



HYDROGEN TECHNOLOGY

### A KEY LINK IN THE HYDROGEN CHAIN

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### **COMPLEMENTARY EXPERTISE**



Céline Marsac Chairwoman

- Master's degree in corporate taxation and business administration
- Lawyer

## **Quentin Marsac**Chief Executive Officer

- PhD in Acoustics
- CEA thesis in collaboration with the LMA (Doctoral School no. 353, engineering sciences, Aix-Marseille University):

Modelling the macrostructure of thick TIG multi-pass welding in austenitic stainless steel. Ultrasound testing of welds of the primary circuit of SFRs

## **Sylvain Navarro**Group Chief Financial Officer

- 19 years' experience on the financial markets, including 8 as Head of Cash Equity
- Chief Financial Officer of Drone Volt
- Partner at Marsac Advisors

# A major challenge: energy storage



Responding to the major issue of the large-scale roll-out of the green hydrogen sector

Safe and cost-effective solutions for storage under very high pressure Storage > 6 months



## , a key link in the hydrogen chain

HYDROGEN TECHNOLOGY

**Our expertise** 

The only French manufacturer that produces **high-pressure steel storage tanks**, up to 1000 bars of pressure, key to the growth of the hydrogen market

**Our ambition** 

To become the market leader by capitalising on our manufacturing experience and our certifications to accelerate our growth

Our strengths





More than 40 years' experience in high-pressure storage in complex and extreme environments

(collaboration with the Costeau team)



**Complex certifications** awarded in a field in which the watchword is safety



## HYDROGEN, DECARBONISATION'S GREATEST ALLY & ENERGY INDEPENDENCE

Produced using renewable electricity using water electrolysis, biomass, ... green hydrogen is carbon neutral

### European Clean Hydrogen Alliance

Founded in March 2020, the European Clean Energy Alliance seeks to create a hydrogen ecosystem:

from 500 businesses in 2020 to 1,000 businesses in 2024 and 2,000 businesses in 2050.

Investments estimated at €180-470bn in Europe by 2050\*

Hydrogen
will, by 2050, represent:
20 à 25% of
energy
consumption in
Europe

Approximately

1m tonnes
of hydrogen/year
currently consumed
in France



<sup>\*</sup> European Commission's "hydrogen strategy" - 2020

<sup>\*\*</sup> European hydrogen backbone - 2021

<sup>\*\*\*</sup> Economic and Finance Ministry - September 2021

## STORAGE, THE TECHNICAL AND SCIENTIFIC LEVER TO EXPAND THE USE OF HYDROGEN IN THE ENERGY TRANSITION

ROTH<sub>2</sub>

in the manufacture of

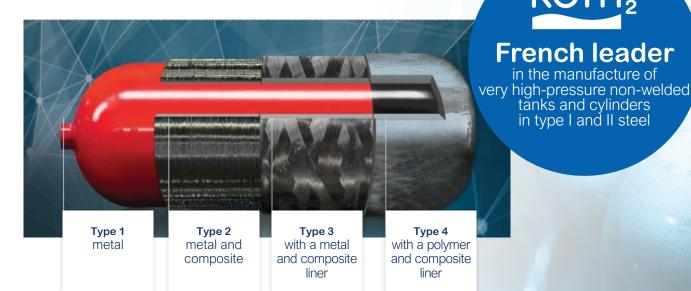
tanks and cylinders in type I and II steel

#### High-pressure storage in gaseous form:

Currently the most advanced technology, enabling quick filling.

 A global hydrogen storage market by 2026 of close to one billion dollars\*\*.

4 types of tank are currently available on the market for different uses.

