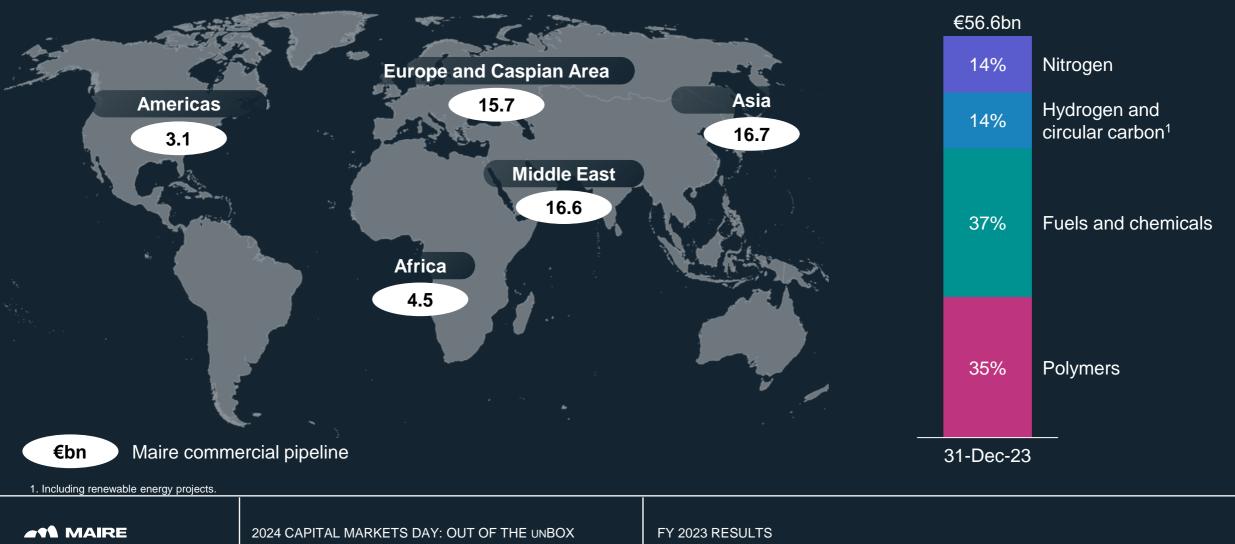


Note: based on current management assumptions, excluding major contractual amendments or extraordinary events beyond the reasonable control of the Group which may impact its operations.

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### COMMERCIAL PIPELINE MARKET OPPORTUNITIES WORTH €56.6BN

#### BY MAIN CLUSTER



07

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### 2024 - 2033 STRATEGIC PLAN A. Bernini

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### 2024 GUIDANCE, STEPPING UP THE PACE

SOLID GROWTH SUPPORTED BY CURRENT BACKLOG, CAPEX TO ACCELERATE

	2023	2024
\$ Revenues	€4.3bn	€5.7 - 6.1bn
STS	€262m	€340 - 360m
IE&CS	€4.0bn	€5.4 - 5.7bn
EBITDA	€274m	€360 - 405m
STS	€65m	€75 - 90m
IE&CS	€209m	€285 - 315m
CAPEX <sup>1</sup>	€76.6m	€140 - 170m
STS	€16.4m	€110 - 120m
IE&CS	€60.2m	€30 - 50m
Adjusted Net Cash <sup>2</sup>	€337.9m	

Aiming for a 2024 book to bill ratio<sup>3</sup> of  $\sim 1x$ 

1. Including M&A. 2. Excluding leasing liabilities - IFRS 16 and other minor items. 3. Book to bill ratio: ratio of order intake over revenue.

