## H1 2025 RESULTS

RAISING THE BAR



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#### AGENDA

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BUSINESS HIGHLIGHTS | INTEGRATED E&C SOLUTIONS Alessandro Bernini, Chief Executive Officer

FINANCIAL RESULTS

Mariano Avanzi, Chief Financial Officer

THE WAY FORWARD

Alessandro Bernini, Chief Executive Officer

# 01 INTRODUCTORY REMARKS

Alessandro Bernini, Chief Executive Officer

#### H1 2025 HIGHLIGHTS

#### STRONG FUNDAMENTALS FUELING GROWTH AND MARGIN EXPANSION

## Solid project execution

driven by projects in the Middle East and North Africa

€3.4bn Revenues

+31.3% YoY

# Increased profitability

thanks to operating leverage and high value-added services

€232.1m EBITDA

+36.2% YoY, 6.7% margin

# **Enhanced revenue** visibility

new awards in Asia, Africa and Europe diversifying our geographical footprint



€182.9m¹ deployed to reward shareholders and empower employees

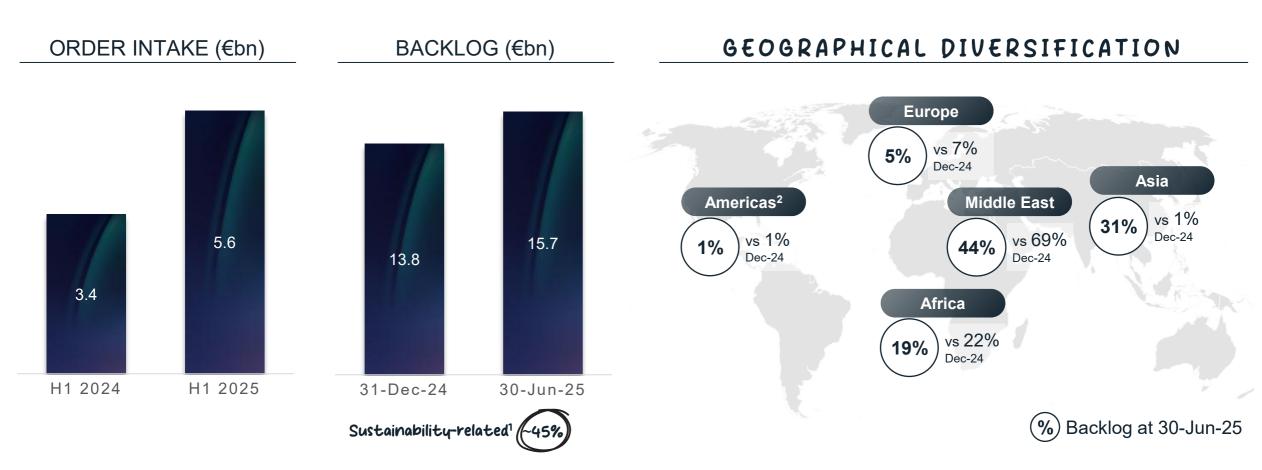
1. Including €119.5m dividends (of which €114.5m paid to MAIRE shareholders and €5.0m paid on minority interests) and €63.4m share buy-back program dedicated to the employee incentive plans.

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H1 2025 RESULTS IN

#### GROUP ORDER INTAKE AND BACKLOG

#### SIGNIFICANT NEW AWARDS IN HIGH-GROWTH REGIONS



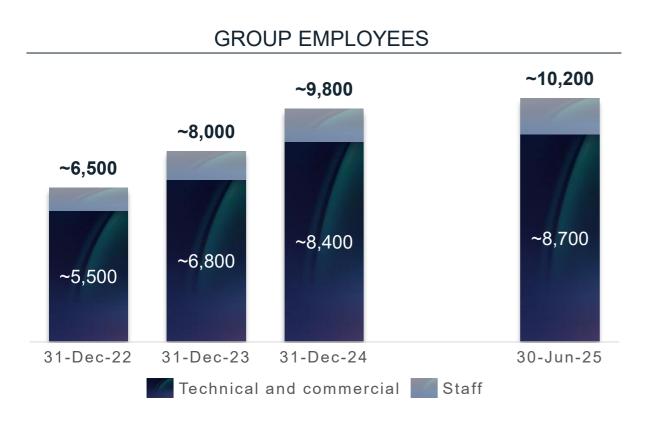
<sup>1.</sup> Sustainability-related work is defined as the sum of transitional and sustainable work (respectively ~40% and ~5% of H1 2025 backlog). Please refer to appendix for work classification criteria.

