

MAIRE FIRST HALF 2023

CONSOLIDATED FINANCIAL RESULTS

- **Concrete execution of the “Unbox the Future” industrial plan launched in March with double-digit growth of main economic metrics**
 - Revenues of €1,965.7 million (+21.7%)
 - EBITDA of €120.9 million (+24.1%) with a 6.2% margin
 - Net Income of €54.0 million (+33.0%)
- **Excellent results achieved by the business unit Sustainable Technology Solutions, with revenues up 30.2% and EBITDA up 48.8%, with a 21.8% margin**
- **Gross investments €57.7 million primarily focused on acquisitions of sustainable technologies including Conser and CatC, and on execution of the digitalization plan**
- **Adjusted Net Cash of €104.6 million, increased by €10.8 million compared to 2022 YE, net of investments, payment of a dividend for €40.7 million and €2.2 million for share buyback**
- **Further strengthening of technical organization with the opening of a new multidisciplinary centre in Mumbai already up and running with a staff of 750**
- **Order intake of €2.4 billion, more than doubled compared to the first half of 2022**
- **€9.0 billion backlog, an increase compared to €8.6 billion as of 31 December 2022, confirms the growth forecasts released in March**
- **Guidance for 2023 confirmed**

Milan, 27 July 2023 – The Board of Directors of Maire Tecnimont S.p.A. (“**MAIRE**” or the “**Company**”) met today to review and approve the Half Year Financial Report as of 30 June 2023.

Alessandro Bernini, Chief Executive Officer of MAIRE, commented: *“The first half results approved today fully confirm the soundness of our business model “Unbox the Future” presented in March, which, leveraging on sustainable technologies combined with our longstanding execution capacity, places the Energy Transition at the core of MAIRE’s industrial strategy. Economic results achieved in the first half demonstrate the deployment of the initiatives outlined in the plan. The financial results confirm a double-digit growth, and cash flow from operations more than compensated dividends and investments, which were focused on the expansion of our technology portfolio to foster future growth. Bolstered by a backlog of over €9.0 billion, strengthened by our recent acquisitions, we expect an excellent second half due to the finalization of important contracts also in consideration of €56.3 billion in commercial opportunities.”*

HIGHLIGHTS

(in € millions, margins as % of Revenues)	H1 2023	H1 2022	Change
Revenues	1,965.7	1,615.4	+21.7%
EBITDA ⁽¹⁾	120.9	97.4	+24.1%
EBITDA Margin	6.2%	6.0%	+20 bps
Net Income	54.0	40.6	+33.0%
Capex	57.7 ⁽²⁾	15.6	+269.9%
Order Intake	2,362.1	1,086.0	+1,276.1

(in € millions)	30 June 2023	31 December 2022	Change
Adjusted Net Cash ⁽³⁾	104.6	93.8	+10.8
Backlog	9,044.7	8,614.0	+430.7

(1) EBITDA is net income for the year before taxes (current and deferred), net financial expenses, gains and losses on the valuation of holdings, amortization and depreciation and provisions.

(2) Including the purchase price for the acquisition of an 83.5% stake in Conser S.p.A. and a 51% stake in MyRemono, respectively equal to €35.8 million and €6.9 million, gross of the cash acquired, equal to €17.6 million.

(3) Excluding non-recourse project financing (€7.0m as of 30 June 2023 and €7.5m as of 31 December 2022), leasing liabilities - IFRS 16 (€135.8m as of 30 June 2023 and €133.0m as of 31 December 2022) and warrant financial liabilities (€0.5m as of 30 June 2023 and 31 December 2022) and including an amount to be recovered in India (€17.1m as of 30 June 2023 and €17.4m as of 31 December 2022).

CONSOLIDATED FINANCIAL RESULTS AS OF 30 JUNE 2023

Revenues were **€1,965.7 million, up 21.7% from the first half 2022**, thanks to the progression of projects in execution that have reached phases which can generate higher volumes.