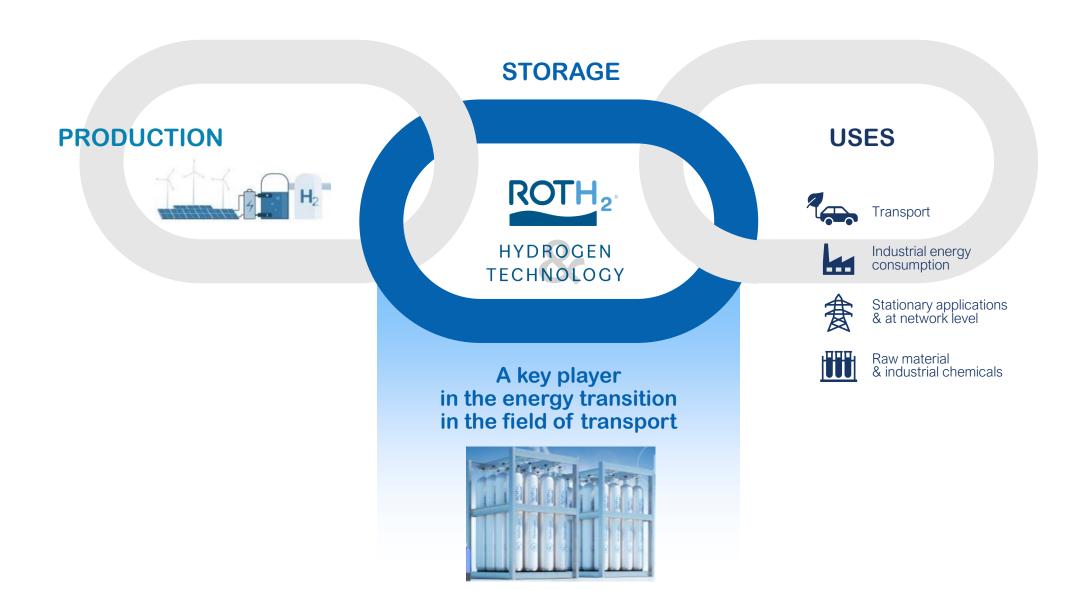




Hydrogen is the smallest atom in the universe and is therefore also the most difficult to store\*

<sup>\*</sup> Hydrogen embrittles metal alloys (steel, aluminium, titanium, etc.)
\*\* Source: Key climate figures (développement-durable-gouv.fr)

## ROTH<sub>2</sub>, AT THE HEART OF THE HYDROGEN VALUE CHAIN





### THE FUNDS TO ACCELERATE GROWTH

### Why such acceleration?

- Capitalising on the strategic advantages of ROTH<sub>2</sub>'s very high pressure tanks: the best long-term storage method for hydrogen, which mitigates issues in the intermittent availability of renewable energy
- 2. Responding to the economic and security issues faced by transport operators, who are looking for packaged technological solutions
- 3. Becoming a key player in Europe's future energy independence





## ROTH<sub>2</sub>, A KEY LINK IN THE HYDROGEN CHAIN

A BUSINESS STRUCTURED AROUND AN AMBITIOUS AND REALISTIC PROJECT

INVESTING IN A KEY PLAYER IN ENERGY TRANSITION AND INDEPENDENCE

TERMS OF THE TRANSACTION

## ROTH<sub>2</sub>, A SPECIALIST IN THE DESIGN AND MANUFACTURE OF STEEL ACCUMULATORS AND TANKS

■ 30,000 type 1 steel accumulators and cylinders currently manufactured annually.

3 markets targeted: gas storage, industry, diving

2 manufacturing sites in Mions, near Lyon

**50** employees



## ROTH<sub>2</sub>, MANUFACTURING EXPERTISE UNIQUE IN FRANCE IN HOT SPINNING PROCEDURES

Expertise in the entire process of manufacturing non-welded steel tanks

The only manufacturing sites in France and 2 competitors in Europe

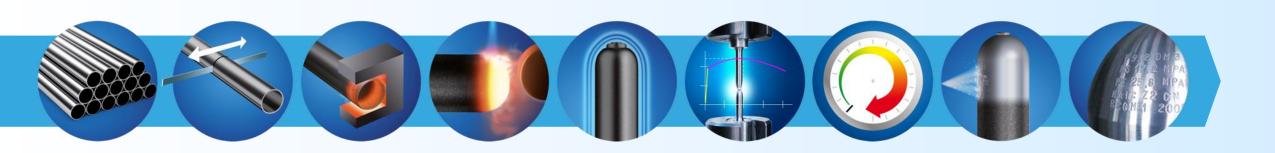
## Significant manufacturing flexibility

thanks to machinery suitable for small- and medium-scale runs

## Capacity to double output:

- Automation
- Investment in manufacturing

Target: 70,000 tanks/year





### **VERY HIGH BARRIERS TO ENTRY**

- ✓ Complex industrial machinery to put in place
- ✓ Blacksmiths with unique expertise
- ✓ Very stringent safety requirements: French and international qualifications are required, which are difficult to obtain
- Capacity for small- and medium-scale runs still at a competitive price
- Bespoke service: from proposal to commissioning
- ✓ Limited competition from Chinese producers due to high transport costs for this kind of product

