

## MAIRE TECNIMONT ANNOUNCES ITS H1 2021 CONSOLIDATED FINANCIAL RESULTS

- **Improving economic and financial performance**
  - **Revenues: 1,327.4 million (+9.2%)**
  - **EBITDA: €80.0 million (+9.1%)**
  - **Group Net Income: €40.0 million (+99.2%)**
- **Adjusted Net Debt of €31.4 million, a decrease of €85.5 million driven by operating cash flows of €164.2 million**
- **Backlog of €7 billion, 84% in Gas Monetization and Energy Transition**
- **Order intake: €2.3 billion; YTD: €2.9 billion**
- **Commercial pipeline of €61.7 billion, 72% in Gas Monetization and Energy Transition**
- **The Green Energy business growth continues, thanks to new projects and technological partnerships**

Milan, 29 July 2021 – Maire Tecnimont S.p.A.'s Board of Directors today has reviewed and approved the Half Year Financial report as of 30 June 2021, which shows a Group Net Income of €40.0 million, up 99,2%.

### CONSOLIDATED HIGHLIGHTS

(in Euro millions)	H1 2021	H1 2020	Change %
Revenues	1,327.4	1,216.0	+9.2%
Contract Gross Profit <sup>(1)</sup>	161.4	144.1	+12.0%
Contract Gross Margin	12.2%	11.8%	+40bp
EBITDA	80.0	73.3	+9.1%
EBITDA Margin	6.0%	6.0%	Unch.
Pre-Tax Income	53.3	27.6	+93.4%
Tax Rate	31.2%	31.5%	-30bps
Consolidated Net Income	36.7	18.9	+94.1%
Group Net Income	40.0	20.2	+99.2%

**Maire Tecnimont SpA**

REGISTERED OFFICE  
Viale Castello della Magliana, 27, 00148 Rome, Italy  
T +39 06 412235300 F +39 06412235610  
Operative Headquarters  
Via Gaetano de Castillia 6a, 20124 Milan, Italy  
T +39 02 63131 F +39 02 63139777

Share Capital € 19.920.679,32, fully paid-up  
Tax Code, VAT number and Rome  
Company register number: 07673571001  
[www.mairetecnimont.com](http://www.mairetecnimont.com)

(1) Contract Gross Profit is the industrial margin before the allocation of commercial, general and administrative costs, and research and development expenses.

(in Euro millions)	30.6.2021	31.12.2020	Change
Adjusted Net Debt*	31.4	116.9	85.5

\* Net of €9.1 million (€9.6 million as of 31/12/20) of Non-Recourse Debt for the MyReplast acquisition, including €15.7 million to be recovered in India (€15.2 million as of 31/12/20) and excluding the IFRS 16 impacts at of €132.2 million (€135.9 million as of 31/12/2020).

### ORDER INTAKE AND BACKLOG

(in Euro millions)	H1 2021	H1 2020	Change
Order Intake	2,257.6	1,768.3	489.3

(in Euro millions)	30.6.2021	31.12.2020	Change
Backlog	6,994.5	6,001.9	922.6

### FINANCIAL HIGHLIGHTS BY BUSINESS UNIT

(in Euro millions)	H1 2021	% on Revenues	H1 2020	% on Revenues
<b>Hydrocarbons</b>				
Revenues	1,288.2		1,193.5	
Contract Gross Profit	156.5	12.1%	142.7	12.0%
EBITDA	80.7	6.3%	74.6	6.3%
<b>Green Energy</b>				
Revenues	39.1		22.6	
Contract Gross Profit	4.9	12.5%	1.4	6.0%
EBITDA	(0.7)	n.m.	(1.3)	n.m.

