# INTRODUCTION TO MAIRE

A TECHNOLOGY AND ENGINEERING GROUP TO MAKE ENERGY TRANSITION HAPPEN

FRAME FORWARD – 2025-2034 STRATEGIC PLAN UPDATED WITH H1 2025 RESULTS



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Mariano Avanzi, as Executive for Financial Reporting, declares: i) in accordance with paragraph 2, Article 154-bis of Legislative Decree No. 58/1998 ("Consolidated Finance Act"), that the accounting information included in this presentation corresponds to the underlying accounting records, and ii) in accordance with paragraph 5-ter, Article 154-bis of the Consolidated Finance Act, that some of the information on the results relating to sustainability performance indicators included in this presentation corresponds to the information contained in the Group's Sustainability Report approved.

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.

The data and information contained in this document are subject to variations and integrations. Although the Company reserves the right to make such variations and integrations when it deems necessary or appropriate, the Company assumes no affirmative disclosure obligation to make such variations and integrations.

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THE VISION: 01 MAKE TO INSPIRE THE OPPORTUNITY: 02 A FAST TRACK TRANSITION, AT SCALE **NEXTCHEM:** 03 THE FUTURE YOU WANT TO SEE **TECNIMONT:** 04 DREAMS ARE IN THE MAKING THE PROGRESS: 05 **GROWTH IN MOTION** FORWARD: 06

2025-2034 STRATEGIC PLAN

#11 MAIRE

# 01 FRAMING THE VISION: MAKE TO INSPIRE

# A HISTORY OF GROWTH, RESILIENCE AND INNOVATION



#### Late 1800s

Edison (1883), Montecatini (1888), and Fiat (1889) are born — Italian pioneers whose engineering legacies shaped MAIRE Group.



1963

Giulio Natta wins the Chemistry Nobel Prize for the invention of polypropylene, thanks to a collaboration with Montecatini.



#### 1971-1973

Selas Italia (1971), later KTI, Fiat Engineering (1972), and Tecnimont (1973) are established.



#### 1983

Fabrizio Di Amato launches his entrepreneurial project, which over time evolves into MAIRE Group, through M&A and organic growth.

#### THE ROOTS



#### 2004-2005

MAIRE makes key acquisitions in Italy with **Fiat Engineering** (2004) and **Tecnimont** (Montedison Group, 2005).



#### 2007

MAIRE is listed on the Milan Stock Exchange on 26 November 2007.



#### 2008-2009

Expansion goes international with the acquisition of Tecnimont ICB (India, 2008) and Stamicarbon (Netherlands, 2009).



#### 2010

THE FOUNDATION

In Italy, MAIRE acquires also Technip KTI, today **KT - Kinetics Technology**.

#### THE GROWTH



#### 2011-2017

The Group's turnaround and recapitalization start a new phase of growth with a technology-driven strategy.



#### 2018

**NEXTCHEM** is born, setting up a clear roadmap towards green chemistry and energy transition.



#### 2021

The launch of MAIRE Foundation aims to drive engineering towards a more humanistic future.



#### 2023

MAIRE adopts a new strategy and organizational structure with two business units and rebrands from Maire Tecnimont.

#### THE NEW ERA



# WE MAKE ENERGY TRANSITION HAPPEN

# COMBINING TECHNOLOGICAL LEADERSHIP WITH EXECUTION EXCELLENCE



MAIRE Sustainable Technology Solutions

Unique <u>portfolio</u> of low-carbon and circular technologies

We enable



# **TECNIMONT**

MAIRE Integrated E&C Solutions

Superior execution track record in the downstream segment

We deliver

# A UNIQUE BUSINESS MODEL

### LEVERAGING ON AN INTEGRATED APPROACH TO DELIVER LONG-TERM GROWTH

#### SUSTAINABLE TECHNOLOGY SOLUTIONS

Selling proprietary technology licensing and equipment





Short cycle (12-18 months)



Reaching new clients globally



High-margin growth driver

#### INTEGRATED E&C SOLUTIONS

Providing engineering, procurement and construction services





Long cycle (3-4 years)



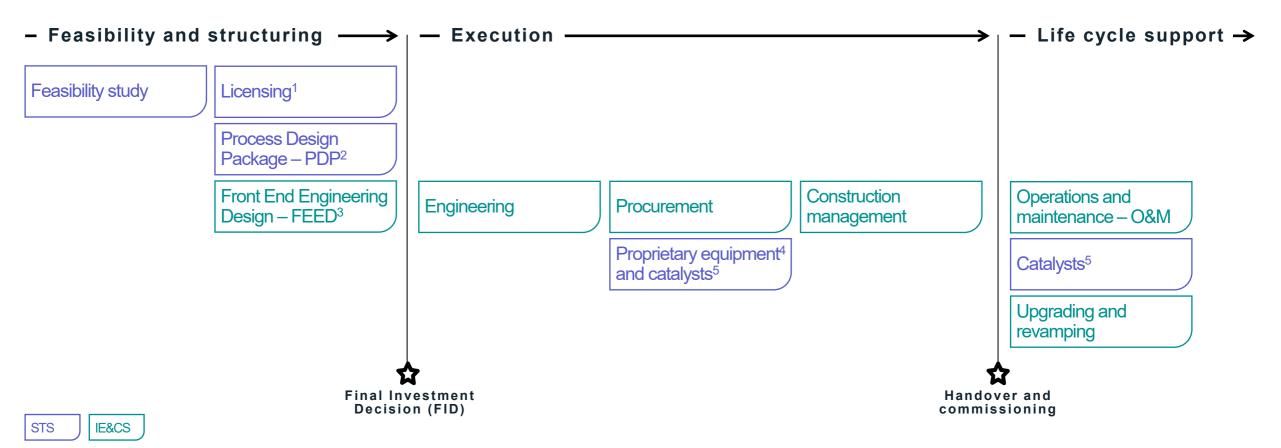
Tailored to regional environment



Predictable revenue visibility

# A FULLY-INTEGRATED ENERGY SERVICES PLAYER

### MAIRE GROUP'S PRESENCE ACROSS THE ENTIRE VALUE CHAIN



- 1. Fee-based sale of the right to use a proprietary technology.
- 2. Aimed at defining the optimal process configuration of the licensed technology.
- 3. Aimed at defining the technical requirements, basic engineering and investment cost for the project.
- 4. Supply of specialized equipment designed by NEXTCHEM's companies holding exclusive rights or patents to the technology used and produced by specialized third-party suppliers.
- 5. Substances which speed up a chemical reaction, to be replaced every 12-24 months.



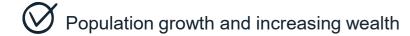
FRAMING THE OPPORTUNITY:
A FAST TRACK TRANSITION,
AT SCALE

# A WORLD DEMANDING SPEED AND ENERGY DIVERSIFICATION

### A CONTEXT WHERE MAIRE IS FLOURISHING

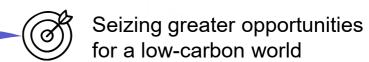
# Key macro drivers supporting our proposition:

INTRODUCTION TO MAIRE









move make feed

# Widening and diversifying energy markets:

Rising demand calls for rapid innovation

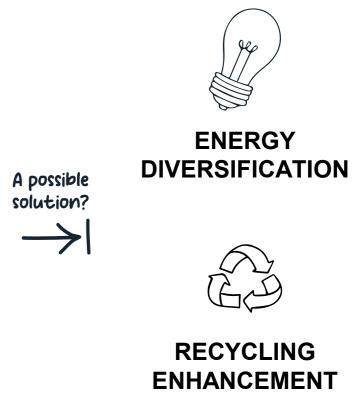
Clients are expanding business models for growth and diversification



# KEY MACRO DRIVERS SUPPORTING OUR PROPOSITION

### SEIZING OPPORTUNITIES FOR A LOW-CARBON WORLD

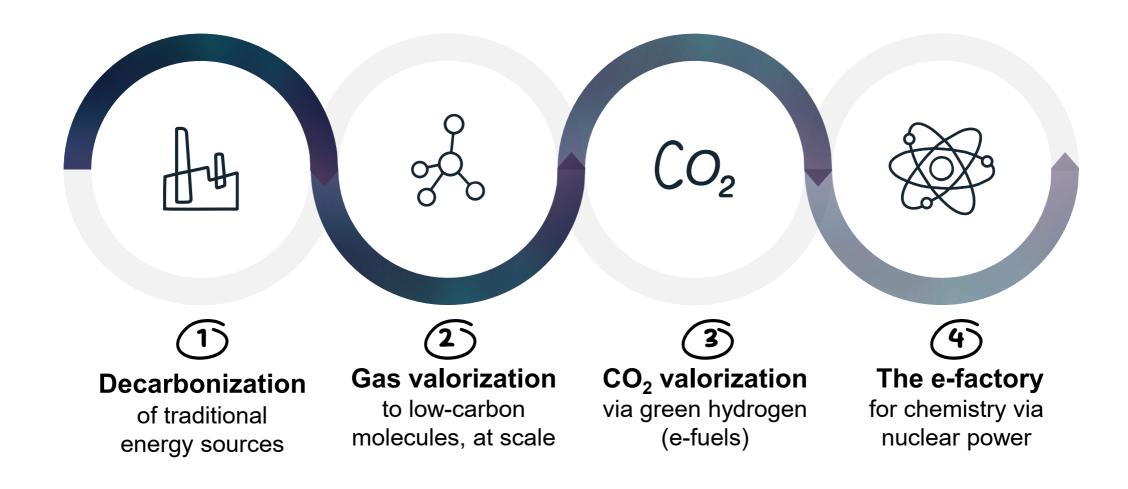




Sources: United Nations Population Division (UNPD), BNEF Plate of the Future, McKinsey Global Energy Perspective 2023, OECD Policy Scenarios for Eliminating Plastic Pollution by 2040.