 $\epsilon$ 















#### A real head start

## 5 YEARS\* FOR A NEW ENTRANT TO BECOME OPERATIONAL





## ROTH<sub>2</sub>, THE ONLY FRENCH MANUFACTURER OF NON-WELDED TYPE I STEEL TANKS

#### A VERY FLEXIBLE ENERGY STORAGE APPLICATION

- ✓ A tank in which an incompressible liquid is maintained under pressure from an external mechanical source
- ✓ A tank that allows a hydraulic system to:
  - manage peak demand
  - ✓ respond more quickly to temporary demand and regulate flows

## A HISTORICAL POSITIONING ON THE MOST WIDESPREAD TYPE OF TANK

- √ 4 types of tanks (I, II, III, IV) with varying costs and weights
- ✓ Type I tanks: the most common type, usually made of steel, the heaviest but least expensive and the most commonly used

Compressed gas accumulators



High pressure cylinders for compressed or liquefied gases





### HIGH-PRESSURE STORAGE, COMPLEMENTARY NATURE OF RANGES BASED ON USE

Type I

### **NON-WELDED** STEEL TANK

- Lifespan of several decades (approximately 40 years)
- Re-certification every 10 years
- 100% recyclable
- 550 bar

**Stationary** applications Type II

### **METAL AND COMPOSITE TANK**

- Lifespan of several years
- · Less recyclable due to the use of the composite
- 1,000 bar

**Stationary** applications & industrial vehicles Type III

#### TANK WITH A METAL AND **COMPOSITE LINER**

- Lifespan: no more than 5 to 7 thousand cycles
- Less recyclable due to the use of the composite

Type IV

#### TANK WITH A POLYMER AND COMPOSITE LINER

- Lifespan: no more than 5 to 7 thousand cycles
- Less recyclable due to the use of the composite