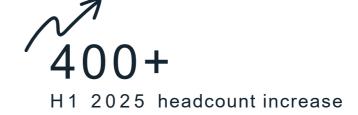
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<sup>2.</sup> Of which less than 0.3% in the United States.

#### **GROUP HEADCOUNT**

#### WORKFORCE GROWTH AND PROFESSIONALS ONBOARDING FUEL OPERATIONAL STRENGTH





85
nationalities

~700 STS people

Awarded DNV Certification on gender equality

1. MAIRE and NEXTCHEM obtained the UNI/PdR 125:2022 Certification, issued by the third-party body DNV, within the framework of "the guidelines on the gender equality management system".

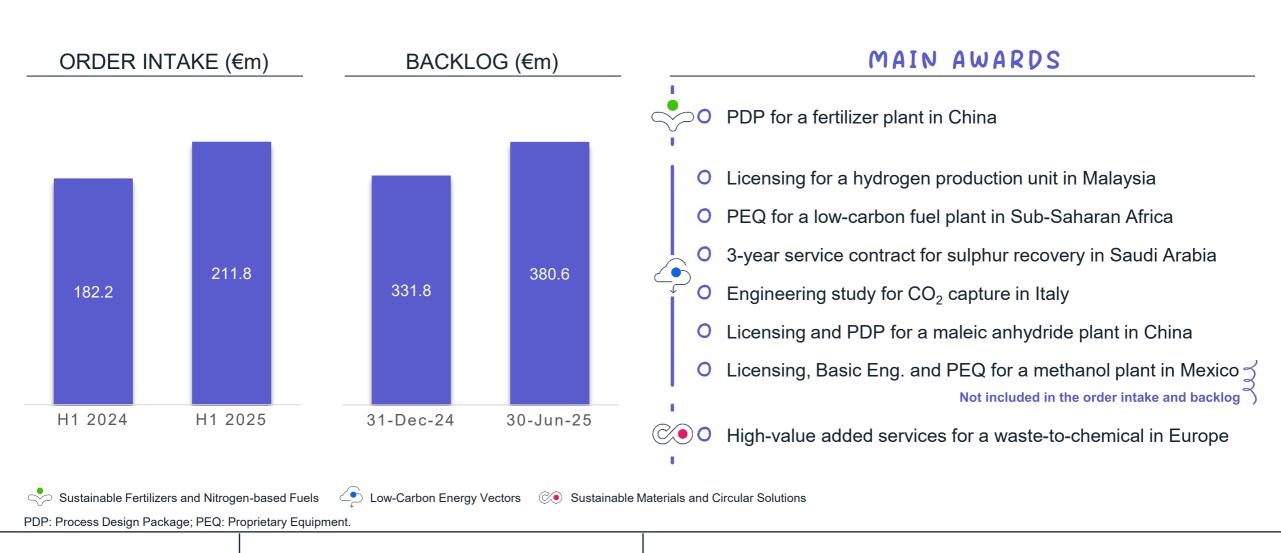
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# BUSINESS HIGHLIGHTS SUSTAINABLE TECHNOLOGY SOLUTIONS

Fabio Fritelli, Managing Director NEXTCHEM

#### H1 2025 ORDER INTAKE AND BACKLOG

#### GROWTH DRIVEN BY LOW-CARBON ENERGY VECTORS IN CHALLENGING MARKETS



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#### PACIFICO MEXINOL AWARD

**MEXICO** 

#### THE WORLD'S LARGEST ULTRA-LOW CARBON METHANOL PLANT

**PROJECT DEVELOPERS** 





SCOPE OF WORK **AND TIMING** 

€230m+

Overall value at FID including licensing, basic engineering and PEQ1

Q4 2025

Expected FID<sup>2</sup> date

2029

Expected operations start

**KEY FEATURES** 

tons/year

Ultra-low carbon methanol capacity, either combining blue hydrogen from gas or green hydrogen with captured CO<sub>2</sub>

15%

Output eligible under the ISCC-EU<sup>3</sup> criteria for renewable fuels

ည္တင္စ

Serving plastics, paints, fuels, automotive and real estate end-markets

Methanol: part of the solution to climate challenges

To be included in order intake and backlog at the Final Investment Decision. PEQ: proprietary equipment.

