* DISTRIBUTION OF ZERO-CARBON HYDROGEN Corporate Presentation

DESIGNER AND MANUFACTURER

FOR THE PRODU

OF EQUIPME

November 2020

^{BY} McPhy

Welcome Message LAURENT CARME | CHIEF EXECUTIVE OFFICER

Zero-carbon hydrogen is key to succeed in the global fight against Climate Change.
 As a global innovative player, McPhy has in a decade positioned itself among the leaders in clean H₂.
 Now is the time to accelerate the pace of change, to scale-up and to industrialize clean hydrogen technologies to lower their costs and boost the rise of clean, secure and cost-competitive hydrogen ecosystems.

WELCOME TO THE "UNLIMITED HYDROGEN" ERA.

Zero-Carbon Hydrogen Market A Tremendous Potential

EnergieDienst 1MW

Hydrogen Market is Expected to Boom by 2050

Demand for hydrogen is expected to boom by 2050



Hydrogen has been used extensively in many industrial sectors

| | Pure Hydrogen | By-product Hydrogen |
|----------------------|--------------------|---------------------|
| % of total demand | 60% | 40% |
| Uses | 🚡 Oil Refining | 🐣 Methanol |
| Uses | Ammonia Production | Steel Production |

Hydrogen holds long-term promise in many sectors beyond existing industrial applications

| | Zero-carbon hydrogen | | | |
|---------------------|----------------------|--------------|--------------|--|
| Uses | Industry | 🛞 Mobility | Energy | |
| Production | Electrolysis | Electrolysis | Electrolysis | |
| Growth prospects | +++ | ++ | + | |



Hydrogen is dominated by mature industrial applications



Hydrogen mobility is heading for a bright future and will drive growth in demand alongside industrial sectors, territory and power

"Grey" H₂ is Responsible for Massive CO₂ Emissions



Zero-carbon Hydrogen is Emerging as an Alternative



McPhy at a Glance | Driving clean energy forward



McPhy

McPhy's Ambition is to Be a Worldwide Leader in Zero-Carbon Hydrogen

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Accelerate transition & scale-up to increase the competitiveness of zero- carbon hydrogen

Partner with our customers Strengthen our leadership position Cover the whole value-chain

McPhy

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Born from Innovation, Driven by Ambition

| Major Step Changes



McPhy Covers all H₂ Market Segments

A fit-for purpose offer, ideally positioned to capture the market opportunities

Technologies & Markets



Pressurized Alkaline 30 bar

- Capacity to integrate PEM
- 1MW high-density stack
- 44 MW installed base⁽¹⁾
- Already in multi-MW industrial market





Refueling Stations

Full range covered, from 20 to 800 kg, 350b, 700b & DP

- 35 HRS installed base⁽¹⁾
- Patented Augmented McFilling (> 2 tons / day)
- Ready for very large scale

INDUSTRY THE "SCALE-UP DRIVER"

- "Grey" H₂ production for industry generates 2% of world emissions
- Key applications are Refineries, Ammonia, Methanol and DRI
- Large capacity electrolyzers (> 100MW) are required, allowing costout through economies of scale

MOBILITY THE "MARKET ENABLER"



- H₂ is best solution for **heavy mobility** decarbonization (buses, trucks, trains, boats)
- Large stations (> 200 kg/day) require ELY/HRS integration
- Mobility is also the way to grow public awareness and acceptance on $\rm H_2$

ENERGY



THE "MEDIUM-LONG TERM GROWTH RELAY"

- Growing intermittent renewables require energy storage for surpluses
- H₂ produced can be reused to generate electricity or to be injected in gas networks (H₂ or synthetic CH4)

Note: (1) [03 August 2020] References are already operational, being installed or under development | Among them: 4 MW ELY and 2 HRS are conditional part of the ZEV framework contract signed in June 2020

A Scalable European Team, with Global Reach | Industrial Footprint

< Production capacity per annum >

100 to 300 MW p.a.

Engineering & Manufacturing

FRANCE

Refueling stations manufacturing and assembly, unique innovation platform and test bench

20 to 30

stations p.a.





Engineering

Engineering development and EPC for multi-MW electrolysis units



Engineering

ITALY

& Manufacturing

Stack manufacturing, electrolyzers assembly, small electrolyzers engineering



GLOBALLY

Sales & Services

Global reach Backed by our technological & industrial partnership: EDF / Hynamics, De Nora...