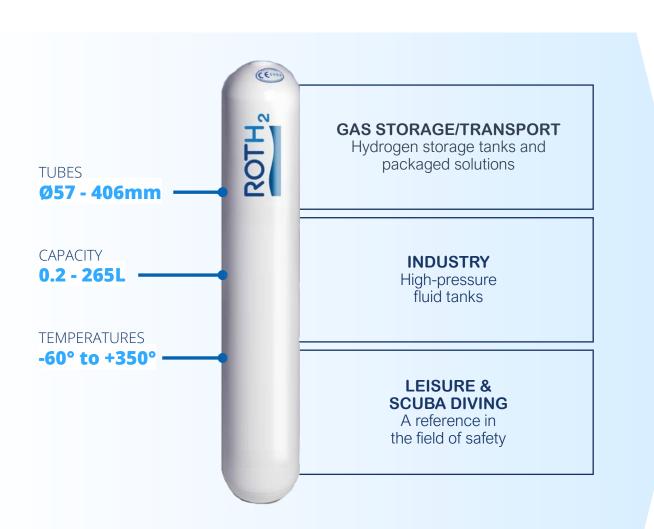
**Stationary** applications

**Stationary** applications

2022 2024 2023 Pending approval

2021

## ROTH<sub>2</sub>, A RANGE THAT MEETS THE REQUIREMENTS OF 3 SECTORS: **GAS & TRANSPORT, INDUSTRY, LEISURE**



**ROTH**<sub>2</sub> offers its expertise to customers seeking long-term, safe and high-performing solutions



**HITACHI** 







**ERGOSUP** 









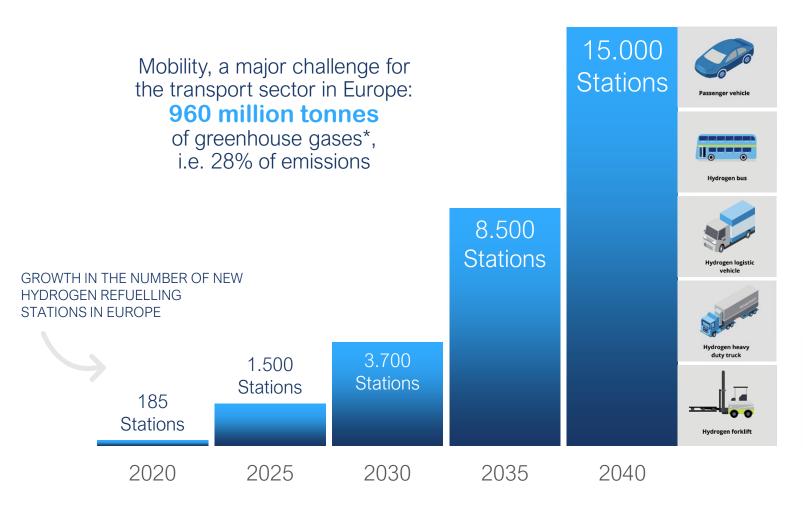








## HYDROGEN, A KEY FACTOR IN CARBON-FREE TRANSPORT



IN 2050, FUEL CELL ELECTRIC VEHICLES COULD REPRESENT 25% OF ALL CARS WORLDWIDE\*\*\*

Fuel cell electric vehicles are refuelled with hydrogen gas stored in high-pressure tanks (pressurised to 700 bar).

Refuelling takes approximately 5 mins and a full tank has a range of approximately 700km

ROTH<sub>2</sub>: ideally positioned to capitalise on the **growth in the green hydrogen market** for transport purposes



<sup>\*</sup> Key climate figures (développement-durable-gouv.fr)

<sup>\*\*</sup> Fuel cells and hydrogen Joint Undertaking report, "Green Hydrogen Investment and Support Report" from 2025 onwards
\*\*\* 2017 "Hydrogen scaling Up" report

## TRANSPORT, THE DRIVER BEHIND THE ACCELERATION IN ROTH<sub>2</sub>'S GROWTH

2 development priorities:

Roll-out of packaged and modular storage solutions for small or large-sized hydrogen refuelling stations

Development of ancillary services: maintenance, re-certification, etc.