Operating costs, amounting to €1,844.8 million, were up 21.5% year-over-year, in line with revenues.

EBITDA was **€120.9 million, up 24.1%** thanks to higher revenues and the efficient management of structural costs. **EBITDA Margin** was **6.2%, increasing 20 basis points** year-over-year.

Amortization, Depreciation, Write-downs, and Provisions were €26.2 million, slightly higher due to the start into operation of new assets for the digitalization of industrial processes, new patents and technological developments.

EBIT was **€94.8 million, up 32.0%** year-over-year, with a margin of 4.8%, up 40 basis points year-over-year.

Net Financial Charges were €17.4 million, compared to €13.7 million in the same period of 2022, due to the impact of the increase in interest rates on the floating-rate portion of debt, partly offset by a higher financial income from cash.

Pre-tax Income was **€77.4 million** and the tax provision was €23.4 million. The effective tax rate was 30.2%, in line with the last quarters, mainly due to the various jurisdictions where Group operations have been carried out.

Net Income was **€54.0 million, up 33.0%** year-over-year due to the facts mentioned above. **Group Net Income** was **€51.6 million, up 22.3%** year-over-year.

Adjusted Net Cash as of 30 June 2023 (net of the above-mentioned values included in the footnote on page 2) was **€104.6 million**, increasing by €10.8 million versus the end of December 2022, also thanks to the efficient working capital management. Cash generation more than compensated dividends paid equal to €40.7 million, the outflows for the share buy-back program for €2.2 million and **gross capital expenditures** for a total value of **€57.7 million**. Gross capex made in the period include €35.8 million for to the acquisition of Conser S.p.A. and €6.9 million for the acquisition of the CatC technology and the funding of MyRemono S.r.l. related to the scale up of this technology, in line with the Group's strategy to expand its sustainable technology portfolio. The “Digital Transformation” program continues, aimed at expanding the offering of our technological portfolio with advanced digital solutions.

Consolidated Shareholders’ Equity was **€519.9 million**, down €8.2 million versus 31 December 2022 reflecting the payment of dividends and the variation occurred in the Cash Flow Hedge Reserve.

PERFORMANCE BY BUSINESS UNIT

The results by business unit reported below are consistent with the new organizational and reporting structure adopted by Group starting from financial year 2023, compared with the pro-forma figures as of 30 June 2022.

Sustainable Technology Solutions (STS)

(in € millions, margins as % of Revenues)	H1 2023	H1 2022	Change
Revenues	117.4	90.2	+30.2%
EBITDA	25.6	17.2	+48.8%
EBITDA Margin	21.8%	19.1%	+270 bps

Revenues amounted to **€117.4 million, up 30.2%** thanks to the constant growth recorded both in the licensing of technological solutions and in other high-value services to support energy transition. First half results also benefit from the contribution of the newly acquired company Conser, consolidated starting from 1 January 2023.

EBITDA was **€25.6 million, up 48.8%** thanks to higher volumes and a different mix of technological solutions, with a **21.8% margin**, up 270 basis points compared to the same period of 2022.

Integrated E&C Solutions (IE&CS)

(in € millions, margins as % of Revenues)	H1 2023	H1 2022	Change
Revenues	1,848.3	1,525.3	+21.2%
EBITDA	95.3	80.2	+18.8%
EBITDA Margin	5.2%	5.3%	-10 bps

Revenues amounted to **€1,848.3 million, up 21.2%** thanks to projects that reached phases able to generate higher volumes as well as the contribution coming from awards in the first months of the current year.

EBITDA amounted to **€95.3 million, up 18.8%** for the reasons mentioned above and with a margin of 5.2%, substantially in line with the results of the first half of 2022.

ORDER INTAKE AND BACKLOG

Order Intake

(in € millions)	H1 2023	H1 2022	Change
Order Intake	2,362.1	1,086.0	1,276.1
Sustainable Technology Solutions	98.6	40.1	58.5
Integrated E&C Solutions	2,263.5	1,045.9	1,217.6

Order intake in the first half of 2023 was **€2,362.1 million, up €1,276.1 year-over-year, more than doubled** compared to €1,086.0 million recorded in the same period of 2022.