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- Final Investment Decision.
- European Union's International Sustainability & Carbon Certification.



Production of ultra-low

carbon methanol NX AdWinMethanol®

Zero technology

Flare gas captured fron the Permian Basin

> **PACIFICO MEXINOL**

#### **HOT TOPICS**

#### **TECHNOLOGY OFFERING**



#### IP development

for the integration of the conventional island and balance of plant to convert thermal energy into electricity

#### Engineering services

to nuclear providers, to develop the Extended Basic Design



#### Electric SMR

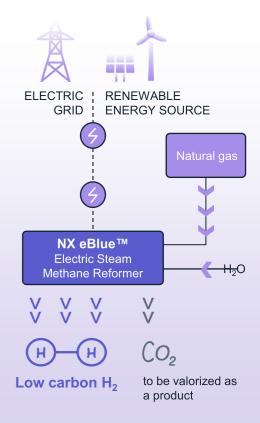
an electric steam methane reformer based on innovative process, replacing traditional combustion-based systems

#### CO<sub>2</sub> reduction

significantly lowers CO<sub>2</sub> production and integrates carbon capture, to be valorized as a product



significantly reduces fossil resources consumption by enhancing feedstock conversion, through a modular and scalable solution

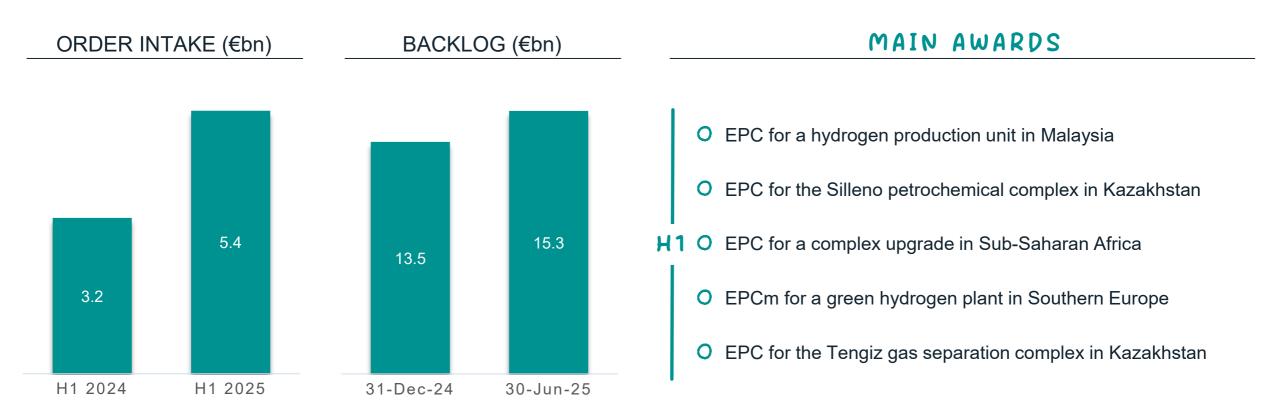


# 03 BUSINESS HIGHLIGHTS INTEGRATED E&C SOLUTIONS

Alessandro Bernini, Chief Executive Officer

#### H1 2025 ORDER INTAKE AND BACKLOG

#### SURGE OF STRATEGIC AWARDS IN NEW GEOGRAPHIES



E: Engineering; P: Procurement; C (m): Construction (management).

H1 2025 RESULTS



#### SILLENO AND TENGIZ

#### **NEW AWARDS IN KAZAKHSTAN**

SCOPE OF WORK AND TIMING

~\$3.6bn Total value of EPC

**Silleno gas-to-polymers** EPC and commissioning project, awarded to a JV led by TECNIMONT

~\$1.1bn share

Tengiz Gas Separation Complex, awarded to a consortium. TECNIMONT to perform EP activities YE 2028 - 2029

Completion dates

**KAZAKHSTAN** 



**HIGHLIGHTS** 



Natural gas processed at Tengiz GSC is piped to the Silleno plant, yielding 1.25m tons/year of polyethylene



Located near abundant gas reserves and a multimodal logistics network



Launch of a new regional hub, supporting strategic initiatives aligned with the ICV strategy

TENGIZ
GAS SEPARATION
COMPLEX

**Atyrau** 

**Oblast** 

**Atyrau** 

SEZ NIPT Karabatan

Ethane pipeline 210 km

SILLENO

PLANT

CONVERSION

& POLYMERIZATION

E: Engineering; P: Procurement, C: Construction.