### GROUP RESULTS BEYOND LAST YEAR AMBITIONS STRONG REVENUE GROWTH AND MARGIN EXPANSION ALONG THE 10Y PLAN

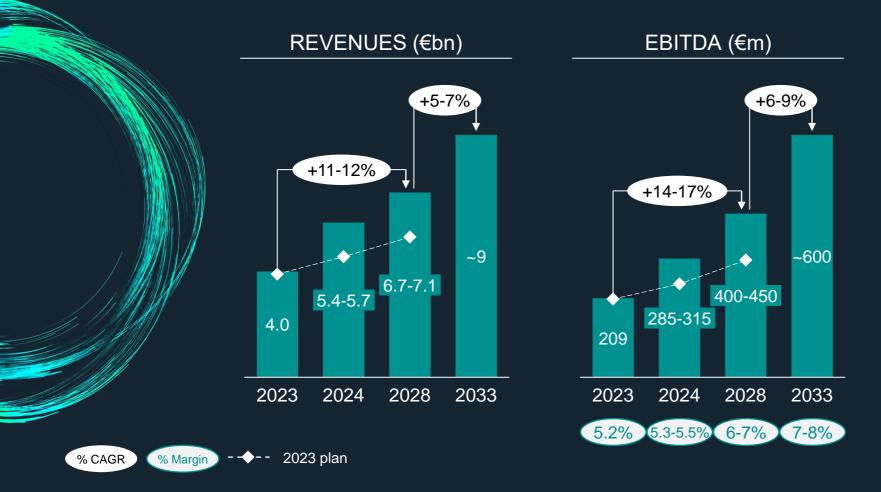


### SUSTAINABLE TECHNOLOGY SOLUTIONS

SIGNIFICANT GROWTH DRIVEN BY ENERGY TRANSITION NEEDS AND TECH DEVELOPMENT



### **INTEGRATED E&C SOLUTIONS** FAVORABLE MARKET CYCLE SUPPORTING GROWTH



Grow volumes ambition leveraging the energy supercycle



Higher margins in the long run thanks to favourable market cycle for EPC



Exploit synergies with STS, capitalizing on integrated projects with own technologies

### €1BN CAPEX IN 10 YEARS TO SUSTAIN GROWTH INVESTMENTS CONCENTRATED IN THE FIRST HALF OF THE PLAN

CAPEX<sup>1</sup> (€m) €1,000 - 1,200m cumulated 2024-2033 **Sustainable** Technology 600-650 **Solutions** €500 - 600m cumulated 2024-2033 350-400 Integrated E&C **Solutions** 140-170 €500 - 600m 77 110-120 cumulated 2024-2033 60 30-50 2023 2024 2025-2028 2029-2033



Note: CAPEX not including potential transformational M&A transactions. 1. Gross amount not including dividends and divestment proceeds. 2. Recurring R&D investments to be capitalized.

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### MET DEVELOPMENT, A KEY ENABLER FOR GROWTH SUPPORT AND ACCELERATE FIRST-OF-A-KIND INITIATIVES OF THE GROUP



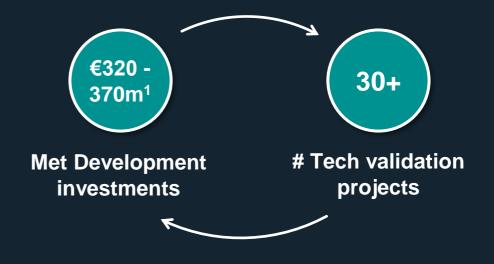
Adoption of STS proprietary technologies

AND

Involvement of IE&CS in the EPC phase

- Minority equity investments of €10 20m per initiative
- Involvement of infrastructure funds to reduce the final take
- Double-digit target returns





Cash in from divestments and project dividends only partially captured in the 10Y plan horizon