Strategic Investors & Partners

- €180m capital raised in October 2020
- Historical strategic investors re-investing and remaining main shareholders
 - EDF
 - BPI
- 2 new strategic investors to accelerate industrial scale-up
 - Chart Industries
 - Technip Energies



A game changer for McPhy

Shareholders Structure

| Capital increase of €180 m in October 2020



Complementary & strong shareholder structure, supporting McPhy for long-term growth

Scale-Up Strategy

Industrial scale-up strategy relying on 4 pillars | Meet customer needs & lower costs



- Ensure state-of-the-art safety of the systems
- Maintain leadership in electrolyzers and HRS
- Increase bankability of value proposition through emblematic references
- Grow capacities to achieve economies of scale
- Achieve cost out roadmap

- Professionalize organization structure and processes
- Hire key talents and capitalize on them

McPhy Offers a Cutting-Edge, Modularized, Scalable

| \frown | SMALL | | |
|------------------------|--|---|---|
| ELECTROLYZERS | PIEL 0.4 to 10 Nm ³ /h (1 to 8 bar) McLyzer 10 to 20 Nm ³ /h (30 bar) | - McLyzer 100 to 800 Nm³/h (30 bar) | Augmented McLyzer ^{Multi} MW, GW |
| STATIONS CONTRACTOR | Starter Kit McFilling 20 kg (350 bar) | McFilling 350 bar: 200 to 1000 + kg per day 700 bar: 200 to 800 kg per day Dual Pressure (350 & 700 bar): 200 to 800 kg per day | Augmented McFilling Multi-ton designs |
| SERVICES | Supervision and remote cont | rol, preventive maintenance, t | raining of your teams, etc. |

Leading designer, manufacturer and integrator of zero-carbon hydrogen production (electrolyzers) and distribution (hydrogen stations) equipment

Alkaline and PEM will Jointly Support Market Growth





Alkaline



PEM

• 200-year old technology that has proven long term resilience and stability

- Avoidance of precious materials enables lower Capex than PEM
- Alkaline is more adapted to large scale projects
- Limited track record of long term reliability
- Shorter lifetime than Alkaline
- Ability to produce highly compressed hydrogen
- More flexible than Alkaline and can be quickly switched on and off without any need for preheating

| 1 | ALKALINE | 2 PEM |
|---|--------------------------------------|--------------------------------------|
| Maturity of technology | +++ | + |
| Performance | ++ | + |
| Capex requirement (USD/kW _e) | 500 - 1,400 | 1,100 - 1,800 |
| Power consumption ⁽¹⁾ (Kwh/kg) | 55 | 58 |
| Stack lifetime (hours) | > 80,000 | > 40,000 |
| Operating pressure (bar) | 1-30 | 30-80 |
| Load range (%, relative to nominal load) | 10-110 | 0-160 |
| Footprint ⁽¹⁾ (m ² /MW _e) | 95 (atmospheric) 45 (pressurized) | 44 (atmospheric) 40 (pressurized) |
| Electrical efficiency (%, LHV) | 63 - 70 | 56 - 60 |

Today, it is not possible to say whether one of these two technologies will take the lead over the other The scientific and industrial consensus rather pleads for cohabitation over the next decade

Electrolyzers Answers to Large-Scale Industrial Needs Through Modular Approach





| Augmented McLyzer

High current density Flexibility and fast response time High efficiency: < 4,9 kWh / Nm³ High-pressure: **30 bar Best TCO in its segment Compact footprint Highest quality & safety standards** Selected by leading industrial players

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Refueling Stations are Ready for High Volumes for Heavy Mobility



- "Plug and Play" technology
- Wide range to best suit our customer needs
- Modularity: f.e., the "500-350/700" model is modularized => as of 200 and up to 800 kg
- 96% availability
- IR connector: 350 700 bar compliance
- On-site electrolysis