Target markets
Operators, integrators,
local authorities
large companies

ROTH<sub>2</sub> ALREADY HOLDS\*

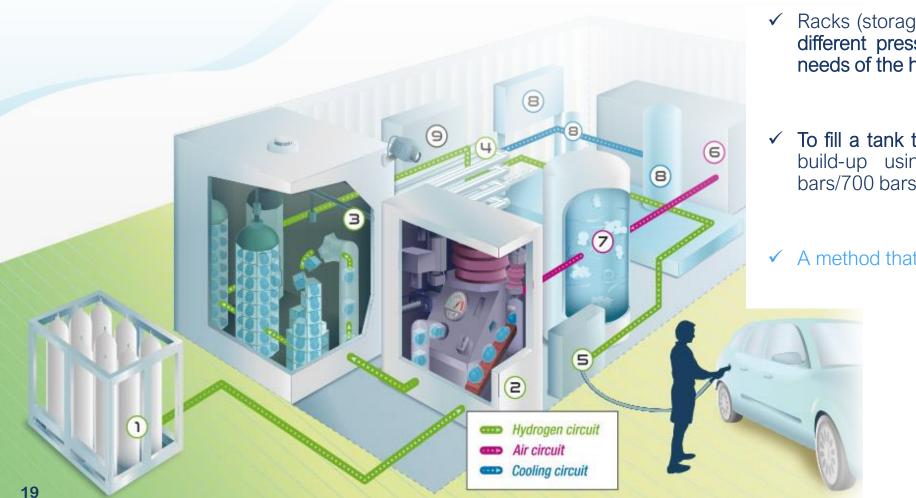
15%

OF THE FRENCH REFUELLING
STATION HYDROGEN
TANK MARKET



## ROTH<sub>2</sub>, THE MODULAR STORAGE SOLUTION FOR **HYDROGEN STATIONS**

#### RACK SOLUTIONS INTO HYDROGEN CHARGING STATIONS

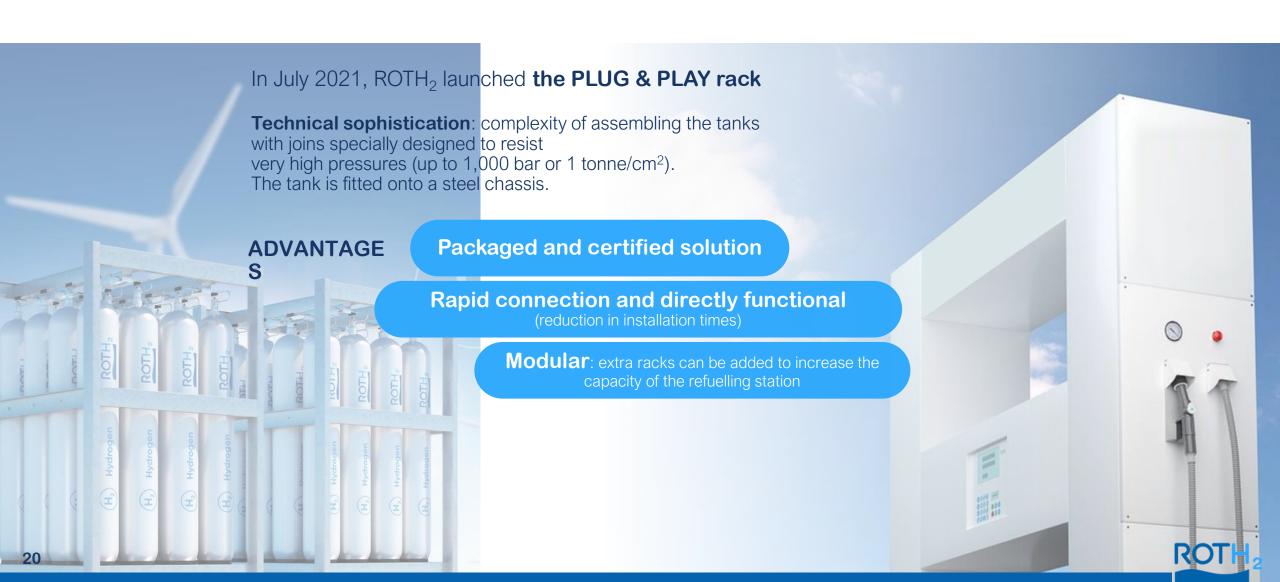


Racks (storage units) made up of cylinders with different pressures in order to meet the filling needs of the hydrogen car tanks.

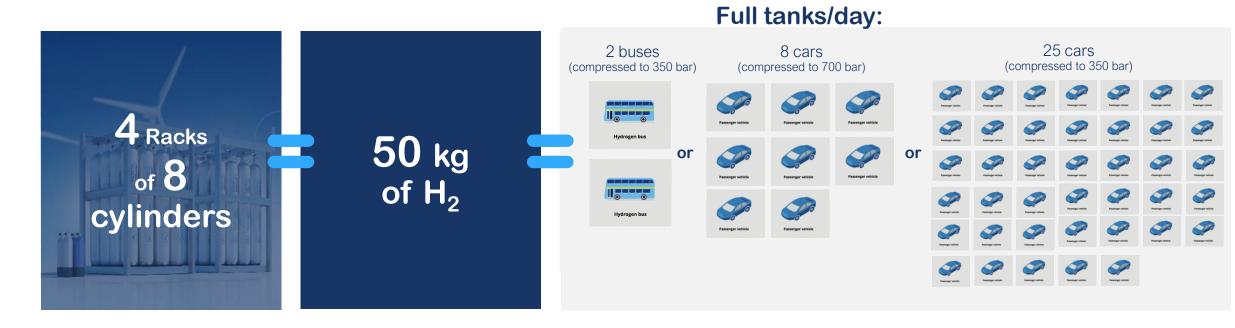
✓ To fill a tank to 700 bars: Progressive pressure build-up using cylinders of : 200bars/500 bars/700 bars then 1000 bars.

✓ A method that reduces costs.