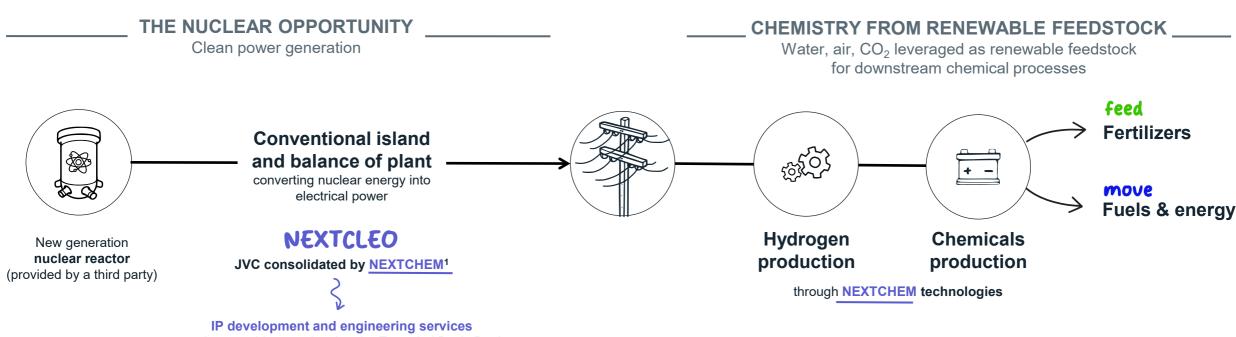
# FROM DECARBONIZATION TO ELECTRIFICATION

# THE ROADMAP TO ENERGY DIVERSIFICATION



# THE E-FACTORY FOR CHEMISTRY

# CARBON-NEUTRAL MOLECULES VIA SUSTAINABLE AND RELIABLE ELECTRONS



to nuclear providers, to develop the Extended Basic Design

**Procurement services** 

for proprietary and critical equipment



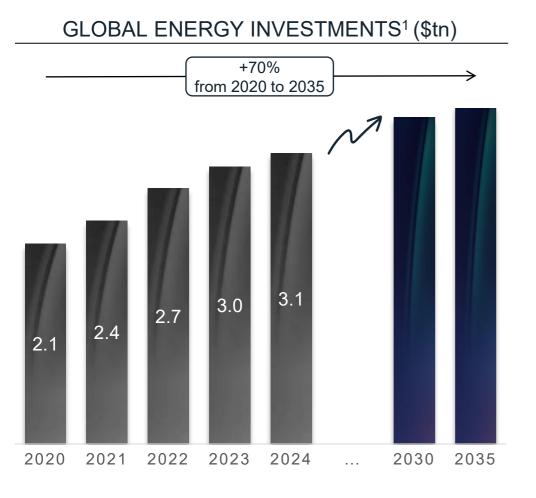
**▲ TECNIMONT** execution excellence will deliver the e-factory for chemistry plants

1. 60% owned by NEXTCHEM.



# A LONG-LASTING ENERGY CYCLE

### HERE TO STAY: SUSTAINED AMIDST GEOPOLITICAL SHIFTS AND RISING ENERGY DEMAND



M Going forward...

CLIENT CAPEX PLANS projected to sustain peak levels

Gas as a key transition fuel

rising dominance with CO<sub>2</sub> capture

Emerging markets growth

the Global South leading industry expansion

Resource monetization

into materials, energy storage, e-fuels and SAF

Middle East NOCs going global

with investments set to surpass Asian players

1. Includes clean energy and fossil fuel investments. Source: IEA World Energy Outlook 2024.



# 03 FRAMING NEXTCHEM: THE FUTURE YOU WANT TO SEE

**VIDEO LINK: BE THE FUTURE YOU WANT TO SEE** 



# **OUR VALUE PROPOSITION**

## A WIDE RANGE OF MARKET-READY SUSTAINABLE SOLUTIONS

# Broad portfolio of proprietary technologies

delivered by cutting edge innovation and capacity to scale-up

30+ market-ready technologies

protected by ~2,500 patents

# Superior process design capabilities

to develop complex schemes integrating multiple technologies

700+ employees
30+ partnerships
with research centers

# End-to-end economically viable solutions

from feedstock to final product in high-growth market segments



# A DIVERSIFIED OFFERING

### TO MEET CUSTOMERS NEEDS IN FAST-GROWING MARKETS



Sustainable Fertilizers and Nitrogen-based Fuels

Leveraging urea leadership.
Advancing on nitrate-based
fertilizers to reduce emissions.
Promoting clean ammonia.



Low-Carbon Energy Vectors

Clean hydrogen, ammonia, methanol, and SAF to decarbonize transportation, chemicals and hard-to-abate.



Sustainable Materials and Circular Solutions

Mechanical upcycling and chemical recycling, creating pathways for material recovery and reuse.



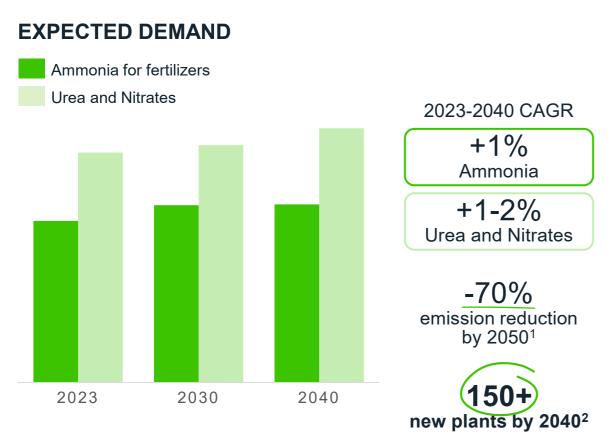






# FERTILIZERS REQUIRE STRONG DECARBONIZATION

LEVERAGING OUR LEADERSHIP POSITION TO ACCELERATE EMISSION REDUCTION



→ NEXTCHEM'S SOLUTIONS

Traditional fertilizers maximizing energy efficiency

Low-carbon fertilizers
nitrates and blue ammonia

**High-performing fertilizers** maximizing nutrient delivery

Green fertilizers carbon-free ammonia

VIDEO LINK: could ammonia be part of the solution to climate challenges?

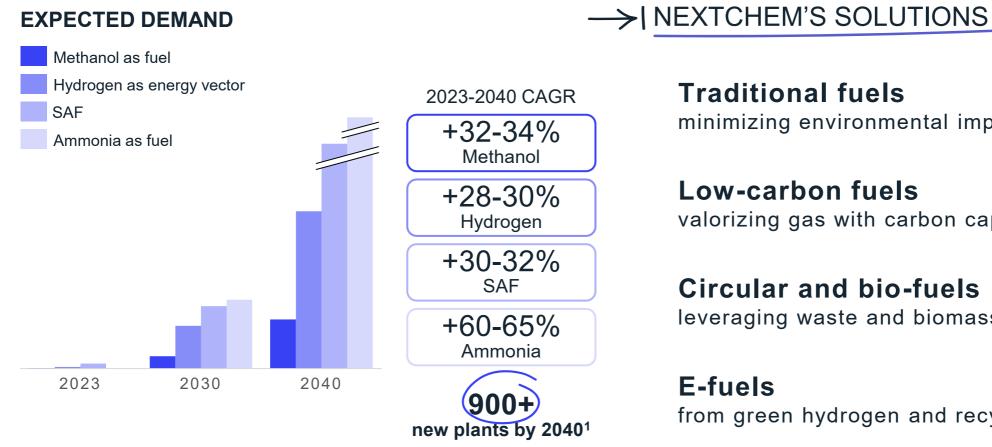
Source: S&P Global and IEA World Energy Outlook 2024.

- 1. International Fertilizer Association (IFA) global objective.
- Based on the additional demand by product divided by the average size of plants. Source: BCG analysis.



# ENERGY VECTORS ARE POISED FOR ROBUST GROWTH

A COMPLETE OFFERING FOR SAF, HYDROGEN, AMMONIA AND METHANOL



# Traditional fuels

minimizing environmental impact

### Low-carbon fuels

valorizing gas with carbon capture

#### Circular and bio-fuels

leveraging waste and biomasses as feedstock

from green hydrogen and recycled CO<sub>2</sub>

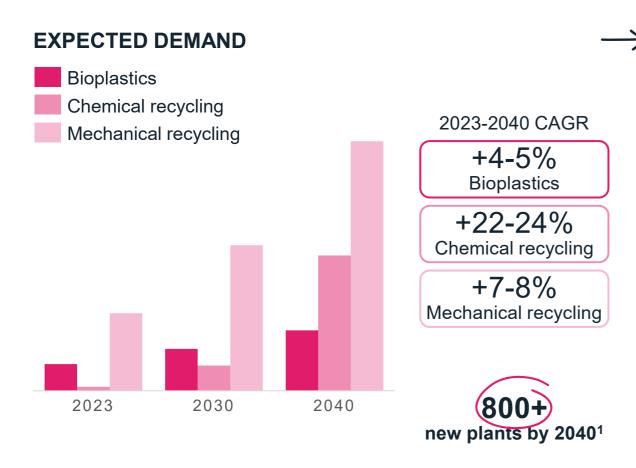
VIDEO LINK: could methanol be part of the solution to climate challenges?