| Augmented McFilling

Proprietary & patented architecture

Dynamic reconfiguration

Increased availability and flexibility

> Optimized energy efficiency

Optimized investment and operating costs

McPhy is Building Key Market References in Europe

Build up strong

ZERO-CARBON HYDROGEN

- Audit E-GAS | Capacity: 6.0 MW
- B Prenzlau | Capacity: 0.5 MW

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- H₂Ber | Capacity: 0.5 MW
 Sinopec⁽¹⁾ | Capacity: 4.0 MW
- D EnergieDienst | Capacity: 1.0 MW
- **E** Jupiter 1000 | Capacity: 1.0 MW
- F RAG | Capacity: 0.5 MW
- G Engie & SMT-AG | Capacity: 0.5 MW
- H Apex | Capacity: 2.0 MW
- **Confidential |** Capacity: 1.0 MW
- **1** Nouryon & Gasunie | Capacity: 20.0 MW
- K ZEV⁽³⁾ Overall capacity: 4.0 MW
- **Confidential** | 1.0 MW
- **Rougeot Energie |** Capacity: 1.0 MW
- Confidential | 1.0 MW

ZERO-EMISSION MOBILITY

- A Symbio Grenoble | Kg/Day: 5
- City of Paris | Kg/Day: 20

Notes: (1) Hebei Province, China, (2) Singapore, (3) [03 August 2020] All references are already operational, being installed or under development | Among them: 4 MW ELY and 2 HRS are conditional part of the ZEV framework contract signed in June 2020



ZERO-EMISSION MOBILITY (cont'd)

- Engie GNVert Lyon | Kg/Day: 20
- Valence | Kg/Day: 20
- **City of Rouen |** Kg/Day: 20
 - FaHyence | Kg/Day: 40
 Engie Lab Singapore⁽²⁾ | Kg/Day: 20
- **RiverSimple UK** | Kg/Day: 20
- **Gemitan Nantes |** Kg/Day: 10
- **Rungis** | Kg/Day: 20
- **Engie & SMT AG |** Kg/Day: 200
- **Navibus Nantes |** Kg/Day: 5
- **Sorigny |** Kg/Day: 20
- M EAS-Hymob x 7 | Kg/Day: 20
- **H**₂ Mobility Germany | Kg/Day: 200
- O Total Le Mans | Kg/Day: 20
- **GNVert & CNR |** Kg/Day: 80
- O Confidential DE Customer | Kg/Day: 200
- Confidential FR Customer | Kg/Day: 20
- **S ZEV (Hympulsion) x5**⁽³⁾ | Kg/Day: 400-800
- **Confidential |** Kg/Day: 200
- Rougeot Energie x2 | Kg/Day : 400
- Confidential x2 | Kg/Day: confid.



| First Power-to-Gas project at a MW-scale in France











| The largest zero-carbon H₂ production unit in Europe





Delfzijl, The Netherlands | Contract: 2020

Nouryon gasume (BoMCN DENDRA

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californal.





Zero Emission Valley (Hympulsion)

McPhy

The largest H₂ mobility deployment project in France



One of the most ambitious zero-emission mobility project in Europe

Consortium led by McPhy delivering 14 stations and 4 MW electrolyzer in AURA region

McPhy technologies (framework agreement): 5 HRS 200 kg / day + 4 MW electrolysis

In addition, McPhy has equipped the 1st station of the ZEV project (Chambéry) with a 40kg/day electrolyzer.







Auvergne-Rhône-Alpes Region, France | Contract: June 2020



AcPhy















SMT AG – Lens Béthune

| First H₂ station + ELY for public transport in France









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Growing capacities to generate economies of scale | Electrolyzer GigaFactory





Up to **100 MW** per annum

San Miniato, Italy A premier industrial infrastructure 1 shift activity



Up to **300 MW** per annum

San Miniato, Italy

Increased automation, lean manufacturing and move to 3 shifts

Factory expendable up to 600 MW (new building to be built)



> 2023

2021-2023

2020

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Financial Highlights 2019 & S1-2020

Station de recharge pour véhicules

Sorigny

DROGENE

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Financial Highlights <u>2019</u> | P&L: Strong revenue growth of +43%

| IFRS (in €m) | 2019 | 2018 | Δ |
|---|-------------|-------|-------|
| 1 Sales revenue | 11.4 | 8.0 | +43% |
| Other ordinary income | 4.1 | 1.1 | +258% |
| Income from ordinary operations | 15.5 | 9.1 | +70% |
| 3 Purchases | (6.1) | (4.6) | +35% |
| 4 Staff costs | (7.1) | (6.1) | +17% |
| 3 External charges | (6.1) | (5.7) | +7% |
| 5 Depreciation, amortization & reserves | (2.6) | (2.1) | +23% |
| Current Operating Income (EBIT) | (6.5) | (9.4) | +31% |
| Non-current expenses and income | (0.1) | (0.0) | - |
| Operating Income | (6.1) | (9.4) | +31% |
| Net financial income (expense) | 0.4 | (0.0) | - |
| Income tax expense | (0.1) | (0.1) | - |
| Net income (loss) | (6.3) | (9.5) | +34% |