In particular, the business unit **Sustainable Technology Solutions** acquired orders for €98.6 million, representing a 2.5-fold increase compared to the first half of 2022. The main projects awarded in the second quarter to this business unit include:

- An advanced basic engineering study by Storengy (ENGIE) for the production of second-generation biomethane from waste wood in France;
- Licensing and basic engineering design contracts for a green ammonia plant in the United States;
A feasibility study by Marcegaglia to decarbonize their Ravenna steel plant through carbon capture solutions.

The business unit **Integrated E&C Solutions** acquired orders for **€2,263.5 million**, more than doubled compared to the first half of 2022. The most relevant contracts awarded in the second quarter to this business unit include:

- Two EPC contracts related to the petrochemical expansion at the SATORP refinery (a joint venture composed of Saudi Aramco and TotalEnergies) in Saudi Arabia for an amount of around \$2 billion and a 4-year duration;
- One EPC contract for PKN Orlen relating to pre-treatment plant to produce renewable diesel (HVO) in Poland with NextChems's technology;
- Early engineering works for a green fertilizer complex in the United States awarded by a group of private investors, a project involving the business unit Sustainable Technology Solutions as technology integrator and licensor for the green ammonia technology.

Please refer to Q1 2023 Financial Results press release for the details on the new awards of the first quarter.

Backlog

(in € millions)	30 June 2023	31 December 2022	Change
Backlog	9,044.7	8,614.0	430.7
Sustainable Technology Solutions	213.9	159.8	54.1
Integrated E&C Solutions	8,830.8	8,454.2	376.6

As a result of the H1 2023 order intake, the **Group's Backlog** at 30 June 2023 amounted to **€9,044.7 million, up by €430.7 million compared to 31 December 2022.**

UPDATE ON ORGANIC GROWTH OF THE GROUP

To support the Group's organic growth and the execution of projects in its order portfolio, MAIRE continues to invest in acquiring new talent. The first half of 2023, in fact, saw the confirmation of the organic growth trend which as of 30 June 2023 reached over 7,000 employees also thanks to the addition of 650 engineers hired since the start of the year. Such expansion is confirmed by the opening of four new offices over the course of the first half in Mumbai, London, Doha and Abu Dhabi.

SUBSEQUENT EVENTS AFTER THE CLOSE OF THE PERIOD

On 12 July 2023 Stamicarbon, within the business unit Sustainable Technology Solutions, was awarded contracts for licensing and proprietary equipment related to a fertilizer project in Sub-Saharan Africa for a total amount of a €100 million, representing the largest acquisition made by Stamicarbon to date.

OUTLOOK

The general market context is still impacted by the consequences of international geopolitical tensions, and, as such, it continues to remain critical and uncertain in relation to the overall raw materials price increases and their availability, transport logistics, and procurement in certain geographies, notwithstanding early signs of a gradual normalization, also following the monetary tightening measures undertaken by the main central banks worldwide in order to curb inflation.

In a scenario still characterized by high prices of natural resources, the willingness to invest in low carbon infrastructures for the transformation of natural resources has remained unchanged, thanks to a strong global demand for several commodities, also due to the lack of production originating in the countries impacted by the current conflict.

The above-mentioned drive to reduce the carbon footprint leads the Group to increasingly strengthen the development of sustainable technology solutions, driven by a growing demand from clients both traditional and new in the hard to abate sector.

Thanks to contracts already signed with international client starting from the beginning of the year, the Group has been able to strengthen its backlog by replacing the part converted into production in the first half. In consideration of the significant commercial opportunities, which the company believes can materialize in the coming months, the Group believes it can further increase its order portfolio in both of its business units, and confirm the growth forecasts for next year and in the following years.