Source: S&P Global and IEA World Energy Outlook 2024. Methanol considered for maritime fuels and hydrogen and ammonia as energy carriers. 1. Based on the additional demand by product divided by the average size of plants. Source: BCG analysis.



# DRIVING INNOVATION IN SUSTAINABLE MATERIALS

## SUPPORTING CIRCULARITY AND BIOPLASTICS ADOPTION



# → | NEXTCHEM'S SOLUTIONS

# **Advanced polymers**

Abate polymer emission production

# **Bioplastics**

Biodegradable and Biobased plastics

# Mechanical recycling

Upcycling plastic around consumer need

# Chemical recycling

Recycling plastic into recycled monomers

Source: BNEF - Petrochemical Feedstock Outlook. Bioplastics include biobased plastics and biodegradable plastics.

1. Based on the additional demand by product divided by the average size of plants. Source: BCG analysis.



# A ROBUST TECHNOLOGY DEVELOPMENT MODEL

## FROM PROVEN CONCEPTS TO INDUSTRIAL-SCALE SOLUTIONS



- Strategic innovation supported by research centers
- Scout technologies to meet customer needs
- Select M&A targets and potential partners

- Scale-up technologies to industrial level
- Develop a complete offering from licensing to equipment
- Accelerate commercialization on a global scale

# TIME-TO-MARKET GUIDES OUR TECHNOLOGY PROCESS

POSITIONING FOR THE LONG-RUN WHILE ACCELERATING IN ESTABLISHED SEGMENTS



Technology Readiness Level (TRL)







Secure positioning by developing and scaling-up validated technologies for longer-term market needs

 $\sim\!25\%$  of M&A investments

**MYREMONO** 

**HYDEP** 



Accelerate commercialization in growing segments via NEXTCHEM's engineering capabilities and MAIRE's footprint

 $\sim\!75\%$  of M&A investments

**CONSER** 

GASCONTEC

# PACIFICO MEXINOL

**MEXICO** 

THE WORLD'S LARGEST ULTRA-LOW CARBON METHANOL PLANT, AWARDED ONE YEAR AFTER THE GASCONTEC ACQUISITION

**PROJECT DEVELOPERS** 





SCOPE OF WORK **AND TIMING** 

€230m+

engineering and PEQ1

Overall value at FID including licensing, basic

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%

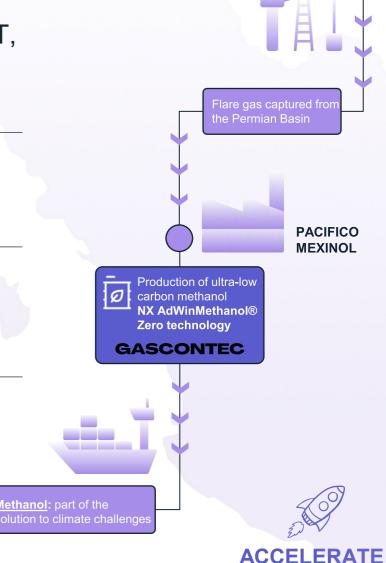
Output eligible under the ISCC-EU<sup>3</sup> criteria for renewable fuels



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

Methanol: part of the

- To be included in order intake and backlog at the Final Investment Decision. PEQ: proprietary equipment.
- Final Investment Decision.
- European Union's International Sustainability & Carbon Certification.





# MYREMONO AND HYDEP

### OUR BETS FOR CHEMICAL RECYCLING AND GREEN HYDROGEN

# NX FHYVE™

30 MW electrolyzer module

Development of proprietary electrolyzer leveraging on HyDEP's expertise in stack design



Fully commercially viable in 2 years

# NXRe™ PMMA

# Chemical recycling technology

Reference plant with a recycling capacity equivalent to produce 10 million car taillights per year in 2026

... and then extend application to polystirene



Fully commercially viable in 3 years



# BEYOND TECHNOLOGIES, WE DEVELOP PLATFORMS

VERSATILE, MULTI-APPLICATION SOLUTIONS TO ACCELERATE MARKET PENETRATION



We identify market needs and the key technologies to address them

Economically viable low-carbon products



We develop it from the concept to a market-ready solution

**NX CPO** for low-carbon syngas



PLATFORM ROLL-OUT

We unlock its potential across multiples applications

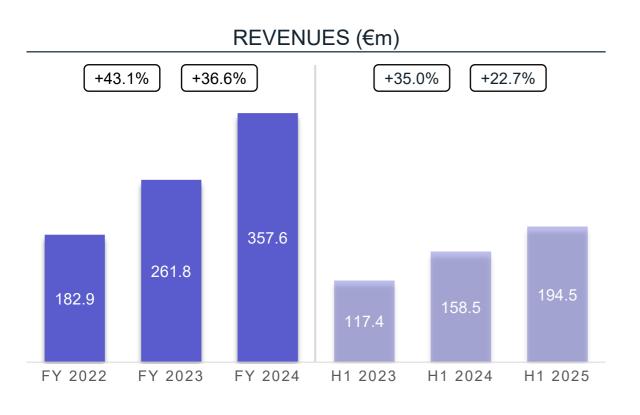
**NX CPO** for steel decarbonization, SAF production efficiency, low-carbon hydrogen and derivatives, flare gas valorization

2 awards in 2024: SARAS and Norsk e-Fuel for SAF



# DELIVERING ON OUR PROMISES

### STRONG GROWTH AND A TOP-NOTCH PROFITABILITY





Fostered by technology portfolio

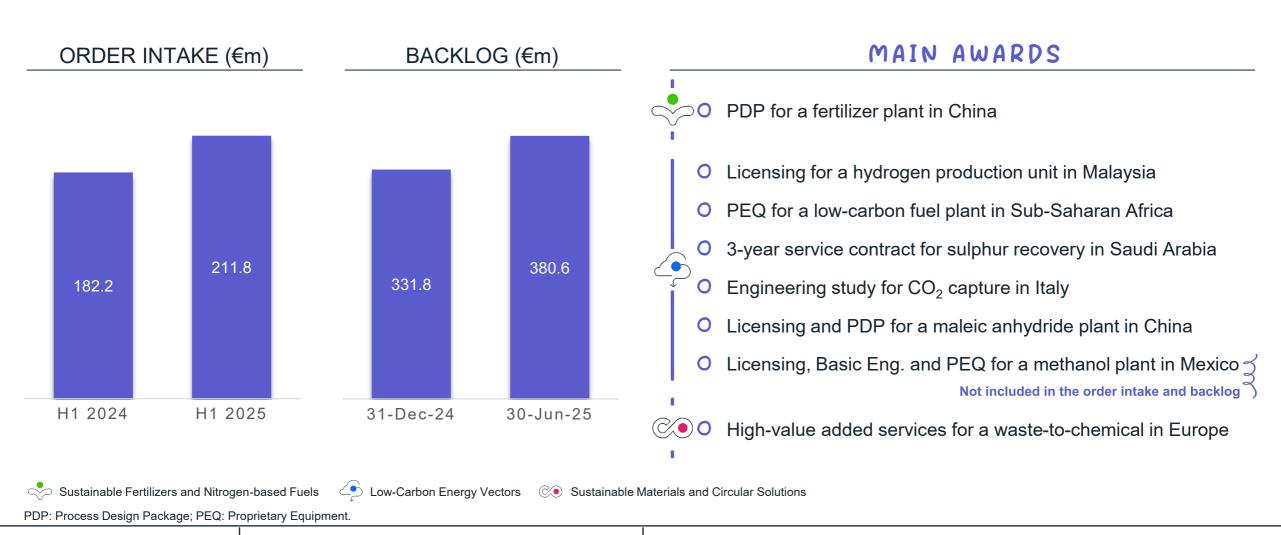
Growth % Margin

FY 2022 pro forma figures.

MAIRE IN

# A GROWING BACKLOG

#### DRIVEN BY LOW-CARBON ENERGY VECTORS NOTWITHSTANDING CHALLENGING MARKETS



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INTRODUCTION TO MAIRE

NEXTCHEM: THE FUTURE YOU WANT TO SEE

# NX eBLUE™ NEW AWARD

#### **UNITED STATES**

LOW-CARBON HYDROGEN PRODUCTION IN THE U.S.

SCOPE OF WORK Licensing
Process Design Package
Engineering services

**CLIENT** 

Major international energy company

KEY FEATURES

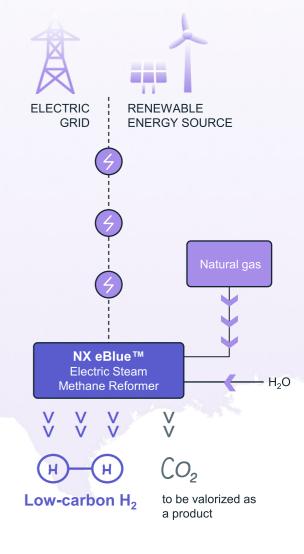
**Electric SMR** 

an electric steam methane reformer based on innovative proprietary process, replacing traditional combustionbased 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



First commercial application of NX eBlue™ technology

# EXPANDING OUR TECHNOLOGY OFFERING

### CAPEX SUPPORTING FUTURE GROWTH



#### 2023-2024 ACQUISITIONS

#### Conser (83.5%, April 2023)

Enhancing our technology portfolio in biodegradable plastic monomers

#### MyRemono (51%, April 2023)

Expanding our positioning in Plexiglas® chemical recycling (depolymerization)

#### **HyDEP** (80%, April 2024)

Strengthening our process engineering capabilities in electrochemistry

# GasConTec (100%, May 2024)

Expanding our technology portfolio in low-carbon hydrogen and methanol

# MyReplast (stake increase from 51% to 85%, April 2024)

Consolidating our position in plastic upcycling

Organic

M&A

Note: 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.