### ORDER INTAKE BY BUSINESS UNIT

(in Euro millions)	H1 2021	H1 2020	Change
Hydrocarbons	2,192.8	1,760.2	432.6
Green Energy	64.8	8.1	56.7

### BACKLOG BY BUSINESS UNIT

(in Euro millions)	30.6.2021	31.12.2020	Change
Hydrocarbons	6,732.9	5,784.4	948.5
Green Energy	261.6	217.5	44.1

*The changes reported refer to H1 2021 versus H1 2020, unless otherwise stated.*

### **Consolidated Financial Results as of June 30, 2021**

Maire Tecnimont Group **Revenues** were **€1,327.4 million** up 9.2%. Volumes reflect the non-linear progress of projects in the backlog, depending on the planned schedules for each project, and showing a continuous upward trend due to pick up of the activities of the projects in the backlog and the start of the newly acquired ones.

The on-going advancement of the projects in the backlog and the start of the ones acquired year to date, are going to lead to volumes' increases over the next few quarters, in line with their scheduled planning, assuming no worsening of the pandemic and its variants.

**Contract Gross Profit** was **€161.4 million**, up 12.0%, thanks to the increased revenues and profitability. The latter has increased from 11.8% to **12.2%** also thanks to a different revenue mix.

**G&A costs** were **€41.1 million**, up 13.6%, also due to the strengthening of the operating structure to support the Green Energy activities as well as the ones in West Africa. The H1 2020 figure benefited from the cost saving initiatives implemented at the outset of the pandemic.

**EBITDA** was **€80.0 million**, up 9.1%, thanks to the higher revenues. Margin was **6.0%**, unchanged, and in line with the profitability of EPC projects.

**Amortization, Depreciation, Write-downs and Provisions** were **€20.6 million**, down 13.4%, as the H1 2020 figure was affected by the temporary impact of the pandemic on some clients' rating.

**EBIT** was **€59.4 million**, up 9.9%, with a profitability improving from 4.1% to 4.5%.

**Net Financial Charges** were **€6.1 million**, vs. €22.0 million. Such an improvement was driven by the positive net valuation of derivative contracts for €6.8 million vs. a negative value of €9.8 million which was due to lower stock prices and unfavorable exchange rates due to the pandemic's impact, leading to a positive change of €16.6 million.

Financial charges, net of the aforementioned effects, are substantially in line, in spite of additional financial charges related the €365 million loan facility 80% backed by SACE's "Garanzia Italia", signed in July 2020.

**Pre-tax Income** was **€53.3 million**. The tax provision was €16.7 million.

The effective **Tax Rate** was approx. 31.2%, slightly down, but substantially unchanged over the last few quarters, considering that the various jurisdictions where Group operations have been carried out have remained unchanged.

**Group Net Income** was **€40.0 million**, up 99.2%, as result of higher revenues and lower Net Financial Charges, as explained above.

**Adjusted Net Debt** (net of the above-mentioned values in the footnote on page 2) as of June 30, 2021 was **€31.4 million**, an €85.5 million improvement vs. December 31, 2020 thanks to the operating cashflows generation for €164.2 million, including advances related to the recently acquired projects, and in spite of a €38.1 million dividends payment and the purchase of Treasury Shares for the employees' incentive plans for €5.5 million.

The Net Financial Position has also been positively impacted by a €41.4 million mark-to-market valuation of the derivative contracts related to Maire Tecnimont's FX, to commodities price exposure, and to Maire Tecnimont's share price for what concerns the employees' incentive plans.

**Consolidated Shareholders' Equity** was **€472.8 million**, up €24.5 million vs. December 31, 2020. This increase was mainly driven by the Net Income of €36.7 million and the positive change of the derivatives' Cash Flow Hedge reserve of €23.5 million, and by an €8.0 million positive amount related to the translation of the Group companies' financial statements reported in a foreign currency.

### **Performance by Business Unit**

#### **Hydrocarbons BU**

**Revenues** were **€1,288.2 million** up 7.9%, for the same reasons commented above. **Gross Contract Profit** was **€156.5 million**, with a **profitability** of **12.1%**, in line. **EBITDA** was **€80.7 million**, up 8.1%, thanks to higher revenues. Profitability was **6.3%**, unchanged, and in line with the profitability of EPC projects.