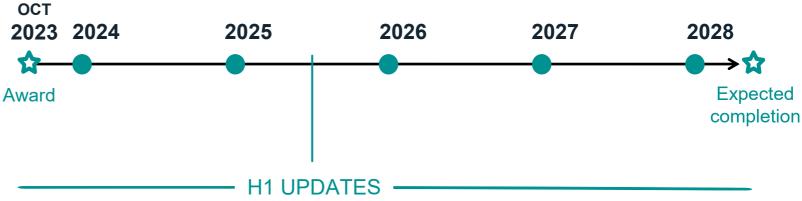


#### HAIL AND GHASHA

WELL ON TRACK WITH SCHEDULE, OVERALL PROGRESS AT ~33% OVER 18 MILLION SAFE MAN-HOURS ACHIEVED



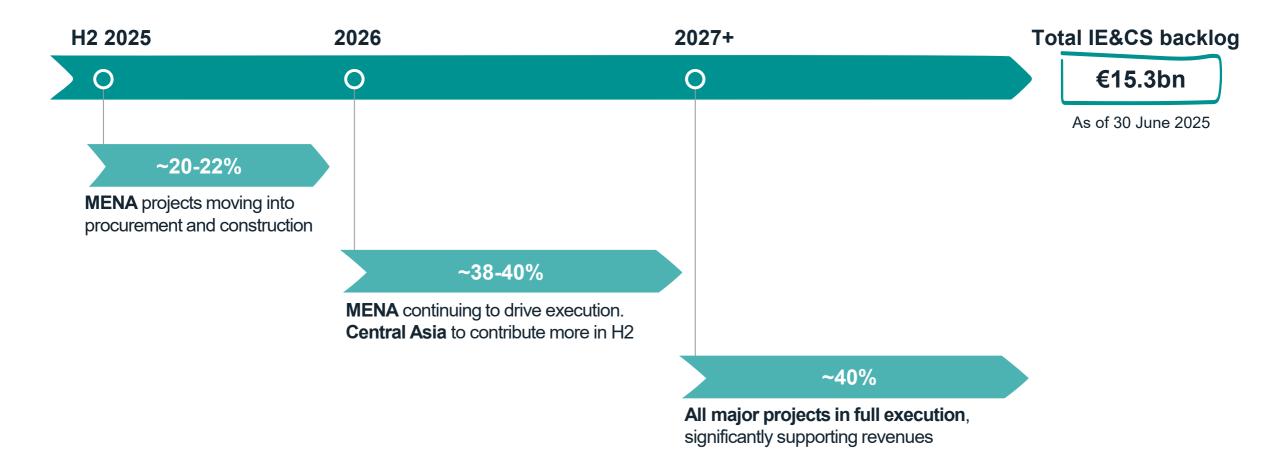
H1 2025 RESULTS



- Engineering is advancing well, with some activities ahead of schedule: 69% progress
- Procurement is advancing, with manufacturing activities in progress and first bulk material shipments: 90% progress
- Construction is accelerating, with field facilities almost completed and initial equipment installations underway: 15% progress

#### **BACKLOG PHASING**

#### STRONG REVENUE VISIBILITY ENHANCED BY THE RECENT AWARDS



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.



# 04 FINANCIAL RESULTS

Mariano Avanzi, Chief Financial Officer

#### **GROUP P&L**

#### STRONG TOP-LINE AND OPERATIONAL EFFICIENCY BOOST BOTTOM-LINE GROWTH

- Revenue increase driven by steady project execution
- EBITDA growth supported by operating leverage
- O Net profit benefitting from higher operating margins





H1 2025 RESULTS

1. Sustainability-related work is defined as the sum of transitional and sustainable work (respectively ~50% and ~5%). Please refer to the appendix for the criteria used in the determination of transitional and sustainable work.