- 1. FY 2023 figure includes the total acquisition price for Conser and MyRemono, not deducting the total cash acquired.
- 2. H1/FY 2024 figures include the total acquisition price for HyDEP and GasConTec, and for the additional stakes in MyReplast.
- 3. H1 2025 figure includes the deferred price for the acquisition of MyRemono, closed in 2023.

# 04 FRAMING TECNIMONT: DREAMS ARE IN THE MAKING

**VIDEO LINK: DREAMS ARE IN THE MAKING** 



# A HISTORY OF EXCELLENCE

# **DELIVERING WORLD-CLASS E&C SOLUTIONS**



# **Unique track record**

over 1,500 plants delivered in key regions<sup>1</sup>

~450

**Fertilizers** 

feed

~350

Gas & Oil

move

~700

Petrochemicals

make

Market shares

40%+
Polyolefins

60%+
Polyethylene

60%+
Ethylene
Vinyl Acetate



# **Cutting-edge E&C solutions**

for low-emission and large-scale plants



# **Operational excellence**

selectivity-driven with a robust risk management framework

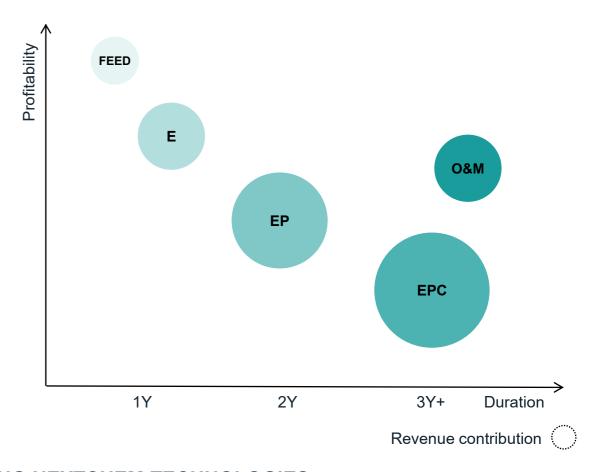
<sup>1.</sup> Including plants delivered by the sister companies since their establishment.



# **CUTTING-EDGE E&C SOLUTIONS**

# DELIVERING THE BEST: TIME AWARENESS, ENERGY EFFICIENCY AND LOW-CARBON DESIGNS

- FEED Front End Engineering Design
  Achieving cost predictability and optimized project execution
- E Engineering
   Combining advanced process know-how, delivering high-efficiency and tailored design
- EP Engineering & Procurement Including strategic supply chain management, ensuring on-time delivery of high-quality items
- EPC Engineering, Procurement & Construction
  End-to-end project control, cost efficiency and schedule reliability
- O&M Operations & Maintenance Digital solutions, energy efficiency, live monitoring and predictive maintenance for optimized performance



+ INTEGRATED SOLUTIONS COMBINING NEXTCHEM TECHNOLOGIES

# AN INTEGRATED OFFERING

ONE-STOP SHOP: END-TO-END SERVICES WITH A SINGLE POINT OF REFERENCE



## **▲ 11** MET DEVELOPMENT

Project development and **selected equity initiatives**Expertise in securing financing, permits & grants, and industrial partnerships

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# MET DEVELOPMENT AS A STRATEGIC ENABLER

### SELECTED INVESTMENTS FOR INDUSTRIAL INNOVATION

#### **OBJECTIVES**

- Opening new markets
- Unlocking proprietary technology proposition
- Building execution references in a new segment

#### RULES OF ENGAGEMENT

- Integrated project
- Industrial partner (client and/or off-taker)
- Double-digit target return, in excess of Group cost of capital

#### TERMS AND CONDITIONS

- Minority equity investments
- Involvement of infrastructure funds to reduce the final stake
- Exit 2 years after project completion



Low-carbon fertilizers in France
Pre-FEED & project structuring ongoing



Bio-SAF in Indonesia

License signed, PDP & project structuring ongoing



Circular methanol and hydrogen plant in Sannazzaro refinery (Italy)



FEED & permitting ongoing



# A SELECTIVE APPROACH

### READY TO SEIZE THE RIGHT OPPORTUNITIES

#### EARLY ENGAGEMENT

- Early bid/no-bid evaluation
- Engaging clients early to understand their needs

#### — COMPREHENSIVE RISK ASSESSMENT

- Evaluating local context, suppliers and logistics
- Developing mitigation strategies based on lessons learned

#### — OPTIMIZATION TOOLS

- Geography-based Lump-Sum vs. Reimbursable formula
- Cost escalation clauses
- Open-Book for enhanced transparency
- Optimize workload with simultaneous EPC phases
- Secure timely component delivery

# To optimal delivery



From selectivity

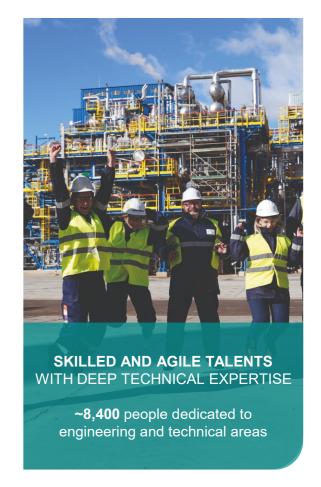
# DESIGNING EXCELLENT PLANTS

### THANKS TO MULTIDISCPLINARY ENGINEERING AND DEEP KNOWLEDGE









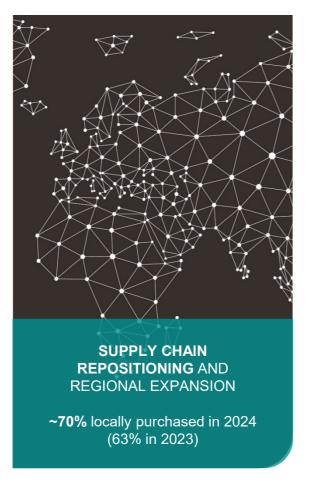
1. Including hubs from our sister companies.



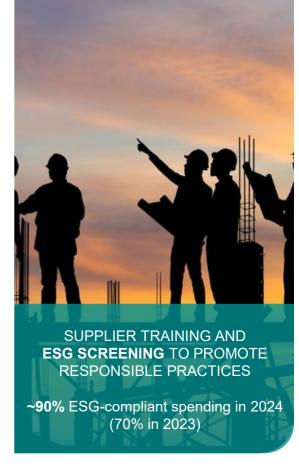
# SOURCING GLOBALLY

#### COST-EFFECTIVE PROCUREMENT WITH A STRONG FOCUS ON LOCAL SUPPLY CHAINS



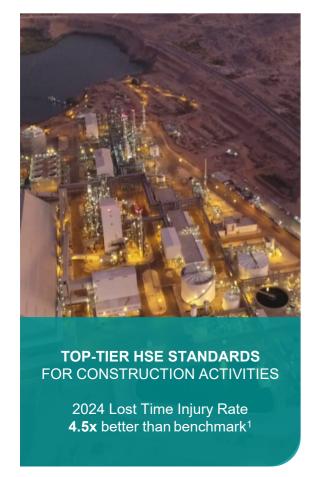


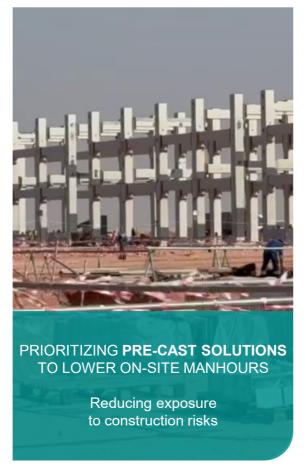


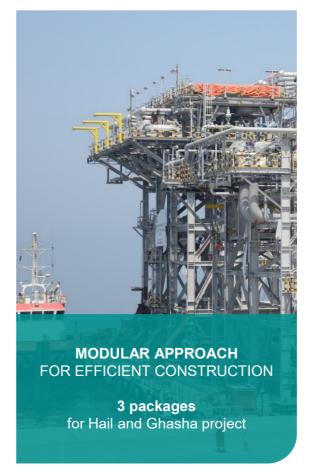


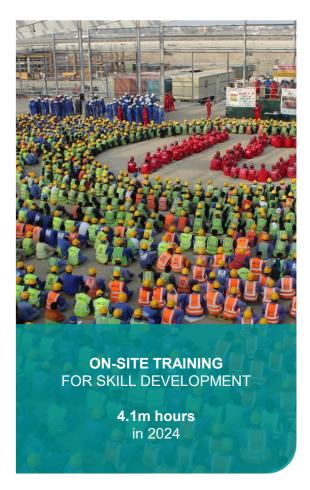
# **BUILDING LARGE SCALE PROJECTS**

#### SAFELY AND EFFICIENTLY









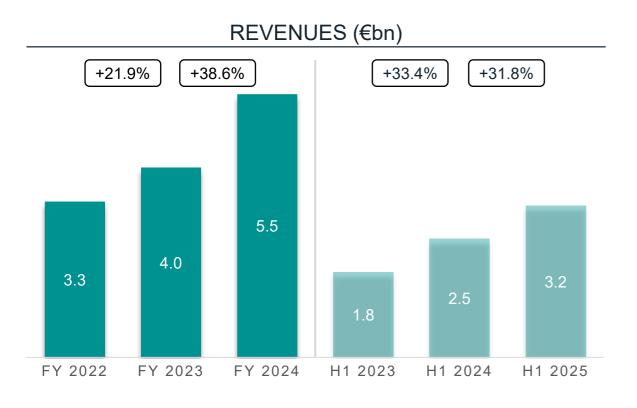
VIDEO LINK: HSE AT MAIRE

1. IOGP: International Association of Oil & Gas Producers.



# **BUILDING ON STRENGTH**

#### SUSTAINED GROWTH AND MARGIN EXPANSION





Growth % Margin
FY 2022 pro forma figures.