#### **Green Energy BU**

**Revenues** were **€39.1 million**, up 73.3%, also thanks to a pickup in NextChem's activities, driven by a further strengthening of its technological portfolio thanks to several partnership agreements signed with various Italian and international counterparties last year and in the first Semester of 2021. Revenues also increased thanks to a pickup in the activities related to energy efficiency improvements, which had been impacted by the pandemic. **Gross Contract Profit** was **€4.9 million**, with a **profitability** of **12.5%**, significantly up vs. 6.0%. **EBITDA** was **-€0.7**

**million**, taking into account higher G&A costs due to the strengthening of NextChem's organization.

### **Development of the Green Energy BU**

Maire Tecnimont is accelerating its commitment to support the Energy Transition, thanks to new projects and technological partnerships in Italy and abroad.

During H1 2021 several agreements were announced, including:

- a FEED contract as well as a Memorandum of Understanding with Essential Energy USA Corp. for the construction of a new biorefinery in South America for the production of Renewable Diesel;
- an agreement with Agilyx Corporation, a pioneer in the advanced recycling of post-use plastics, to support the worldwide development of advanced chemical recycling facilities;
- a Memorandum of Understanding with Adani Enterprises Ltd. to develop projects focused on producing chemicals, ammonia and hydrogen from renewable feedstocks in India;
- a Memorandum of Understanding with MC TAIF JSC (TAIF) to co-develop a new bio-degradable polymer plant in the Republic of Tatarstan (Russian Federation);
- an agreement with Oserian Development Company for a fertilizer plant powered by renewable energy in Kenya;
- an agreement with Mytilineos for an engineering study related to a green hydrogen plant in Italy;
- a FEED contract with TotalCorbion for a Poly Lactic Acid (PLA) plant in France;
- a FEED contract with TotalEnergies for a Sustainable Aviation Fuel (SAF) plant in France.

### **Order Intake and Backlog**

Thanks to a First Half 2021 order intake of **€2,257.6 million**, the Group's **Backlog** as of June 30, 2021 was **€6,994.5 million**.

In particular, the main projects awarded to the Group include the following:

- two EPC contracts from SOCAR, as part of the Modernization and Reconstruction of the Heydar Aliyev Oil Refinery in Baku, Azerbaijan for approximately USD160 million;
- an EPC contract with Nigerian National Petroleum Company (NNPC) to carry out rehabilitation works for the Port Harcourt Refinery for approximately USD1.5 billion;
- an EPC contract with Advanced Global Investment Company (AGIC) for the implementation of two polypropylene units in Jubail Industrial City II, Saudi Arabia, for approximately USD500 million;
- an EPCC contract with Indian Oil Corporation Limited (IOCL) for the implementation of a new Para-Xylene (PX) plant in Paradip, Eastern India, for approximately USD450 million.

### **Subsequent Events**

- On July 5, 2021 an EPCC contract was signed with Indian Oil Corporation Limited (IOCL) for the implementation of a new polypropylene plant and related facilities in Barauni, in North-Eastern India, for approximately USD170 million;
- On July 21, several awards were announced for a total amount of approximately USD92 million for licensing, engineering and procurement (EP) services mainly located in North Africa, Eastern Europe, and Southern Asia;
- On July 26, 2021 an EPC contract was signed with Repsol for the realization of a Polypropylene Unit and a linear Polyethylene Unit as part of the Sines Industrial Complex in Portugal, for approximately €430 million.

Thanks to the acquisitions awarded after June 30, 2021, the Year-To-Date Order Intake is worth over **€2.9 billion**.

### **Outlook**

The "Covid-19" pandemic, with its various variants, continues to influence the markets even if the vaccination campaigns on a global scale, and the measures taken at the institutional level to support a speedy recovery, have led to a progressively greater confidence in a positive evolution of the situation, albeit tempered by the spread of various variants.

All the geographical areas where the Group is present show a higher propensity to increase their investments than in the recent past. This is demonstrated by the significant order intake and by the highest ever commercial pipeline.