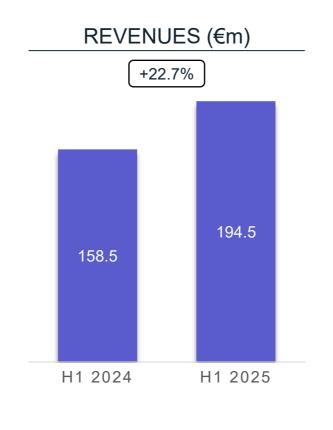


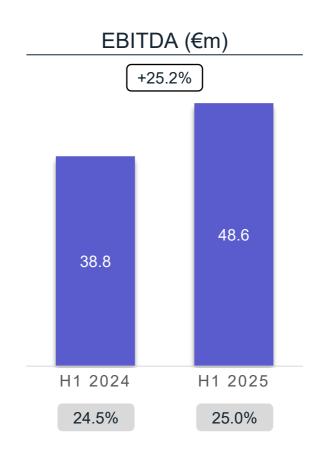
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#### SUSTAINABLE TECHNOLOGY SOLUTIONS

#### DELIVERING OVER 20% GROWTH IN REVENUES AND EBITDA

- Revenue growth led by low-carbon and circular fuels, fertilizers and CO<sub>2</sub> capture
- EBITDA growth supported by higher revenues
- Profitability driven by contribution of licensing and high value-added services in the mix



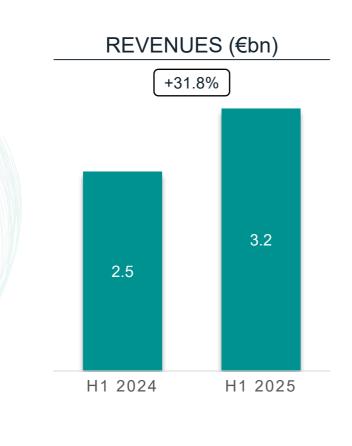


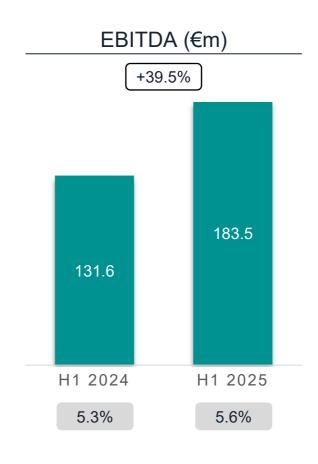
% Growth

% Margin

#### INTEGRATED E&C SOLUTIONS

#### ROBUST PERFORMANCE UNDERPINNED BY EXECUTION EXCELLENCE AND PROJECT SCALE





- Revenue growth driven by steady execution of projects in the Middle East and ramp-up of projects in Algeria
- EBITDA increase supported by project mix