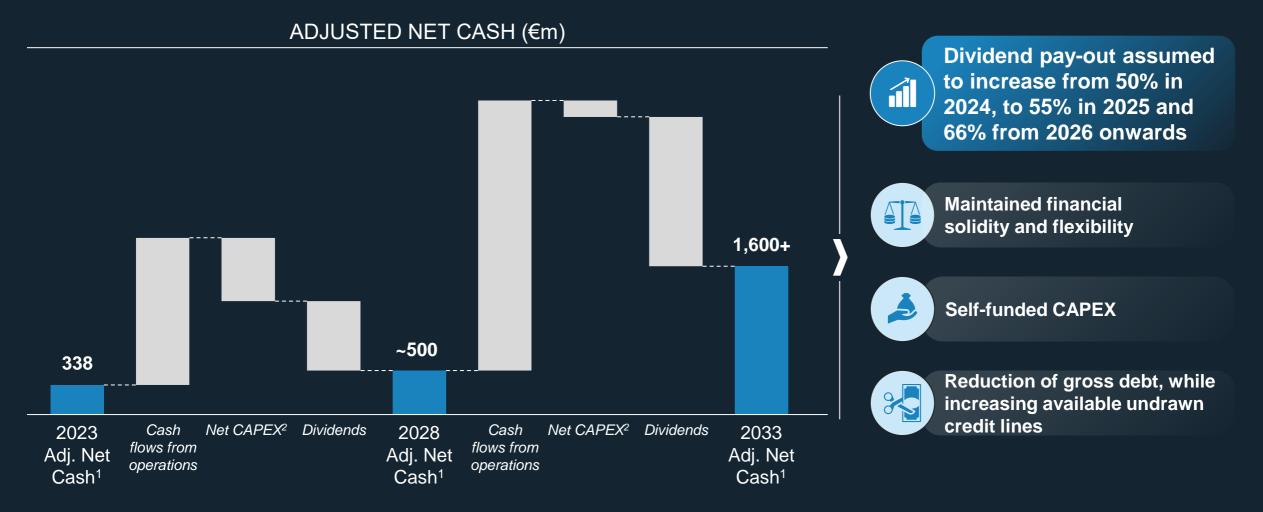


1. Gross amount not including dividends and divestment proceeds.

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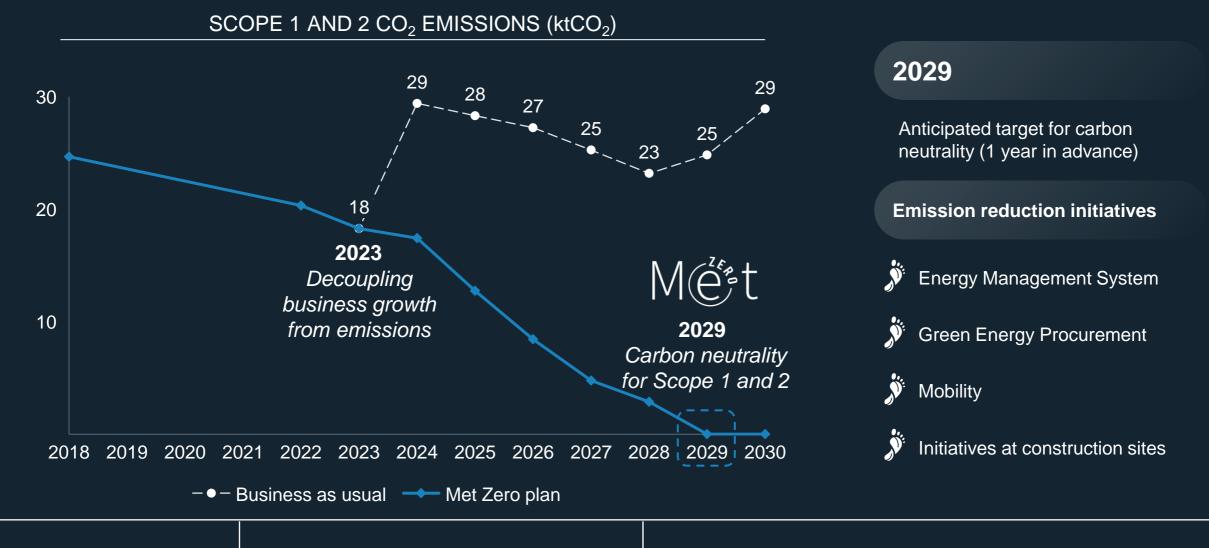
### NET CASH EVOLUTION