## ROTH<sub>2</sub>, AT THE VERY HEART OF HYDROGEN REFUELLING STATIONS



## 50 STATIONS ALREADY USE ROTH<sub>2</sub> SOLUTIONS



### 2 standard forms of connecting

stations to vehicles: one for light vehicles and one for heavy vehicles

### **LONG-TERM OBJECTIVE**

HOLD A 15% SHARE OF THE FAST-GROWING EUROPEAN MARKET



## ROTH<sub>2</sub>, INNOVATIVE PROJECTS ALREADY WELL UNDERWAY IN THE FIELD OF TRANSPORT





AIM: to be marketed in Q4 2022



### ROTH<sub>2</sub>, INNOVATIVE PROJECTS ALREADY WELL UNDERWAY...

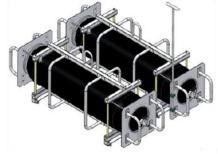
**Testing** progress **DEVELOPMENT OF MOBILE DRONE CHARGING STATIONS** 

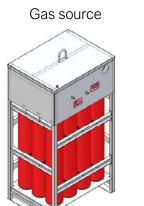


### **Project in collaboration with**





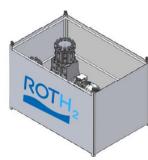




Distribution









## ROTH<sub>2</sub>, ... AND HYDROGEN-RELATED OPPORTUNITIES TO BE SEIZED IN A NUMBER OF FIELDS





### Responding to specific needs:

- Sites not connected to the network
- Sites requiring guaranteed service continuity
- Mobile generators
- Energy storage



## BIOGAS STORAGE: EXPERTISE THAT CONTRIBUTES TO AND COMPLEMENTS ITS HYDROGEN EXPERTISE

### A fact

Biogas is a carbon-neutral solution.

A market undergoing significant growth

A mature market on which ROTH<sub>2</sub> is already well positioned.

It has been estimated that, by 2030, 130 million tonnes of raw material will be used to produce biogas through methanisation, generating 56 GWh of primary energy.

ROTH2: A cost-effective storage solution

Recognised as a storage specialist, Roth<sub>2</sub> launched a compressed natural gas (CNG) offering in July 2021.

To date, Roth<sub>2</sub> has delivered 10 storage solutions (type 1 stationary tanks).

**Applications** 

Heavy transport: lorries and buses. Light industry.

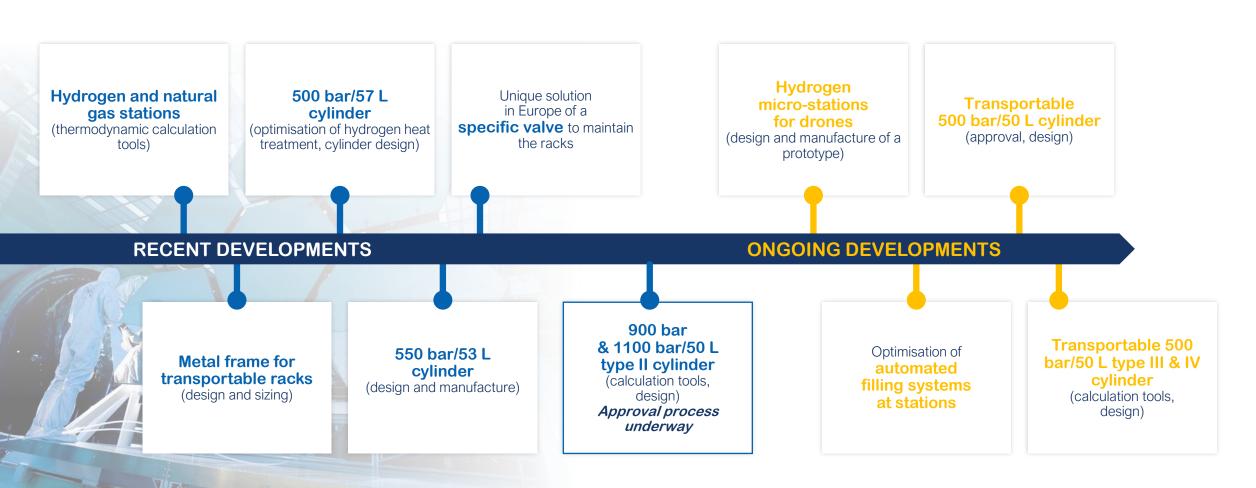


### ROTH<sub>2</sub> USING INNOVATION TO INCREASE ADDED VALUE





### ROTH<sub>2</sub>, TECHNOLOGICAL ROADMAP: R&D TO ACCELERATE THE ENVIRONMENTAL TRANSITION



ROTH<sub>2</sub>, A KEY LINK IN THE HYDROGEN CHAIN

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## TEAMS STRUCTURED AROUND OPEN GOVERNANCE