The drive to reduce the carbon footprint supports the Group's green activities. The initiatives launched by NextChem are expected to experience a significant evolution over the next few months, thanks to the cooperation and development agreements signed in 2020 and in the first semester of 2021. At the same time, the development and validation of new proprietary technologies continue at a strong pace, as well as the commercial initiatives in various areas, including circular economy, bioplastics/biofuels, CO2 capture and hydrogen. The other activities of the Green Business Unit, which also include initiatives in renewable energy, are also benefiting from a fast-growing commercial pipeline, which should lead to new awards over the next few months in 2021.

Given the recently acquired projects, which will significantly go ahead over the next few weeks, the existing backlog and considering the geographical areas where our operations are taking place, production volumes are expected to rise over the next few quarters with a profitability in line with the first months of 2021, assuming the pandemic and its effect do not worsen in the near future.

\*\*\*

### **Webcast Conference Call**

The H1 2021 financial results will be presented today at 5:30pm CET during an audio-webcast conference call held by the top management.

The conference call may be followed as a webcast by connecting to the website ([www.mairetecnimont.com](http://www.mairetecnimont.com)) and clicking on the "H1 2021 Financial Results" banner on the Home Page or through the following url:

<https://87399.choruscall.eu/links/mairetecnimont210729.html>

Alternatively, you may participate in the conference call by calling one of the following numbers:

Italy: +39 02 805-8811

UK: +44 121 281-8003

USA: +1 718 705-8794

The presentation given by the top management will be available at the start of the conference call in the "Investors/Results and Presentations/Financial Results" section of Maire Tecnimont's website (<https://www.mairetecnimont.com/en/investors/results-and-presentations/financial-results>). The presentation shall also be made available on the 1info storage mechanism ([www.1info.it](http://www.1info.it)).

\*\*\*

*Dario Michelangeli, as Executive for Financial Reporting, declares - in accordance with paragraph 2, Article 154-bis of Legislative Decree No. 58/1998 ("Consolidated Finance Act") - that the accounting information included in this press release corresponds to the underlying accounting records.*

*The Half Year Financial Report as at 30 June 2021 will be available to the public at the registered office in Rome, at the operative office in Milan, on the Company's website [www.mairetecnimont.com](http://www.mairetecnimont.com) (in the "Investors/Results and Presentations/Financial Results" section, and on the authorized storage device "1info" ([www.1info.it](http://www.1info.it)), according to the timing allowed by law.*

*This press release, and the "Outlook" section in particular, contains forecasts. The declarations are based on current estimates and projections of the Group concerning future events and, by their nature, are subject to risk and uncertainty. Actual results may differ significantly than the estimates made in such declarations due to a wide range of factors, including the continued volatility and further decline of the capital and finance markets, raw material price changes, altered economic conditions and growth trends and other changes in business conditions, in addition to other factors, the majority of which outside the control of the Group.*

#### **Maire Tecnimont S.p.A.**

Maire Tecnimont S.p.A., listed on the Milan Stock Exchange, heads an industrial group which leads the global natural resource conversion market (downstream oil & gas plant engineering, with technological and executive expertise). Its subsidiary NextChem operates in the field of green chemicals and technologies in support of the energy transition. The Maire Tecnimont Group operates in approx. 45 countries, through approx. 50 operative companies and about 9,000 people. For further information: [www.mairetecnimont.it](http://www.mairetecnimont.it) [www.nextchem.com](http://www.nextchem.com)

#### **Group Media Relations**

Carlo Nicolais, Tommaso Verani  
+39 02 63137603  
[mediarelations@mairetecnimont.it](mailto:mediarelations@mairetecnimont.it)

#### **Investor Relations**

Riccardo Guglielmetti  
Tel +39 02 6313-7823  
[investor-relations@mairetecnimont.it](mailto:investor-relations@mairetecnimont.it)

*The Consolidated Income Statement, Balance Sheet and Cash Flow Statement are presented below.*