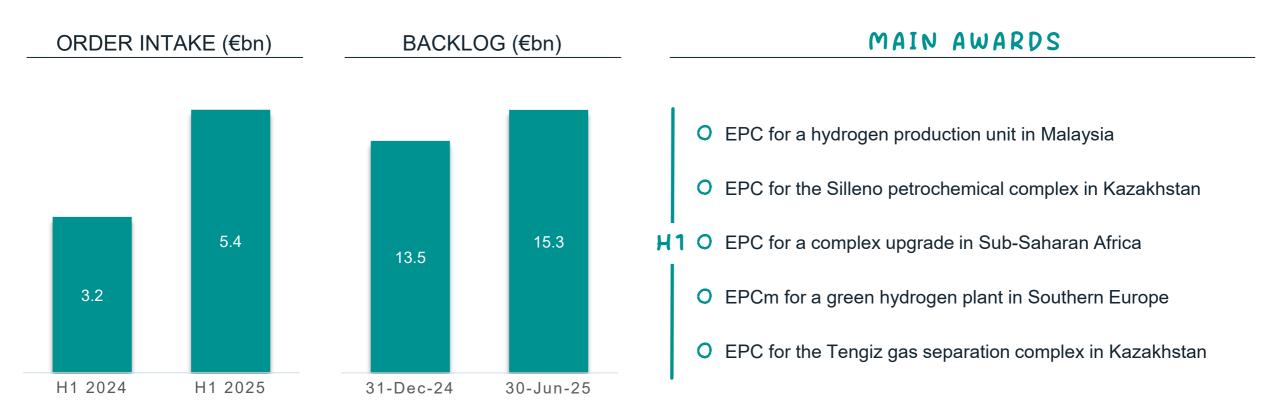
EBITDA (€m) +20.3% +43.7% +38.0% +39.5% 300.7 209.3 183.5 173.9 131.6 95.4 FY 2022 FY 2023 FY 2024 H1 2023 H1 2024 H<sub>1</sub> 2025 5.2% 5.2% 5.3% 5.6% 5.3% 5.4%

Boosted by expanding project scale



# WELL DIVERSIFIED BACKLOG

#### THANKS TO THE SURGE OF STRATEGIC AWARDS IN NEW GEOGRAPHIES



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



# 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 5ha

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

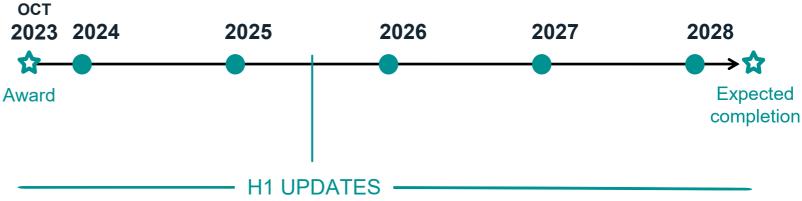
E: Engineering; P: Procurement, C: Construction.



# HAIL AND GHASHA

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

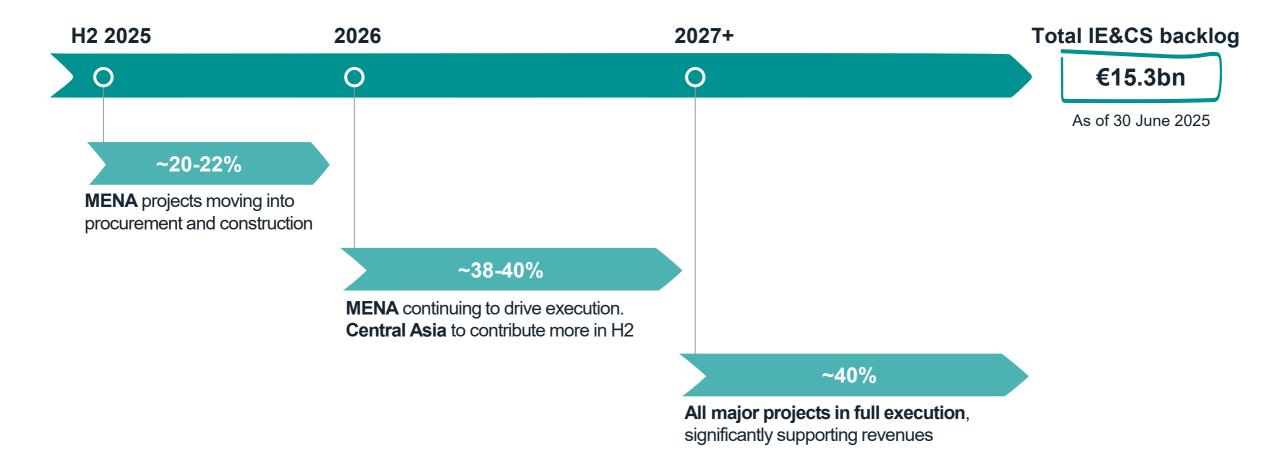




- Engineering is advancing well, with some activities ahead of schedule: 69% progress
- Procurement is advancing, with manufacturing activities in progress and first bulk material shipments: 90% progress
- Construction is accelerating, with field facilities almost completed and initial equipment installations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

# **BACKLOG PHASING**

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



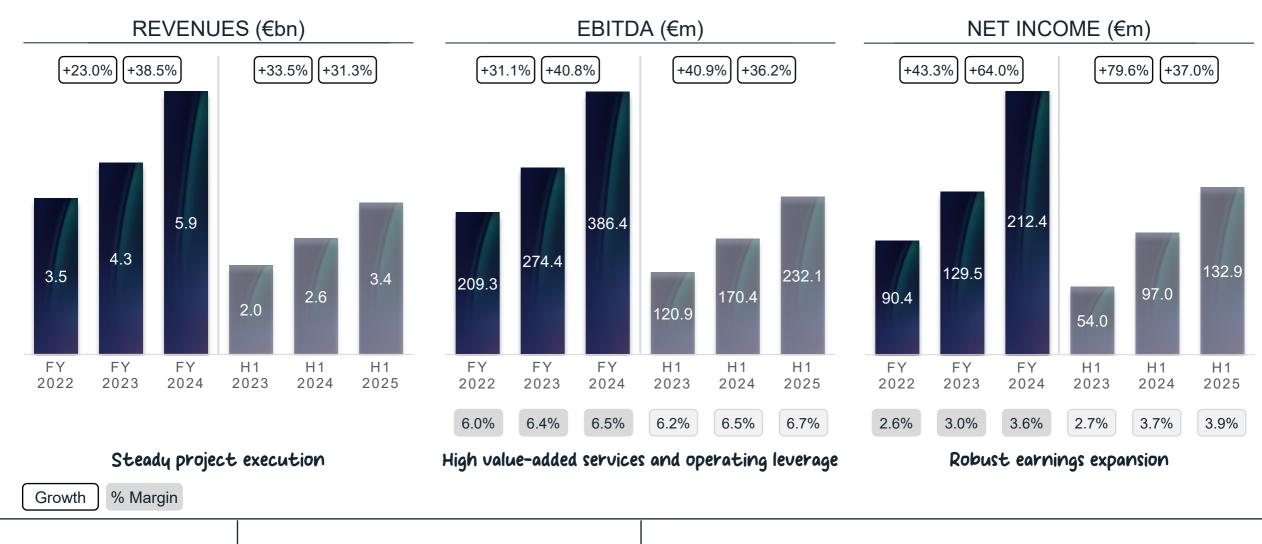
Note: based on current management assumptions, excluding major contractual amendments or extraordinary events beyond the reasonable control of the Group which may impact its operations.

MAIRE INTRODUCTION TO MAIRE TECNIMONT: DREAMS ARE IN THE MAKING 43

# 05 FRAMING THE PROGRESS: GROWTH IN MOTION

# A STRATEGY THAT DELIVERS

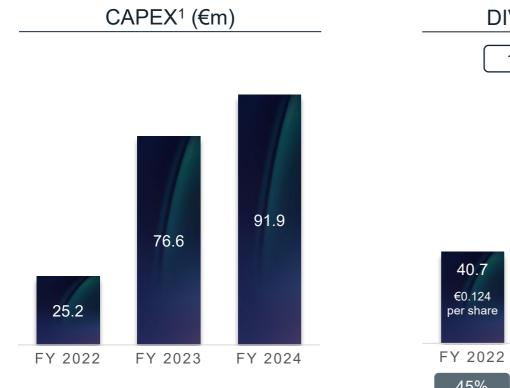
#### SEQUENTIAL DOUBLE-DIGIT GROWTH AND ENHANCED PROFITABILITY



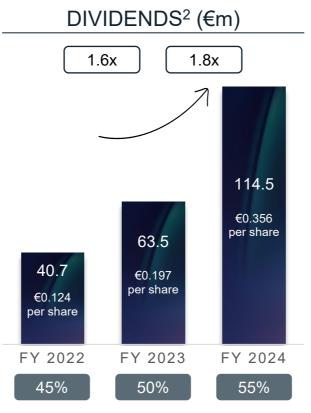
**MAIRE** 

# ENSURING FINANCIAL DISCIPLINE

#### ROBUST OPERATING CASH FLOWS FUELING INVESTMENTS AND SHAREHOLDER RETURN

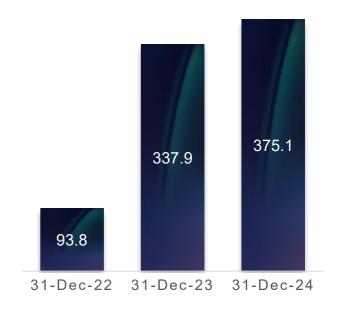


Focus on technology portfolio expansion



Returning value to shareholders





Funding power to capture growth opportunities

46

1. For M&A transactions involving deferred price components and/or earn-outs, the total consideration is considered. 2. Related to Fiscal Year. 3. Excluding leasing liabilities – IFRS 16 and other minor items.