#### **EXPERIENCED MANAGERIAL TEAMS**



Quentin Marsac Chief Executive Officer



Group Chief Financial Officer



Bertrand Marsac Chief Technical Officer



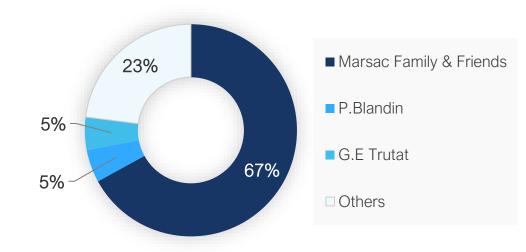
Franck Mortamet
Chief Manufacturing
Officer

- 30 technicians
- 1 doctor-engineer
- 4 specialist engineers
- 5 salespersons

### **GOVERNANCE:** Board of Directors

Céline Marsac – Chairwoman Lydia Lebaillif – Director Marc Courcelle – Director Fabrice Legrand – Director Dimitri Batsis - Director

### **SHAREHOLDERS**





## A GROUP COMMITTED TO THE ENERGY TRANSITION WITH AN ESTABLISHED CSR POLICY

#### Governance

- 40% of directors are female
- 60% of directors are independent

#### **Environment**

- · Green electricity contract
- Hydrogen station and car at the company
- Gradual transition towards hybrid and hydrogen vehicles
- Recycling of waste (including metals)
- Certifications

#### **Human resources**

- · Quality-based incentives
- Training of young blacksmiths by senior, more experienced workers who pass on their knowledge







### **GROWTH IN BUSINESS ACTIVITY IN 2021**





March 2021: Company acquired by the pool of shareholders

### **October 2021:**

Commercial launch of the hydrogen offering

**Nov 2021:** commercial launch of H2 racks

#### 31,12,2021:

Hydrogen sales = 2% of overall revenue

#### 30.06.2022:

Hydrogen sales: 10% of revenue 35 H2 racks already on order



### SIMPLIFIED PRO FORMA INCOME STATEMENT

En milliers d'€	31.12.2021	30.09.2022
Turnover	5 859	5 663
Operating revenues	621	718
Purchases of materials and other supplies	(2 575)	(3 086)
Inventory variation	176	155
Other purchases and expenses	(2 892)	(2 520)
Taxes	(50)	(39)
Staff expenses	(2 076)	(1 989)
EBITDA	(939)	(1 097)
Depreciation and amortization expenses	(343)	(292)
EBIT	(1 282)	(1 389)
Financial result	(26)	(324)
Current income before taxes	(1 308)	(1 713)
Résultat exceptionnel	8	787
Impôts sur les résultats	15	3
Résultat net part du Groupe	(1 285)	(929)

2023

Profitable results



### SIMPLIFIED BALANCE SHEET

<b>ASSETS</b> In €k	31.12.21	30.09.22
Intangible fixed assets	276.5	1 208
of which Goodwill	274.8	275
Property, plant and equipment	1,037.3	1 681
Long-term investments	104.3	104
Equity-accounted securities	-	-
Fixed assets	1,418.1	2 994
Inventories and work in progress	1,023.0	1 790
Trade receivables	1,002.5	695
Other receivables and accruals (4)	797.6	853
Marketable securities	-	-
Cash and cash equivalents	578.0	191
Current assets	3,401.1	3 529
TOTAL ASSETS	4,819.2	6 523

<b>LIABILITIES</b> In €k	31.12.21	30.09.22
Share capital (1)	2,000.1	5 000
Share premium (1)	-	-
Reserves and retained earnings (2)	(3,470.6)	(4 400)
Other (3)	-	-
Shareholders' equity - group share	(1,470.5)	601
Minority interests	-	-
Provisions	400.8	364
Borrowings and financial liabilities	2,215.2	3 429
Trade payables	1,716.3	1 255
Other debts and accruals (5)	1,957.3	875
Debts	5,888.9	5 558
TOTAL LIABILITIES	4,819.2	6 523