**Maire Tecnimont Group  
CONSOLIDATED INCOME STATEMENT**

<i>(Euro thousands)</i>			
	30 June 2021	30 June 2020	Δ %
Revenues	1.317.806	1.202.469	
Other operating revenues	9.569	13.581	
<b>Total revenues</b>	<b>1.327.375</b>	<b>1.216.050</b>	<b>9,2%</b>
Raw materials and consumables	(414.712)	(388.250)	
Service costs	(610.665)	(524.133)	
Personnel expense	(195.873)	(204.078)	
Other operating expenses	(26.149)	(26.293)	
<b>Total Costs</b>	<b>(1.247.399)</b>	<b>(1.142.753)</b>	<b>9,2%</b>
<b>EBITDA</b>	<b>79.977</b>	<b>73.296</b>	<b>9,1%</b>
Amortization, depreciation and write-downs	(20.265)	(21.735)	
Write-down of current assets	(295)	(2.023)	
Provision for risks and charges	0	0	
<b>EBIT</b>	<b>59.417</b>	<b>49.539</b>	<b>19,9%</b>
Financial income	10.762	3.988	
Financial expenses	(17.001)	(26.738)	
Investment income/(expense)	171	793	
<b>Income before tax</b>	<b>53.349</b>	<b>27.582</b>	<b>93,4%</b>
Income taxes, current and deferred	(16.667)	(8.688)	
<b>Net income</b>	<b>36.682</b>	<b>18.894</b>	<b>94,1%</b>
Group	39.986	20.072	<b>99,2%</b>
Minorities	(3.305)	(1.177)	
<b>Basic earnings per share</b>	<b>0,122</b>	<b>0,061</b>	
<b>Diluted earnings per share</b>	<b>0,122</b>	<b>0,061</b>	

**Maire Tecnimont Group  
CONSOLIDATED BALANCE SHEET 1/2**

<i>(Euro thousands)</i>	30 June 2021	31 December 2020
Assets		
Non-current assets		
Property, plant and Equipment	42.974	42.132
Goodwill	294.321	294.321
Other intangible assets	87.293	83.348
Right-of-use - Leasing	130.972	134.815
Investments in associates	16.789	16.788
Financial Instruments - Derivatives	12.184	635
Other non-current financial assets	70.398	66.904
Other Non-current Assets	96.269	112.325
Deferred tax assets	31.800	25.866
<b>Total non-current assets</b>	<b>782.999</b>	<b>777.134</b>
Current assets		
Inventories	2.022	3.222
Advance payments to suppliers	508.178	481.706
Contract Assets	2.142.547	1.928.600
Trade receivables	589.515	649.187
Current tax assets	124.427	104.762
Financial Instruments - Derivatives	13.724	5.262
Other current financial assets	4.954	9.417
Other current assets	244.909	256.204
Cash and cash equivalents	660.724	705.327
<b>Total current assets</b>	<b>4.290.999</b>	<b>4.143.686</b>
Non-current assets classified as held for sale	0	0
Elimination of assets to and from assets/liabilities held for sale	0	0
<b>Total Assets</b>	<b>5.073.999</b>	<b>4.920.821</b>

**CONSOLIDATED BALANCE SHEET 2/2**

<i>(Euro thousands)</i>	30 June 2021	31 December 2020
Shareholders' Equity		
Share capital	19.921	19.921
Share premium reserve	272.921	272.921
Other reserves	-22.394	-21.253
Valuation reserve	2.159	(21.507)
<b>Total Shareholders' Equity and reserves</b>	<b>272.607</b>	<b>250.082</b>
Retained earnings/(accumulated losses)	127.841	104.953
Net income	39.986	57.801
<b>Total Group Shareholders' Equity</b>	<b>440.434</b>	<b>412.836</b>
Minorities	32.342	35.442
<b>Total Shareholders' Equity</b>	<b>472.775</b>	<b>448.278</b>
Non-current liabilities		
Financial debt - non-current portion	552.360	567.189
Provisions for risks and charges - beyond 12 months	44.622	31.512
Deferred tax liabilities	32.998	21.317
Post-employment and other employee benefits	10.233	10.489
Other non-current liabilities	73.614	78.371
Financial Instruments - Derivatives	5.791	12.632
Other non-current financial liabilities	179.053	198.570
Non-current financial Leasing liabilities	110.594	115.139
<b>Total non-current Liabilities</b>	<b>1.009.267</b>	<b>1.035.219</b>
Current liabilities		
Short-term debt	62.727	118.308
Short-term financial Leasing liabilities	21.610	20.756
Provisions for risk and charges - within 12 months	6.401	6.159
Tax payables	27.163	28.611
Financial Instruments - Derivatives	12.841	27.358
Other current financial liabilities	330	330
Client advance payments	813.049	649.360
Contract Liabilities	561.815	577.386
Trade payables	1.697.272	1.706.534
Other Current Liabilities	388.750	302.521
<b>Total current liabilities</b>	<b>3.591.957</b>	<b>3.437.323</b>
Liabilities directly associated with non-current assets classified as held for sale	0	0
Elimination of liabilities to and from assets/liabilities held for sale	0	0
<b>Total Shareholders' Equity and Liabilities</b>	<b>5.073.999</b>	<b>4.920.821</b>