#### INCREASING CASH GENERATION AND DIVIDEND PAY-OUT IN SECOND HALF OF THE PLAN



1. Includes adjustment for IFRS16 and other minor items. 2. Net CAPEX including project dividends and divestments.

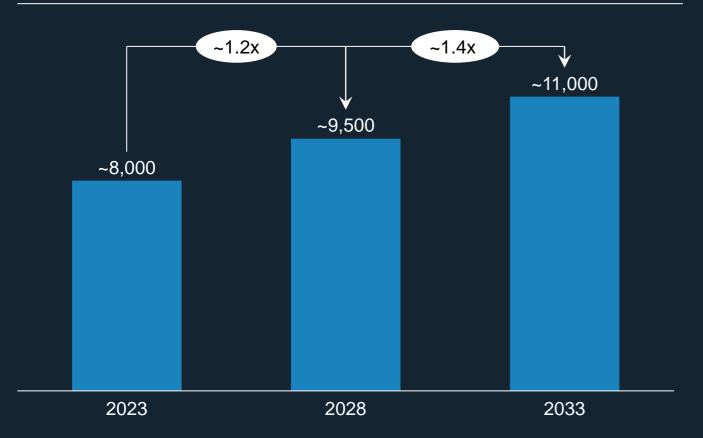
### ANTICIPATED MET ZERO PLAN TO CARBON NEUTRALITY ACHIEVING CARBON NEUTRALITY FOR SCOPE 1 AND 2 ONE YEAR IN ADVANCE



#### AT MAIRE

### STRENGTHENING HUMAN CAPITAL GROWTH EXPANSION OF SKILLSET IN ALL MAIRE OFFICES TO ENSURE DELIVERY

MAIRE EMPLOYEES

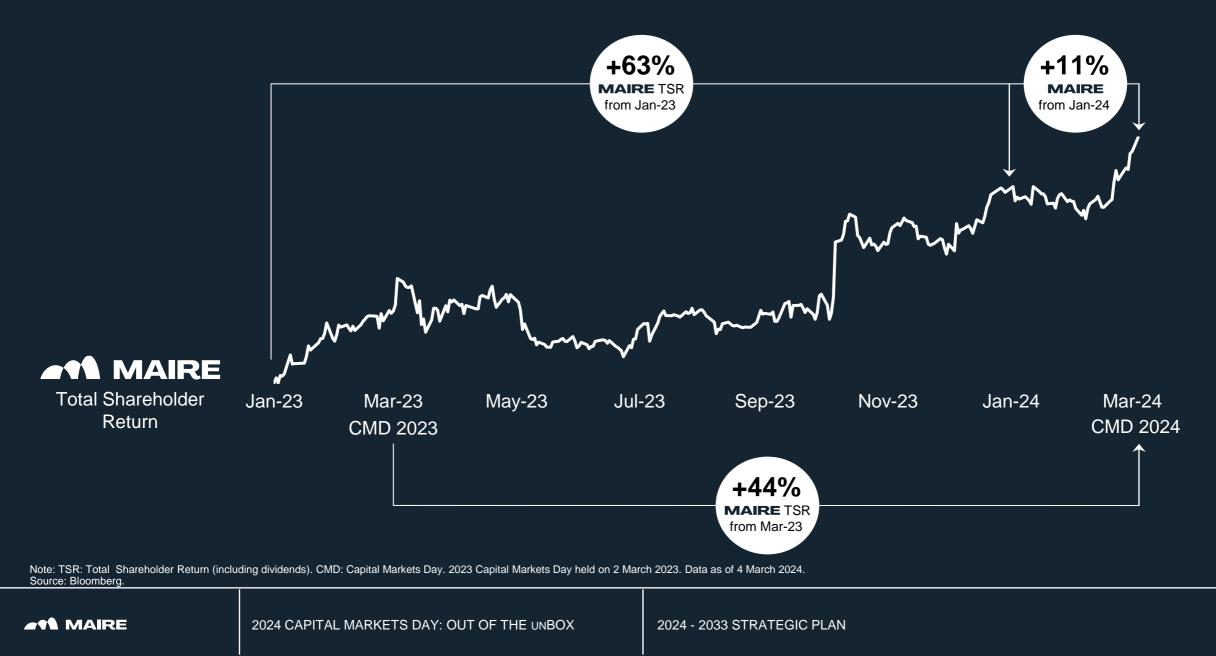


STS hiring focused on process engineering capabilities and R&D, mainly in Rome's Green Innovation District and in Southern Italy (new operating center)

Most of IE&CS hiring is focused on project management, engineering and construction in all the operating centers

...organic growth and by small M&A

### DELIVERING VALUE TO OUR SHAREHOLDERS



### THE BEST IS YET TO COME



Recognized technological leadership in Energy Transition



Flexible and adaptable business model spanning the entire value chain worldwide



Proven execution capability to deliver a significant backlog



Foster growth through continuous breakthrough innovation...



...And accelerating via selective acquisitions



Strong financial position and discipline to support growth