2023 Guidance

In light of the above, particularly the significant backlog, the Company confirms the following guidance for 2023, as disclosed with the 2023-32 Strategic Plan on 2 March 2023:

	Sustainable Technology Solutions	Integrated E&C Solutions	Group
Revenues	€0.2 – 0.3bn	€3.6 – 3.9bn	€3.8 – 4.2bn
EBITDA Margin	21 – 25%	5 – 6%	6 – 7%
Capex	€70 – 80m	€25 – 35m	€95 – 115m
Adjusted Net Cash			In line with 2022

UPDATE ON ESG INITIATIVES

During the first half of 2023, MAIRE has progressed in the implementation of its ESG agenda, with several activities carried out in the five clusters of the sustainability strategy. In particular, the main initiatives include:

- Cluster ENVIRONMENT: the Group started implementing a new methodology for the calculation of Scope 3 emissions, based on the weight of acquired assets during the year and on spending, with a view of setting reduction targets by the end of 2023, in order to reach the target of carbon neutrality set for 2050;
- Cluster PEOPLE: in the area of Diversity, Equity and Inclusion, the Group has continued the training activity already started with the employees in Italy, extending it to 81% of the total headcount of the Indian subsidiary Tecnimont Private Limited; MAIRE also joined the “Target Gender Equality” UN Global Compact accelerator programme;
- Cluster COMMUNITIES: one of the three Corporate Social Responsibility projects envisaged for 2023 has been implemented, namely the support to the Women in Science, Engineering (WiSE) initiative aimed at encouraging young girls from rural parts of India to pursue higher education in STEM through a week-long intensive residential program at IIT Bombay joined by 165 girls;
- Cluster INNOVATION: MAIRE entered to make part of the open innovation platform “ROAD”, with the objective of creating a centre of excellence for competences and innovation in the field of energy transition in Italy;
- Cluster GOVERNANCE: the Group has continued the training campaign on business integrity, which was developed with approximately 50% of MAIRE population; in addition, the renewal of the corporate bodies of a number of MAIRE’s subsidiaries was completed with 53% of women among the new nominees.

UPDATE ON THE EURO COMMERCIAL PAPER PROGRAMME

With reference to the Euro Commercial Paper program launched in 2021 by MAIRE for the issue of one or more non-convertible notes placed with selected institutional investors, it should be noted that as at 30 June 2023 the program is used for an amount of €29.2 million, with expiration of the notes in the months of July, September, November and December 2023, and in the months of January, February and March 2024, with a weighted average interest rate of approximately 4.61%.

CONSIDERATION OF POSSIBLE BOND ISSUE

As part of the group’s financial management, and in light of expirations scheduled in 2024, MAIRE is monitoring the capital markets to take advantage of the opportunities regarding a possible bond issue in the coming months.

CONFERENCE CALL AND WEBCAST

The top management of Maire will present H1 2023 Financial Results during a conference call today at 5:30pm CEST.

Dial-in:

[Chorus Call HD Web Phone™](#)

Italy: +39 02 802 0911

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USA: +1 718 705 8796

The event will be webcast simultaneously and can be accessed at:

[Maire Tecnimont Webcast \(choruscall.eu\)](https://www.choruscall.eu)

The presentation will be available at the start of the conference call in the “Investors/ Financial Results” section of Maire’s website (<https://www.mairetecnimont.com/it/investitori/risultati-finanziari/>). The presentation shall also be made available on the “1info” storage mechanism (www.1info.it).

Fabio Fritelli, 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 of 30 June 2023 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 (in the “Investors/Results and Presentations/Financial Results” section, and on the authorized storage device “1info” (www.1info.it), according to the timing allowed by law.

This document makes use of some alternative performance indicators. The management of the Company considers these indicators key parameters to monitor the Group’s economic and financial performance. As the represented indicators are not identified as accounting measurements according to IFRS standards, the Group calculation criteria may not be uniform with those adopted by other groups and, therefore, may not be comparable.