Profitability benefitting from operating leverage

% Growth

% Margin

**MAIRE** 

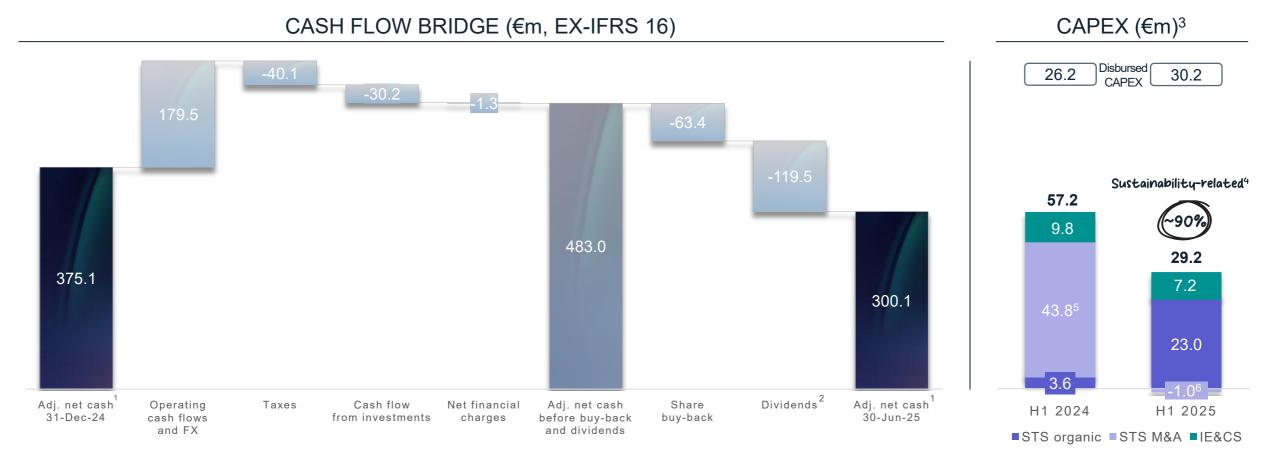
H1 2025 RESULTS

FINANCIAL RESULTS

#### NET CASH POSITION AND CAPEX

H1 2025 RESULTS

#### HEALTHY CASH POSITION UPHELD POST DIVIDENDS AND BUYBACK



<sup>1.</sup> Excluding leasing liabilities - IFRS 16 (€120.9m as of 30 June 2025 and €136.6m as of 31 December 2024) and other minor items. 2. Of which €114.5m paid to MAIRE shareholders and €5.0m paid on minority interests.

3. Deferred price and earn-out components related to M&A transactions are included at closing of the transactions and may result in a cash outflow in the following periods. 4. Sustainability-related work is defined as the sum of transitional and sustainable work (respectively ~50% and ~40%). Please refer to the appendix for the criteria used in the determination of transitional and sustainable work. 5. H1 2024 figure includes the total acquisition price for HyDEP and GasConTec, as well as for the additional stakes in MyReplast Industries. 6. H1 2025 figure includes the deferred price for the acquisition of MyRemono, closed in 2023.

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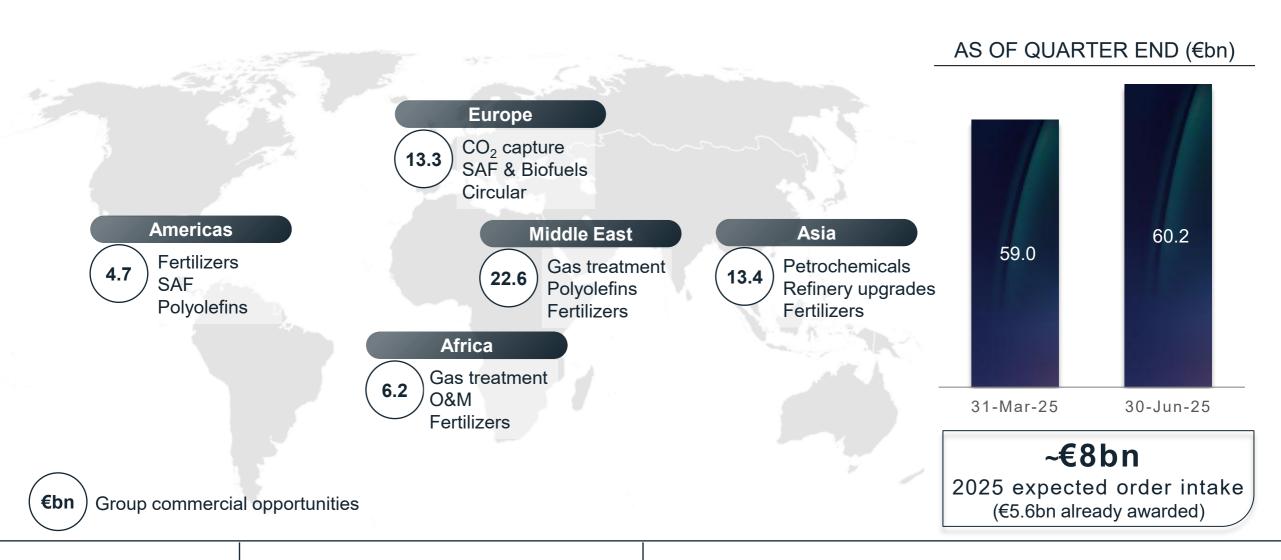
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# 05 THE WAY FORWARD