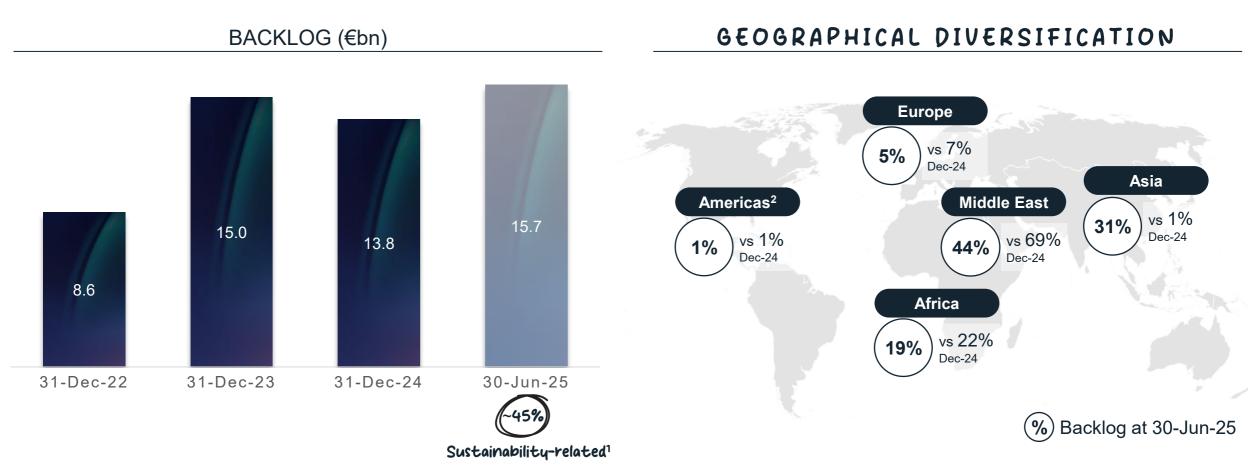


Pav-out

INTRODUCTION TO MAIRE GROWTH IN MOTION

# MULTI-YEAR VISIBILITY SECURED

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



1. 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.

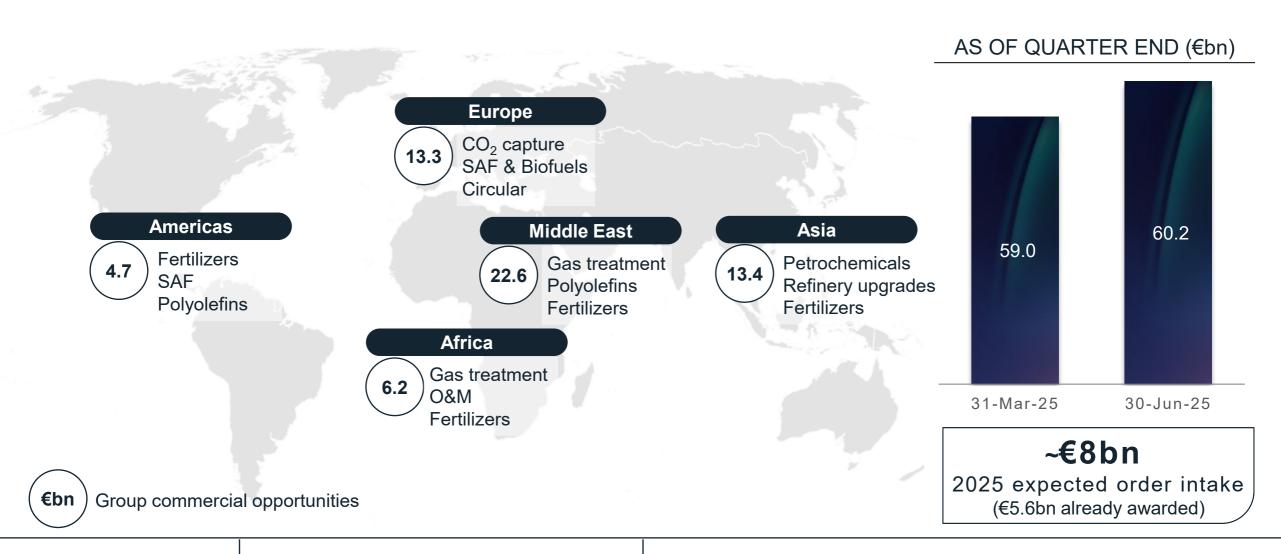
2. Of which less than 0.3% in the United States.

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INTRODUCTION TO MAIRE GROWTH IN MOTION 47

# GROUP COMMERCIAL PIPELINE

#### MARKET OPPORTUNITIES WORTH €60.2BN

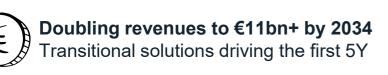


**MAIRE** INTRODUCTION TO MAIRE GROWTH IN MOTION 48

06
FRAMING FORWARD:
2025-2034 STRATEGIC PLAN

# SOLID GROWTH ONGOING AFTER 2 YEARS OF BEATING TARGETS

#### GROUP REVENUES AND EBITDA CONTINUE TO INCREASE

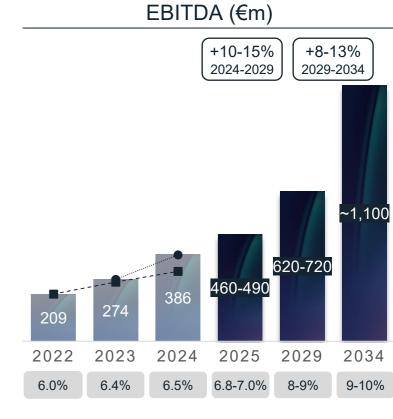




Profitability to reach 10%, driven by technologies and operating leverage

70% Ambition for sustainability-related revenues in 2034







% Margin - - 2023-2032 plan -- 2024-2033 plan

Sustainability-related revenues are defined as the sum of transitional and sustainable work. Please refer to the slide in appendix for the criteria used in the determination of transitional and sustainable work. Note: 2025 guidance upgraded with the release of the first half 2025 financial results on 31 July 2025; 2025-2034 Strategic Plan confirmed as communicated to the market on 4 March 2025.

**MAIRE** 

INTRODUCTION TO MAIRE

2025-2034 STRATEGIC PLAN

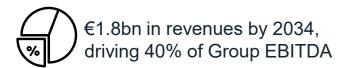
# SUSTAINABLE TECHNOLOGY SOLUTIONS

#### NEXTCHEM SAILING TOWARDS THE BILLION-EURO LEAGUE

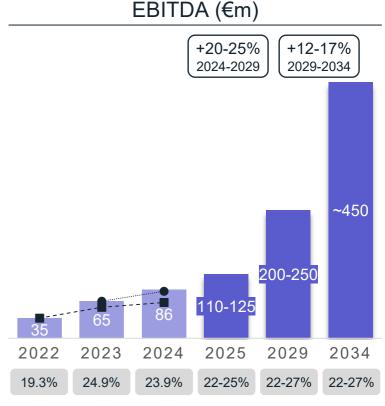




Profitability backed by proprietary solutions and unique processes







% CAGR

% Margin



2023-2032 plan ---- 2024-2033 plan

FY 2022 pro forma figures.

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INTRODUCTION TO MAIRE

2025-2034 STRATEGIC PLAN

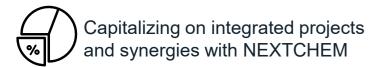
# INTEGRATED E&C SOLUTIONS

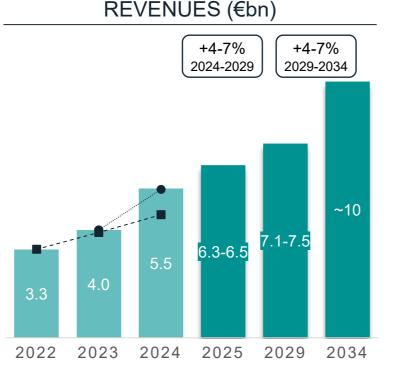
#### ON TRACK TO DOUBLE EBITDA IN THE NEXT 10 YEARS

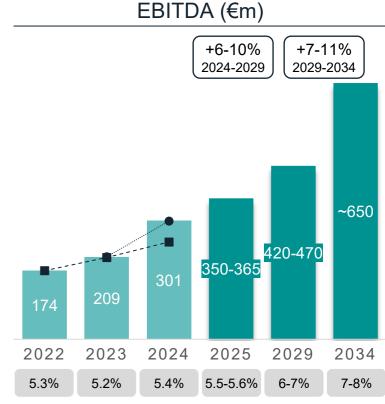




Profitability driven by selectivity and efficient project execution







52

% CAGR

% Margin - - 2023-2032 plan - 2024-2033 plan



FY 2022 pro forma figures.