- Growth driven by the taking and completion of a number of orders for electrolyzers and hydrogen stations in France and abroad
- 2 Growth in other ordinary income linked to the cancellation of the repayment of the €3 m debt as part of the Pushy project
- Growth in purchases and external charges in proportion to the activity – controlled increase due to cost-cutting measures with the objective to continuously improve competitiveness
- 4 Recruitment of **12 net new employees**, total number of employees of 98 as of December 2019
- Increase in D&A mainly linked to the application of IFRS16 standard

Financial Highlights 2019 | Balance Sheet

| Assets (in €m) | 31/12/2019 | 31/12/2018 |
|-----------------------------|------------|------------|
| Non current assets | | |
| Goodwill | 2.5 | 2.5 |
| Other assets | 3.0 | 2.6 |
| Other non current assets | 0.3 | 0.4 |
| Total non current assets | 5.8 | 5.5 |
| Current assets | | |
| Inventories | 1.9 | 2.2 |
| Trade and other receivables | 7.7 | 6.6 |
| Current tax assets | 0.7 | 0.7 |
| Financial assets | - | - |
| Cash and cash equivalents | 13.0 | 14.9 |
| Total current assets | 23.4 | 24.4 |
| Total assets | 29.2 | 29.9 |

| Equity and liabilities (in €m) | 31/12/2019 | 31/12/2018 |
|---|------------|------------|
| Shareholders' equity | | |
| Share capital | 2.1 | 1.8 |
| Additional paid-in capital | 30.9 | 31.2 |
| Treasury stock | (0.1) | (0.1) |
| Retained earnings | (16.3) | (17.2) |
| Total Shareholders' equity | 16.6 | 15.7 |
| Non-current liabilities | | |
| Provisions – over 1 year | 0.8 | 0.6 |
| Financial debt – over 1 year ⁽¹⁾ | 1.8 | 5.2 |
| Other non-current liabilities | 0.6 | 0.5 |
| Total non-current liabilities | 3.1 | 6.2 |
| Current liabilities | | |
| Provisions – under 1 year | 0.6 | 0.8 |
| Financial debt – under 1 year | 1.1 | 0.8 |
| Trade and other payables | 4.9 | 4.2 |
| Other current liabilities | 3.0 | 2.3 |
| Total current liabilities | 9.5 | 8.0 |
| Total equity and liabilities | 29.2 | 29.9 |

Financial Highlights 2019 | Cash-Flows

| In €m | 2019 | 2018 |
|-----------------------------|-------|-------|
| Cash-Flow | (8.1) | (7.2) |
| Working capital requirement | 0.6 | 0.2 |
| Operating Cash-Flow | (7.5) | (7.0) |
| Сарех | (0.2) | 0.2 |
| Change in loans | (1.3) | (1.3) |
| Capital increase | 7.1 | 18.7 |
| Change in cash | (1.9) | 10.6 |
| Opening cash | 14.9 | 4.2 |
| Closing cash | 13.0 | 14.9 |

- Operating cash-flow of -€7.5m
- Change in cash of -€1.9m
- Net cash position of €13.0m at Dec 2019

Financial Highlights <u>S1-2020</u> | P&L: Strong revenue growth of +24% vs S1-2019

| IFRS (in €m) | S1-20 | S1-19 | 2019 |
|---------------------------------------|--------------|-------|-------------|
| 1 Sales revenue | 5.4 | 4.3 | 11.4 |
| Other ordinary income | 0.3 | 0.4 | 4.1 |
| Income from ordinary operations | 5.7 | 4.7 | 15.5 |
| 2 Purchases | (2.9) | (1.8) | (6.1) |
| 4 Staff costs | (4.1) | (3.5) | (7.1) |
| 3 External charges | (2.2) | (3.0) | (6.1) |
| Depreciation, amortization & reserves | (0.6) | (0.4) | (2.6) |
| Current Operating Income (EBIT) | (4.1) | (4.1) | (6.5) |
| Non-current expenses and income | 0.0 | (0.0) | (0.0) |
| Operating Income | (4.1) | (4.1) | (6.5) |
| Net financial income (expense) | (0.1) | (0.1) | 0.4 |
| Income tax expense | (0.0) | (0.0) | (0.0) |
| Net income (loss) | (4.3) | (4.2) | (6.3) |