Alessandro Bernini, Chief Executive Officer

#### GROUP COMMERCIAL PIPELINE

#### MARKET OPPORTUNITIES WORTH €60.2BN



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#### 2025 OUTLOOK

#### UPWARD REVISION OF REVENUE AND EBITDA GUIDANCE

| /     | REVENUES   | EBITDA  | CAPEX1   | ADJ. NET CASH2  |
|-------|--|---|--|---|
|       | STS accelerating in H2. IE&CS confirming the trend. Strong visibility from backlog | Supported by higher value-added services and technologies                             | Focused on technology portfolio expansion and digital innovation | Operating cash flows more than offsetting capex, share buy-back and dividends |
| GROUP | <b>€6.8 – 7.0bn</b> (prev. €6.4 – 6.6bn)   | <b>€460 – 490m</b> (prev. €420 – 455m)<br><b>6.8 – 7.0% margin</b> (prev. 6.6 – 6.9%) | €130 <b>–</b> 150m   | In line with 2024 YE (€375.1m)  |
| STS   | €490 <b>–</b> 510m   | €110 <b>–</b> 125m<br>22 – 25% margin   | €85 <b>–</b> 95m   |   |
| IE&CS | <b>€6.3 – 6.5bn</b> (prev. €5.9 – 6.1bn)   | €350 - 365m (prev. €310 - 330m)<br>5.5 - 5.6% margin (prev. 5.3 - 5.4%)               | €45 <b>–</b> 55m   |   |

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H1 2025 RESULTS

<sup>1.</sup> Including bolt-on M&A transactions. In case of acquisitions involving deferred price components and/or earn-outs, the total consideration is considered.

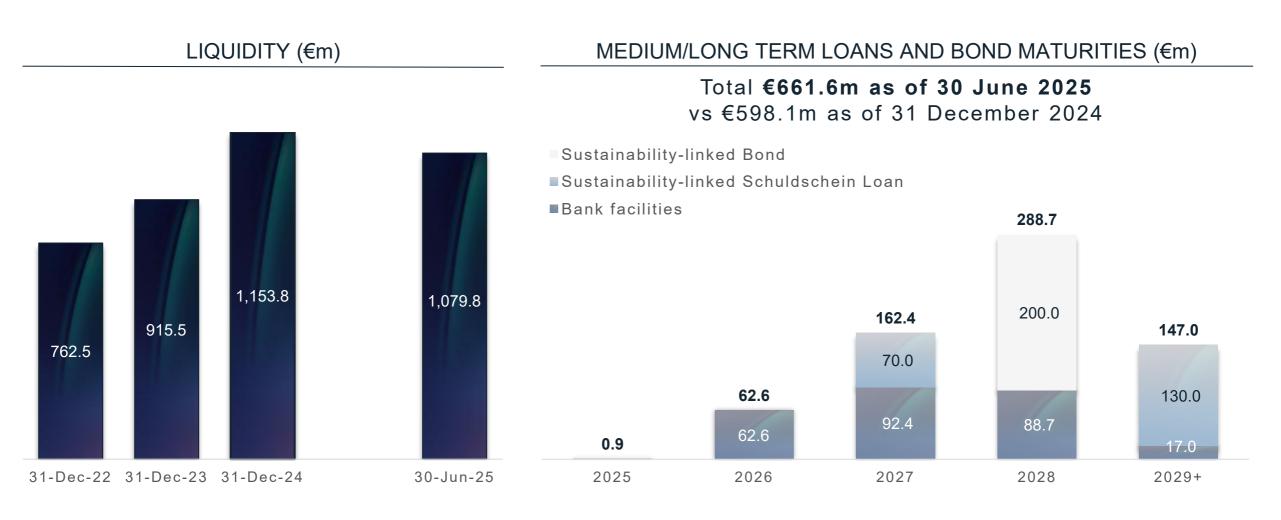
<sup>2.</sup> Excluding leasing liabilities – IFRS 16 and other minor items.