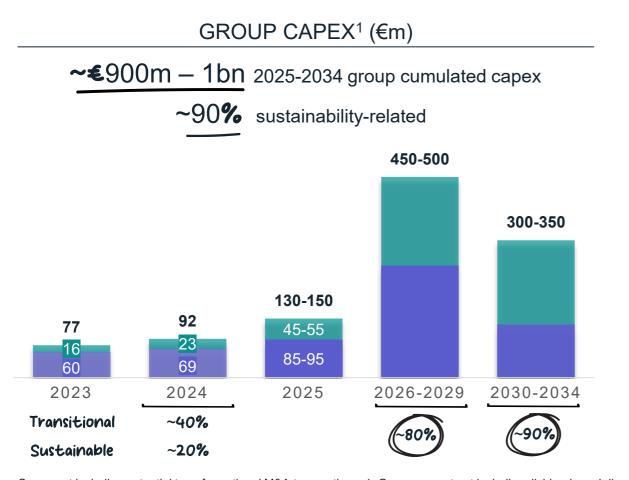
Note: 2025 guidance upgraded with the release of the first half 2025 financial results on 31 July 2025; 2025-2034 Strategic Plan confirmed as communicated to the market on 4 March 2025.

**MAIRE** 

INTRODUCTION TO MAIRE 2025-2034 STRATEGIC PLAN

# ROBUST CAPEX PLAN TO SUSTAIN GROWTH

#### INVESTMENTS CONCENTRATED IN THE FIRST HALF OF THE PLAN



€450-500m

Sustainable
Technology Solutions
2025-2034 cumulated capex

Technology bolt-on M&A (~30%)

Technology validation

O Recurring R&D<sup>2</sup>

€450-500m

Integrated E&C Solutions

2025-2034 cumulated capex

- MET Development's minority co-investments in projects (€250 – 300m)
- O Add-on M&A for workload capacity
- Recurring investments (e.g., digital, MET Zero)

Capex not including potential transformational M&A transactions. 1. Gross amount not including dividends and divestment proceeds from equity investments in projects. 2. Recurring R&D investments to be capitalized. Sustainability-related capex are defined as the sum of transitional and sustainable investments. Please refer to the slide in appendix for the criteria used in the determination of transitional and sustainable work.

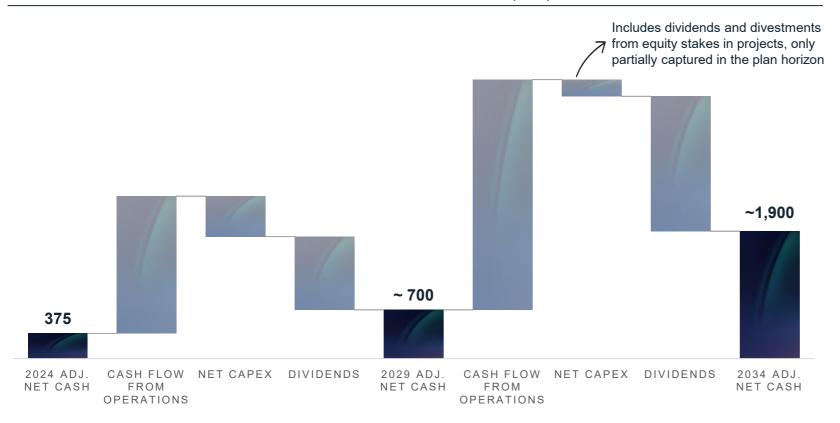
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INTRODUCTION TO MAIRE 2025-2034 STRATEGIC PLAN 53

# **NET CASH EVOLUTION**

#### STRONG OPERATING CASH FLOW AND CAPITAL LIGHT GROWTH FUEL HIGH-RETURNS

#### ADJUSTED NET CASH (€m)





#### Dividend pay-out assumptions

**55%** paid in 2025

66**%** from 2026 onwards



#### Sustainable finance target

54

From 65% in 2024

To 80% in 2029

Robust and flexible financial structure

Self-funded capex

Adjusted Net Cash excludes leasing liabilities – IFRS 16 and other minor items. Net capex includes project dividends and divestments.

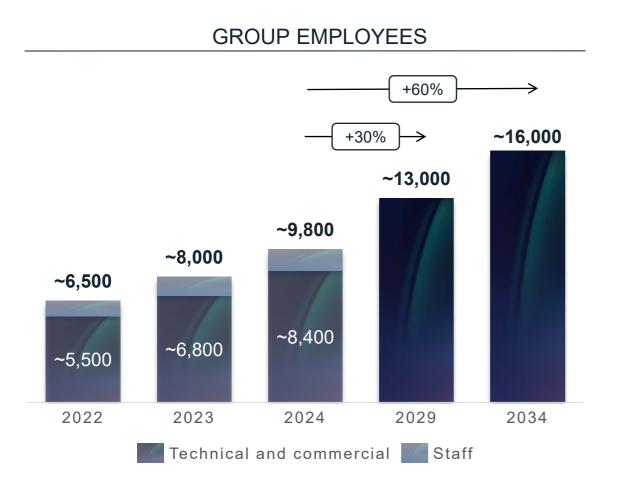
1. Calculated as the ratio of total sustainability-linked funding (drawn and undrawn) to total committed funding.

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INTRODUCTION TO MAIRE 2025-2034 STRATEGIC PLAN

# READY TO SERVE A GROWING CLIENT DEMAND

#### EXPANDING CAPACITY AND UNLOCKING VALUABLE ENGINEERING HOURS THROUGH AI



MAIRE



- Skillset enhancement
  Recruiting and training specialized talents in each discipline
- Operational efficiency
  Workload management boosted by growing use of Al
- ESG-linked compensation
  15% of MBO, 20% of LTI, 15% of Employee Stock Plans

INTRODUCTION TO MAIRE 2025-2034 STRATEGIC PLAN 55

# APPENDIX



# SUSTAINABLE FERTILIZERS AND NITROGEN-BASED FUELS

### NITROGEN-BASED SOLUTIONS

Growth drivers	Technology solutions		Markets served			
			PAGRICULTURE	4 ENERGY	MANUFACTURING	TRANSPORTATION
<ul> <li>Population growth</li> </ul>	NX STAMI Urea <sup>™</sup>	Leaders in fertilizer technology,	2			
<ul> <li>Decarbonization of agriculture</li> </ul>	including Ultra Low Energy design and fluid bed granulation technology	maximizing energy efficiency	90		<b>H</b>	
<ul> <li>Increasing industrial applications of urea and ammonia</li> <li>Emerging demand for ammonia as energy carrier</li> </ul>	NX STAMI Nitrates™	Optimizing nitric acid production	90			
	NX STAMI Ammonia	Ammonia from low-carbon hydrogen (through ATR or CPO) <sup>1</sup>	9p	4	71	G
	NX STAMI Green Ammonia™	Futureproof carbon-free ammonia production	90	4	71	G

1. ATR – "Auto Thermal Reforming" and CPO – "Catalytic Partial Oxidation".



# LOW-CARBON ENERGY VECTORS

# HYDROGEN SUITE AND LOW-CARBON FUELS

Growth drivers	Technology solutions		Markets served		
			F ENERGY	HARD TO ABATE	TRANSPORTATION
<ul> <li>Decarbonization of hard to abate and transportation sectors</li> </ul>	NX CPO <sup>™</sup> Catalytic partial oxidation	Small scale hydrogen production through syngas for hard to abate	4	<u> </u>	G
<ul> <li>Increasing demand for hydrogen in chemical, iron and steel production</li> </ul>	NX Reform <sup>™</sup> Steam methane reforming	Small-medium scale hydrogen production from gas (available with carbon capture)	4	8	6
	NX eBlue™ Electric steam methane reforming	Low-carbon hydrogen production reducing natural gas usage and CO <sub>2</sub> emissions	4	<u> </u>	G
<ul> <li>Increasing use of hydrogen for power generation</li> </ul>	NX AdWinHydrogen®  Autothermal reforming	Large scale low-carbon hydrogen from gas with high efficiency and capture rates	Ź	<u> </u>	G
	NX FHYVE™	Reliable and cost-effective electrolysis modules for green hydrogen	Ź	<u>a</u>	6
	NX AdWinMethanol®  Autothermal reforming	Large scale methanol synthesis from gas for a new low-carbon fuel	4	<u> </u>	6
	NX SAF <sup>TM</sup> BIO HEFA process, also with pre-treat	Unlocking sustainability of aviation through cost-effective small scale plants	Ź		6

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INTRODUCTION TO MAIRE APPENDIX 58

# LOW-CARBON ENERGY VECTORS

# CARBON CAPTURE, SULPHUR RECOVERY AND ADVANCED POLYMERS

Growth drivers	Technology solutions		Markets s	Markets served		
			F ENERGY	HARD TO ABATE	TRANSPORTATION	
<ul> <li>Decarbonization of hard to abate sectors</li> </ul>	NX Decarb <sup>™</sup>	Optimizing and integrating core carbon capture unit	4	<u> </u>	G)	
<ul> <li>Lower climate impact of refining</li> </ul>	NX SulphuRec <sup>™</sup> Sulphur recovery	Abate pollutants in refinery and natural gas processing	3		<b>6</b>	
			A HARD TO AB.	ATE [	MANUFACTURING	
<ul> <li>Ever growing demand for plastics, driven by</li> </ul>	NX MAN	Sustainable processes for fine chemicals production	<u> </u>	[	71	

- **Emerging Markets**
- Regulatory push for biodegradable materials
- Increase sustainability of chemical industry