- Growth driven by the taking and completion of a number of orders for electrolyzers and hydrogen stations in France and abroad
- 2 The gross margin on material consumption remained stable at 46% compared to 2019
- The Group has strengthened its teams since June 30, 2019. Net recruitment of 9 people over one year.
- 4 To maintain McPhy's technological leadership in its markets, the R&D effort has been reinforced and amounted to nearly €2.0 million over the period (€1.5 million in the first half of 2019).

Financial Highlights <u>S1-2020</u> | Balance Sheet

| Assets (in €m) | 30/06/2020 | 31/12/2019 |
|-----------------------------|------------|------------|
| Non current assets | | |
| Goodwill | 2.5 | 2.5 |
| Other assets ⁽¹⁾ | 4.2 | 3.0 |
| Other non current assets | 0.4 | 0.3 |
| Total non current assets | 7.0 | 5.8 |
| Current assets | | |
| Inventories | 2.7 | 1.9 |
| Trade and other receivables | 9.1 | 7.7 |
| Current tax assets | 0.9 | 0.7 |
| Financial assets | - | - |
| Cash and cash equivalents | 24.0 | 13.0 |
| Total current assets | 36.6 | 23.4 |
| Total assets | 43.6 | 29.2 |

| Equity and liabilities (in €m) | 30/06/2020 | 31/12/2019 |
|--------------------------------|------------|------------|
| Shareholders' equity | | |
| Share capital | 2.3 | 2.1 |
| Additional paid-in capital | 29.8 | 30.9 |
| Treasury stock | (0.2) | (0.1) |
| Retained earnings | (8.0) | (16.3) |
| Total Shareholders' equity | 24.0 | 16.6 |
| Non-current liabilities | | |
| Provisions – over 1 year | 0.9 | 0.8 |
| Financial debt – over 1 year | 6.9 | 1.8 |
| Other non-current liabilities | 0.6 | 0.6 |
| Total non-current liabilities | 8.4 | 3.1 |
| Current liabilities | | |
| Provisions – under 1 year | 0.5 | 0.6 |
| Financial debt – under 1 year | 1.2 | 1.1 |
| Trade and other payables | 3.9 | 4.9 |
| Other current liabilities | 5.7 | 3.0 |
| Total current liabilities | 11.3 | 9.5 |
| Total equity and liabilities | 43.6 | 29.2 |

Financial Highlights <u>S1-2020</u> | Cash-Flows

| In €m | S1-2020 | S1-2019 | 2019 |
|-----------------------------|----------------|----------------|-------|
| Cash-Flow | (4.0) | (3.7) | (8.1) |
| Working capital requirement | 0.2 | (2.0) | 0.6 |
| Operating Cash-Flow | (3.8) | (5.7) | (7.5) |
| Сарех | (0.1) | (0.2) | (0.2) |
| Change in loans | 3.5 | (0.6) | (1.3) |
| Capital increase | 11.4 | 0.1 | 7.1 |
| Change in cash | 11.0 | (6.3) | (1.9) |
| Opening cash | 13.0 | 14.9 | 14.9 |
| Closing cash | 24.0 | 8.6 | 13.0 |

- The Group has put in place all the necessary measures to deal with the Covid-19 crisis, minimize the impact on its cash flow and preserve its continuity of operation. McPhy has thus contracted additional credit lines guaranteed by the French State for an amount of €4 million and has reinforced its financial flexibility by renewing an equity line with Kepler Cheuvreux on April 10, 2020.
- As of June 30, 2020, McPhy had **€24 million in cash and cash equivalents**, a significant increase compared to the first half of 2019, resulting from the drawdowns performed on these lines of credit and equity financing for €9.1 million.

CONCLUSION

Key Numbers | As of 30th June 2020





Experienced team, fully committed

Strong references, confidence of key global players in the industry, mobility and energy sectors

Let's work together

Zero-carbon hydrogen production & distribution: proven & best in class **technologies**

Top-tier industrial infrastructure

Ready for the "UNLIMITED HYDROGEN" era!



Driving clean energy forward

Follow-us !





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