<sup>(1)</sup> of the consolidating parent company
(2) including the net profit (loss) for the financial year
(3) detailed in the analysis of the change in shareholders' equity (group share)

<sup>(4)</sup> including deferred tax assets

<sup>(5)</sup> including deferred tax liabilities

## **CASH FLOW TABLE**

In €k	30/09/2022
Group's share of net profit	(929)
cash flow from operations of consolidated companies	(815)
Operating cash flows	(2,877)
Acquisition of fixed assets	(1,727)
Cash flow from investing activities	(1 723)
Capital increase	3,000
Loans	2,820
Repayment of loans	(1,607)
Cash flow from financing activities	4,213
Opening cash in hand	578
Closing cash in hand	191
Change in cash in hand	(387)



ROTH<sub>2</sub>, A KEY LINK IN THE HYDROGEN CHAIN

A BUSINESS STRUCTURED AROUND AN AMBITIOUS AND REALISTIC PROJECT

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INVESTING IN A KEY PLAYER IN ENERGY TRANSITION AND INDEPENDENCE

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### A GROWTH TRAJECTORY...

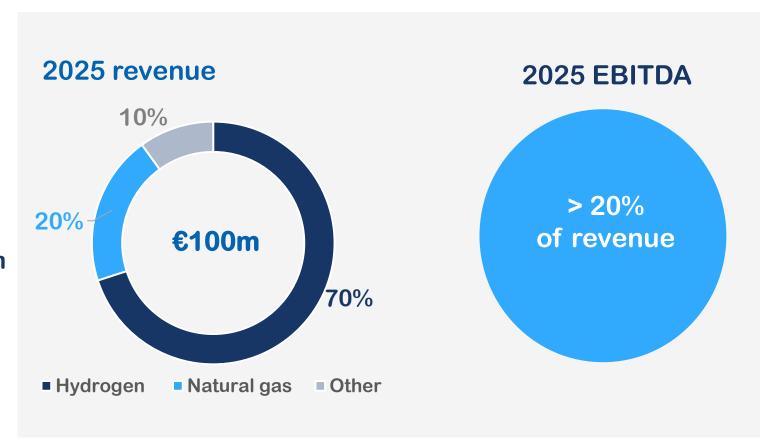
### An ambition underpinned by:

Considerable growth in the green hydrogen & natural gas segments

A market on which there is significant demand for innovation and turnkey solutions

ROTH<sub>2</sub>'s ability to extract value from its industrial tools and increase the added value of its products

**External growth** targeted on technological components and complementary expertise





## AN INVESTMENT OF €15M OVER 5 YEARS IN ORDER TO IMPLEMENT THE DEVELOPMENT PLAN



#### **Industrial investments**

Increase in manufacturing capacity:

- Renovation of machinery and retrofitting
- Acquisition of new machinery
- Development of non-destructive testing methods
- Recruitment of technicians



## Sales investments

Development of partnerships with key operators/integrators

European roll-out

Recruitment of salespersons



#### **R&D** investments

Implementation of the technological roadmap (test beds, R&D equipment, etc.)

Recruitment of engineers



### **5 REASONS TO INVEST**

### A leading positioning

at the heart of a key market for the environmental transition and energy independence that will receive large-scale investment

### More than 40 years' experience

providing ROTH<sub>2</sub> with a strong reputation and unique technological and industrial know-how

The French leader in steel storage solutions, potentially producing 70,000 steel tanks per year in the long term

### **Structures in place**

to capitalise on growth (no future technological breakthrough that might call the business plan into question)

### Solid and realistic ambitions:

a period of profitable hypergrowth between now and 2025

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### TRANSACTION PARTNERS



Adviser and Listing Sponsor

### **ALLINVEST**

Lead Manger ISP and Bookrunner

## capvalue

Communications agency



## TERMS AND INDICATIVE TIMETABLE OF THE TRANSACTION



## SHAREHOLDING STRUCTURE BEFORE AND AFTER THE TRANSACTION







### CONTACT

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