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INTRODUCTION TO MAIRE **APPENDIX MAIRE** 

# SUSTAINABLE MATERIALS AND CIRCULAR SOLUTIONS

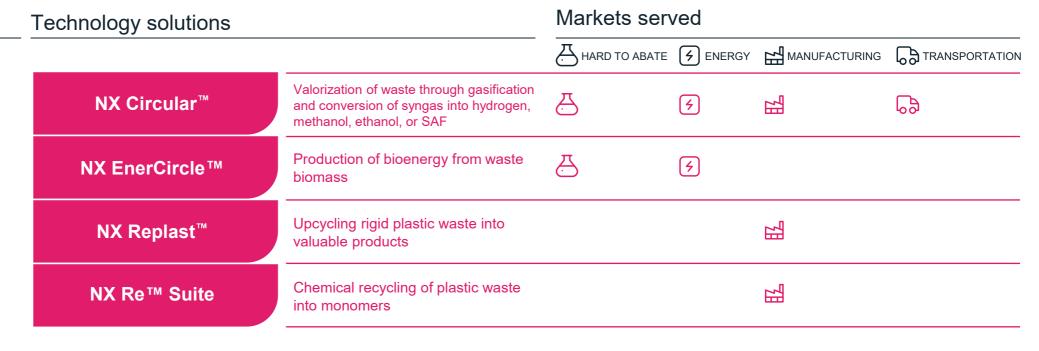
#### **VALORIZING WASTE**

# Regulatory push to

reduce waste volumes

Growth drivers

- Regulations promoting circular solutions
- Large availability of feedstock
- Need for clean and constant energy production
- Growing corporate commitments to use recycled plastics

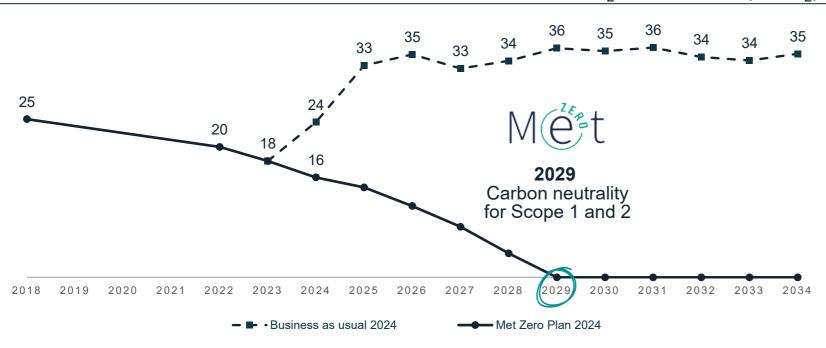




# A STRONG ESG POSITIONING: MET ZERO PLAN

TARGETING CARBON NEUTRALITY FOR SCOPE 1 AND SCOPE 2 CO<sub>2</sub> EMISSIONS IN 2029

#### SCOPE 1 AND 2 CO<sub>2</sub> EMISSIONS (KtCO<sub>2</sub>)



#### **Emission reduction initiatives**

- -> Energy management system
- → Green energy procurement
- → Energy efficiency digital solutions
- Renewable energy at construction sites





# **Bloomberg**

**7.96**/10 ↑ > peers' average



**22.0**/100 Medium risk

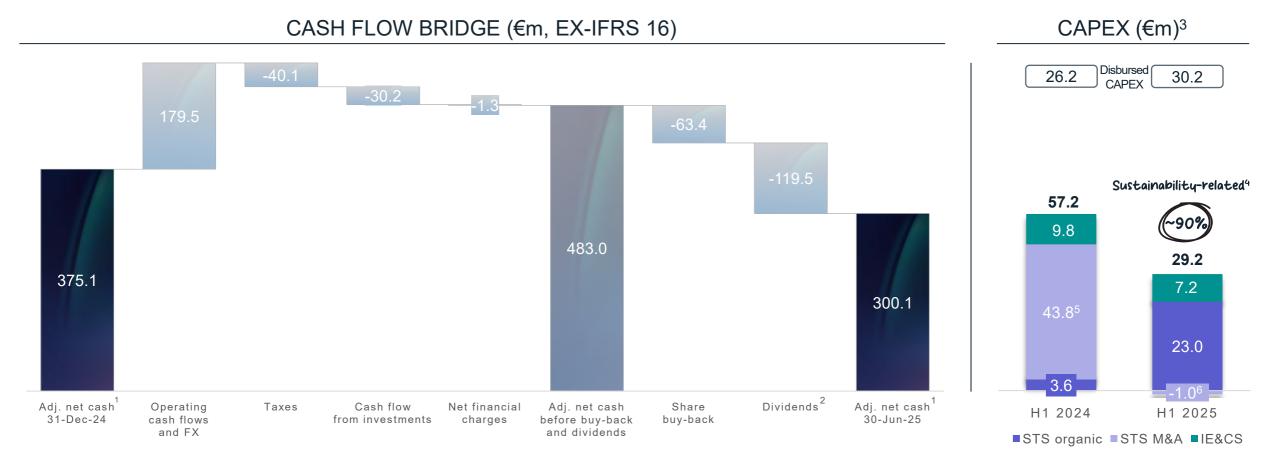






# NET CASH POSITION AND CAPEX

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



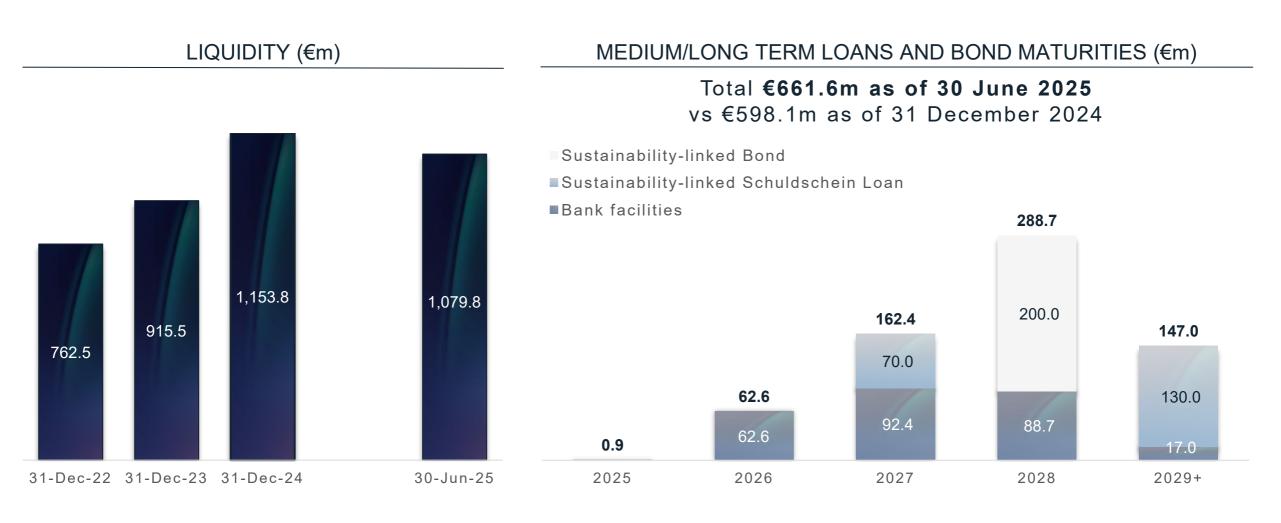
<sup>1.</sup> Excluding leasing liabilities - IFRS 16 (€120.9m as of 30 June 2025 and €136.6m as of 31 December 2024) and other minor items. 2. Of which €114.5m paid to MAIRE shareholders and €5.0m paid on minority interests.

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.

**MAIRE** 

# FINANCIAL STRUCTURE

#### AMPLE LIQUIDITY AND SOUND BALANCE SHEET





# 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.

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# ADDING VALUE TO SHAREHOLDERS

#### STABLE SHAREHOLDERS' BASE AND STRONG DIVIDEND POLICY

# -41 MAIRE

Shareholder <sup>1</sup>	% of ordinary shares	% of voting rights²
GLV Capital S.p.A. (Fabrizio Di Amato)	51.02%	67.51%
Yousif Mohamed Ali Nasser Al Nowais	4.00%	2.65%
Other institutional and retail investors	44.98%	29.84%

#### NEXTCHEM

MAIRE Sustainable Technology Solutions

Shareholder <sup>1</sup>	% of ordinary shares	% of voting rights
MAIRE S.p.A.	82.13%	82.13%
Azzurra Capital	7.88%	7.88%
Yousif Mohamed Ali Nasser Al Nowais	5.00%	5.00%
Maire Investments S.p.A. (Fabrizio Di Amato)	4.99%	4.99%



#### **MAIRE** stock information

Listed on the Milan Stock Exchange since November 2007

ISIN code: IT0004931058

Ticker: MAIRE

Market Capitalization on 31 July 2025: €4.0bn

€441m

**/**+908%

Dividends distributed since 2014

Total return<sup>3</sup> 1 January 2014 – 31 July 2025 +22% annual equivalent

- 1. Based on the latest official information communicated to MAIRE (e.g., shareholders' register, official filings).
- 2. Pursuant to Article 120, Paragraph 1 of the Legislative Decree no. 58 of 24 February 1998 (Italian "Consolidated Law on Finance") and to Article 6-bis of the By-Laws ("Voting right increase"), share capital of MAIRE refers to the total number of voting rights equal to 496,705,566.
- 3. Total return calculated as price performance plus dividends.



INTRODUCTION TO MAIRE APPENDIX 65

MAIRE S.p.A.

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