**Maire Tecnimont Group  
CONSOLIDATED CASH FLOW STATEMENT**

<i>(Euro thousand)</i>	30 June 2021	30 June 2020
Cash and cash equivalents at the beginning of the year (A)	705.327	727.394
<b>Operations</b>		
<b>Net Income of Group and Minorities</b>	<b>36.682</b>	<b>18.894</b>
<b>Adjustments:</b>		
- Amortisation of intangible assets	6.370	5.640
- Depreciation of non-current tangible assets	2.406	2.582
- Depreciation of Right-of-use - Leasing	11.489	12.114
- Provisions	295	2.023
- (Revaluations)/Write-downs on investments	(171)	(793)
- Financial Charges	17.001	26.738
- Financial (Income)	(10.762)	(3.988)
- Income and deferred tax	16.667	8.688
- Capital (Gains)/Losses	1	(10)
- (Increase)/Decrease inventories/supplier advances	(25.273)	(37.549)
- (Increase)/Decrease in trade receivables	59.378	(25.530)
- (Increase)/Decrease in contract assets receivables	(210.520)	4.098
- Increase/(Decrease) in other liabilities	81.472	(3.745)
- (Increase)/Decrease in other assets	29.466	(57.189)
- Increase/(Decrease) in trade payables/advances from clients	130.334	(301.322)
- Increase/(Decrease) in payables for contract liabilities	(15.571)	96.469
- Increase/(Decrease) in provisions (including post-employment benefits)	10.774	(2.221)
- Income taxes paid	(15.361)	(14.129)
<b>Cash flow from operations (B)</b>	<b>124.677</b>	<b>(269.229)</b>
<b>Investments</b>		
(Investment)/Disposal of non-current tangible assets	(3.250)	(882)
(Investment)/Disposal of intangible assets	(9.978)	(9.788)
(Investment)/Disposal in associated companies	-	(0)
(Increase)/Decrease in other investments	(188)	378
(Investments)/Disposal of companies net of cash and cash equivalents acquired	-	9.511
<b>Cash flow from investments (C)</b>	<b>(13.416)</b>	<b>(781)</b>
<b>Financing</b>		
Repayments of principal of financial Leasing liabilities	(11.337)	(11.224)
Payments of financial charges on financial Leasing liabilities	(2.650)	(3.104)
Increase/(Decrease) in short-term debt	(65.677)	(2.709)
Repayments of long-term debt	(18.035)	(10.000)
Proceeds from long-term debt	1.493	-
Increase/(Decrease) bonds	(20.000)	(163)
Change in other financial assets and liabilities	3.943	(556)
Dividends	(38.122)	-
Treasury Shares-Buyback	(5.479)	-
<b>Cash flow from financing (D)</b>	<b>(155.864)</b>	<b>(27.756)</b>
<b>Increase/(Decrease) in Cash and Cash Equivalents (B+C+D)</b>	<b>(44.603)</b>	<b>(297.766)</b>
<b>Cash and cash equivalents at year end (A+B+C+D)</b>	<b>660.724</b>	<b>429.628</b>
of which: Cash and cash equivalents of Discontinued Operations	-	-
<b>CASH AND CASH EQUIVALENTS REPORTED IN THE FINANCIAL STATEMENTS</b>	<b>660.724</b>	<b>429.628</b>