## APPENDIX



#### FINANCIAL STRUCTURE

#### AMPLE LIQUIDITY AND SOUND BALANCE SHEET



#### **INCOME STATEMENT**

H1 2025 RESULTS

#### H1 RESULTS

|                                | Q1 2025   |         | Q2 2025   |         | Change |         | H1 2024   |         | H1 2025   |         | Change  |       |
|--------------------------------|-----------|---------|-----------|---------|--------|---------|-----------|---------|-----------|---------|---------|-------|
|                                | €m        | %       | €m        | %       | €m     | %       | €m        | %       | €m        | %       | €m      | %     |
| GROUP                          |           |         |           |         |        |         |           |         |           |         |         |       |
| Revenues                       | 1,706.2   | 100.0%  | 1,737.9   | 100.0%  | 31.7   | 1.9%    | 2,623.6   | 100.0%  | 3,444.1   | 100.0%  | 820.5   | 31.3% |
| Operating costs                | (1,592.8) | (93.4%) | (1,619.2) | (93.2%) | (26.4) | 1.7%    | (2,453.2) | (93.5%) | (3,212.0) | (93.3%) | (758.8) | 30.9% |
| EBITDA                         | 113.5     | 6.6%    | 118.7     | 6.8%    | 5.2    | 4.6%    | 170.4     | 6.5%    | 232.1     | 6.7%    | 61.7    | 36.2% |
| Depreciation and amortization  | (15.5)    | (0.9%)  | (17.0)    | (1.0%)  | (1.5)  | 9.8%    | (30.7)    | (1.2%)  | (32.5)    | (0.9%)  | (1.8)   | 5.8%  |
| EBIT                           | 98.0      | 5.7%    | 101.7     | 5.9%    | 3.7    | 3.8%    | 139.7     | 5.3%    | 199.7     | 5.8%    | 59.9    | 42.9% |
| Net financial income/(charges) | (4.6)     | (0.3%)  | (0.2)     | (0.0%)  | 4.3    | (95.0%) | 2.9       | 0.1%    | (4.8)     | (0.1%)  | (7.7)   | n.m.  |
| EBT                            | 93.4      | 5.5%    | 101.4     | 5.8%    | 8.0    | 8.6%    | 142.6     | 5.4%    | 194.9     | 5.7%    | 52.2    | 36.6% |
| Tax provision                  | (29.4)    | (1.7%)  | (32.5)    | (1.9%)  | (3.1)  | 10.6%   | (45.7)    | (1.7%)  | (62.0)    | (1.8%)  | (16.3)  | 35.7% |
| Net Income                     | 64.0      | 3.8%    | 68.9      | 4.0%    | 4.9    | 7.7%    | 97.0      | 3.7%    | 132.9     | 3.9%    | 35.9    | 37.0% |
| Group Net Income               | 61.5      | 3.6%    | 65.2      | 3.7%    | 3.6    | 5.9%    | 90.9      | 3.5%    | 126.7     | 3.7%    | 35.8    | 39.4% |
| STS                            |           |         |           |         |        |         |           |         |           |         |         |       |
| Revenues                       | 96.1      | 100.0%  | 98.3      | 100.0%  | 2.2    | 2.3%    | 158.5     | 100.0%  | 194.5     | 100.0%  | 36.0    | 22.7% |
| EBITDA                         | 22.9      | 23.9%   | 25.7      | 26.1%   | 2.7    | 12.0%   | 38.8      | 24.5%   | 48.6      | 25.0%   | 9.8     | 25.2% |
| IE&CS                          |           |         |           |         |        |         |           |         |           |         |         |       |
| Revenues                       | 1,610.1   | 100.0%  | 1,639.6   | 100.0%  | 29.5   | 1.8%    | 2,465.1   | 100.0%  | 3,249.7   | 100.0%  | 784.6   | 31.8% |
| EBITDA                         | 90.5      | 5.6%    | 93.0      | 5.7%    | 2.5    | 2.7%    | 131.6     | 5.3%    | 183.5     | 5.6%    | 51.9    | 39.5% |

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#### SUSTAINABILITY-RELATED WORK FRAMEWORK

#### **BASIS OF PREPARATION**



We categorize our work under three types – Sustainable, Transitional or Traditional – in relation to the contribution to decarbonization and circularity objectives



We make this classification based on management's evaluation considering life-cycle assessments of technologies and/or specific project characteristics



Sustainability-related backlog, revenue and capex are calculated aggregating items categorized as Transitional or Sustainable

#### Sustainable

Includes hydrogen and hydrogen derivatives<sup>1</sup> from electrolysis (green and pink), e-fuels, biofuels, SAF, bioplastics from bio-feedstock, plastic upcycling, chemical recycling (depolymerization), Waste-to-X (gasification), renewables and nuclear energy

#### Transitional

Includes gas processing with carbon capture, low-carbon hydrogen and hydrogen derivatives<sup>1</sup> (blue), carbon capture, biodegradable plastics from fossil feedstock, Ultra Low Energy urea and nitric acid

#### Traditional

All other market segments, including, for example: oil refining, chemicals, petrochemicals, hydrogen and hydrogen derivatives<sup>1</sup> produced without carbon capture (grey), sulphur recovery units, traditional urea

Not subject to third-party assurance.

1. Including ammonia and methanol.

**▲★ MAIRE** H1 2025 RESULTS APPENDIX 28

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