This press release, particularly the “Outlook” section, includes 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 altered macroeconomic 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 S.p.A. leads a technology and engineering group that develops and implements innovative solutions to enable the Energy Transition. We offer Sustainable Technology Solutions and Integrated E&C Solutions in nitrogen fertilizers, hydrogen, circular carbon, fuels, chemicals, and polymers. MAIRE creates value in 45 countries and relies on over 7,000 employees, supported by over 20,000 people engaged in its projects worldwide. MAIRE is listed on the Milan Stock Exchange (ticker “**MAIRE**”). For further information: www.mairetecnimont.com.

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The Consolidated Financial Statements as of 30 June 2023 are presented below.

MAIRE TECNIMONT GROUP – FINANCIAL STATEMENTS
Consolidated Income Statement

<i>(Euro thousands)</i>	June 30, 2023	June 30, 2022	Δ %
Revenues	1,958,387	1,573,181	
Other operating revenues	7,331	42,234	
Total Revenues	1,965,718	1,615,415	21.7%
Raw materials and consumables	(809,794)	(701,052)	
Service costs	(675,549)	(523,618)	
Personnel expenses	(286,617)	(242,700)	
Other operating costs	(72,815)	(50,613)	
Total Costs	(1,844,774)	(1,517,983)	21.5%
EBITDA	120,943	97,433	24.1%
Amortization, depreciation and write-downs	(24,761)	(23,753)	
Write-down of current assets	(1,405)	(1,980)	
Provision for risks and charges	0	0	
EBIT	94,776	71,700	32.2%
Financial income	15,889	13,631	
Financial expenses	(34,176)	(27,287)	
Investment income/(expense)	872	(65)	
Income before tax	77,361	57,979	33.4%
Income taxes, current and deferred	(23,374)	(17,371)	
Net income	53,987	40,609	32.9%
Group	51,568	42,173	22.3%
Minorities	2,419	(1,565)	
Basic earnings per share	0.157	0.129	
Diluted earnings per share	0.157	0.129	

Consolidated Balance Sheet (1/2)

<i>(Euro thousands)</i>	June 30, 2023	December 31, 2022
Assets		
Non-current assets		
Property, plant and Equipment	46,465	44,084
Goodwill	336,718	295,368
Other intangible assets	119,781	110,324
Right-of-use - Leasing	134,761	133,027
Investments in associates	14,296	13,988
Financial Instruments – Derivatives (Non-current Assets)	2,820	4,308
Other non-current financial assets	119,152	116,989
Other Non-current Assets	109,683	88,181
Deferred tax assets	56,063	53,491
Total non-current assets	939,735	859,760
Current assets		
Inventories	5,496	3,946
Advance payments to suppliers	406,102	360,855
Contractual Assets	2,563,621	2,260,797
Trade receivables	653,879	704,182
Current tax assets	143,098	159,106
Financial Instruments – Derivatives (Current Assets)	10,291	13,082
Other current financial assets	10,203	7,486
Other current assets	249,993	259,598
Cash and cash equivalents	725,720	762,463
Total current assets	4,768,401	4,531,515
Non-current assets classified as held for sale	0	0
Elimination of assets to and from assets/liabilities held for sale	0	0
Total Assets	5,708,136	5,391,275

Consolidated Balance Sheet (2/2)

<i>(Euro thousands)</i>	June 30, 2023	December 31, 2022
Shareholders' Equity		
Share capital	19,921	19,921
Share premium reserve	272,921	272,921
Other reserves	(29,993)	-5,231
Valuation reserve	(28,999)	(31,543)
Total Shareholders' Equity and reserves	233,850	256,068
Retained earnings/(accumulated losses)	184,040	145,616
Net income	51,568	89,890
Total Group Net Equity	469,458	491,574
Minorities	50,403	36,477
Total Net Equity	519,861	528,051
Non-current liabilities		
Financial debt - non-current portion	435,440	290,781
Provisions for charges - beyond 12 months	13,412	13,518
Deferred tax liabilities	54,660	48,619
Post-employment and other employee benefits	11,804	10,190
Other non-current liabilities	97,267	60,128
Financial Instruments – Derivatives (Non-current liabilities)	2,191	80
Other non-current financial liabilities	17,419	180,132
Non-current financial liabilities - Leasing	111,400	110,467
Total non-current Liabilities	743,595	713,915
Current liabilities		
Short-term debt	105,273	310,837
Current financial liabilities - Leasing	24,425	22,559
Provisions for charges - within 12 months	39,603	35,074
Tax payables	34,020	23,822
Financial Instruments – Derivatives (Current liabilities)	18,518	43,381
Other current financial liabilities	201,483	2,780
Client advance payments	694,214	645,631
Contractual Liabilities	295,379	360,324
Trade payables	2,610,366	2,295,802
Other Current Liabilities	421,400	409,099
Total current liabilities	4,444,682	4,149,309
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
Total Shareholders' Equity and Liabilities	5,708,136	5,391,275

Consolidated Cash Flow Statement

<i>(Euro thousand)</i>	June 30, 2023	June 30, 2022
Cash and cash equivalents at the beginning of the year (A)	762,463	677,100
Operations		
Net Income of Group and Minorities	53,987	40,609
Adjustments:		
- Amortisation of intangible assets	8,646	8,981
- Depreciation of non-current tangible assets	2,782	2,812
- Depreciation of Right-of-use - Leasing	13,333	11,960
- Provisions	1,405	1,980
- (Revaluations)/Write-downs on investments	(872)	65
- Financial Charges	34,176	27,287
- Financial (Income)	(15,889)	(13,631)
- Income and deferred tax	23,374	17,372
- Capital (Gains)/Losses	(394)	181
- (Increase)/Decrease inventories/supplier advances	(46,796)	134,722
- (Increase)/Decrease in trade receivables	50,561	106,825
- (Increase)/Decrease in contract assets receivables	(347,704)	113,137
- Increase/(Decrease) in other liabilities	34,774	(4,236)
- (Increase)/Decrease in other assets	(12,783)	(72,848)
- Increase/(Decrease) in trade payables/advances from clients	390,193	5,388
- Increase/(Decrease) in payables for contract liabilities	(64,945)	(129,885)
- Increase/(Decrease) in provisions (including post-employment benefits)	11,207	(2,535)
- Income taxes paid	(24,863)	(22,357)
Cash flow from operations (B)	110,193	225,825
Investments		
(Investment)/Disposal of non-current tangible assets	(4,925)	(5,462)
(Investment)/Disposal of intangible assets	(10,918)	(9,240)
(Investment)/Disposal in associated companies	883	(20)
(Increase)/Decrease in other investments	0	0
(Investments)/Disposal of companies net of cash and cash equivalents acquired	(25,094)	(915)
Cash flow from investments (C)	(40,054)	(15,638)
Financing		
Repayments of principal of financial Leasing liabilities	(12,268)	(13,316)
Payments of financial charges on financial Leasing liabilities	(2,777)	(2,215)
Increase/(Decrease) in short-term debt	(161,495)	3,681
Repayments of long-term debt	(111,305)	(15,287)
Proceeds from long-term debt	189,033	0
Increase/(Decrease) bonds	26,700	50,100
Change in other financial assets and liabilities	8,205	(1,453)
Dividends	(40,738)	(60,105)
Treasury Shares-Buyback	(2,239)	(2,915)
Cash flow from financing (D)	(106,884)	(41,509)
Increase/(Decrease) in Cash and Cash Equivalents (B+C+D)	(36,744)	168,680
Cash and cash equivalents at year end (A+B+C+D)	725,720	845,780
of which: Cash and cash equivalents of Discontinued Operations	0	0
CASH AND CASH EQUIVALENTS REPORTED IN THE FINANCIAL STATEMENTS	725,720	845,780