



Somec S.p.A.  
September 28, 2020

Building every day  
the world of tomorrow  
1H2020 Results

## **disclaimer**

This document has been prepared by SOMEK S.p.A. (the 'Company') solely for the purposes of this presentation. This document may not be reproduced or distributed in whole or in part by any other person with any way than the Company. The Company takes no responsibility for the use of this document by any person and for any purposes. The information contained in this document has not been subject to independent verification and no representation, warranty or undertaking, express or implied, is made as to the accuracy, completeness or correctness of the information or opinions contained herein. This presentation may contain forwards-looking information and statements about the Company. Forward-looking statements are statements that are not historical facts. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding plans, performance. In any case, investors and holders of the Company are cautioned that forward-looking information and statements are subject to various risk and uncertainties many of which are difficult to predict and subject to an independent evaluation by the Company; that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking statements. No representation, warranty or undertaking is made by the Company in order to the implementation of these forward – looking statements. These risks and uncertainties include, but are not limited to, those contained in this presentation. Except as required by applicable law, the Company does not undertake any obligation to update any forward-looking information or statements. Neither the Company, its shareholders, its advisors or representatives nor any other person shall have any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection with this document. This document does not constitute an offer to sell or an invitation or solicitation of an offer to subscribe for or purchase any securities, and this shall not form the basis for or be used for any such offer or invitation or other contract or engagement in any jurisdiction. Under all circumstances the user of this document shall solely remain responsible for his/her own assumptions, analyses and conclusions.

where sky and sea meet. and beyond.

## Latest projects

The Sven, @Queens Plaza Park, New York City  
LEED Platinum targeted

2050 M Street, Washington DC





where sky and sea meet. and beyond.

## Latest projects

Virgin – Scarlet Lady



where sky and sea meet. and beyond.

## Latest projects

Palazzo Avino, Ravello – Costiera Amalfitana -Italy





where sky and sea meet. and beyond.

## 1H 2020 Key Messages

- All orders confirmed, record backlog of 720 million euro
- Order intake at 220 million euro year-to-date
- Revenues stood at 113.6 million euro, down slightly (-7.6%) in light of delayed order execution due to lockdown
- Adj EBITDA\* margin improved to 10.1% compared to 9.6% in the first half of 2019
- Consolidated adj. EBITDA\* of 11.4 million euro was flat (-3.4%) vs 11.8 million euro in the first six months of 2019
- Increased amortisation and depreciation (+52.3% on the first half of 2019) as a result of acquisitions moved EBIT to 3.3 million euro and net income to 3.4 million euro
- Strong operating cash flow confirmed
- Net debt was at 47.3 million euro, up by 8.3 million euro as at 31 December 2019 mainly due to M&A activity. Including the effect of IFRS 16, net debt amounted to 66.4 million euro compared to 56.2 million euro as at 31 December 2019

\* Adj for MTA translisting costs

where sky and sea meet. and beyond.

## we are proud of our people

### HOW WE HAVE PROMPTLY FACED COVID-19

#### PEOPLE

**Task force** weekly meeting

**Smart working**

Onsite **social distancing**,  
**sanitization** and **personal**  
**protection equipment**

#### SUPPLY CHAIN & OPERATION

**-8.2 €m** account payables,  
to shore up supply chain

**+4.8 €m** inventory as backup  
to secure continuity of supply

enhanced local supply chain  
autonomy

#### BUSINESS DEVELOPMENT

**+4** acquisitions

**+220 €m** order intake

Translisting to the main  
market, **MTA**

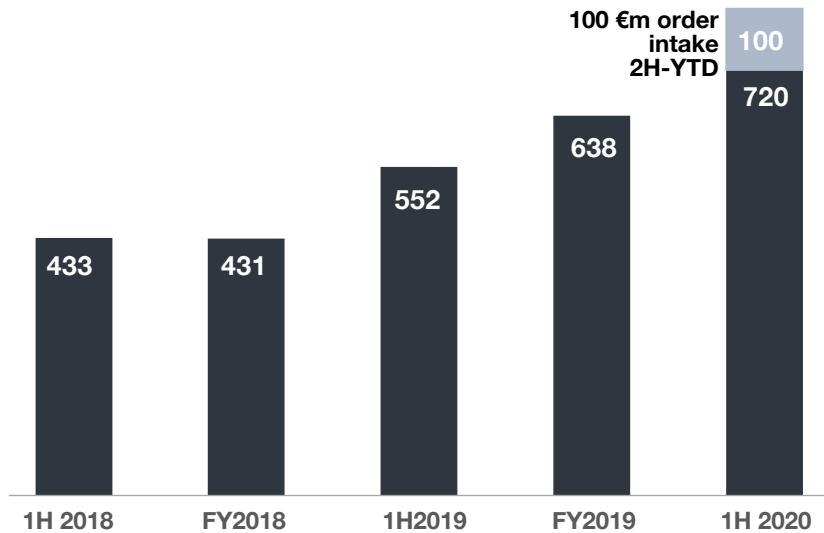
**IFRS** accounting principle  
adoption

where sky and sea meet. and beyond.

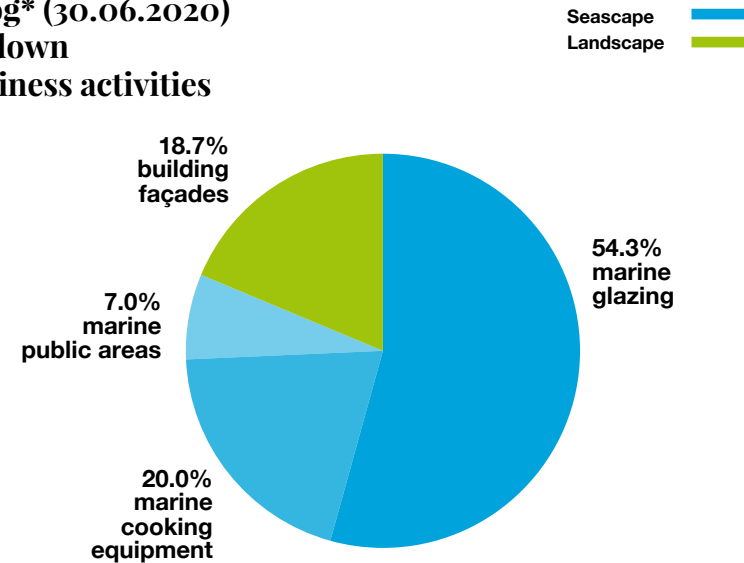
## backlog analysis

€m - IAS/IFRS

### Backlog evolution



### Backlog\* (30.06.2020) breakdown by business activities



\*soft backlog 24% on total backlog

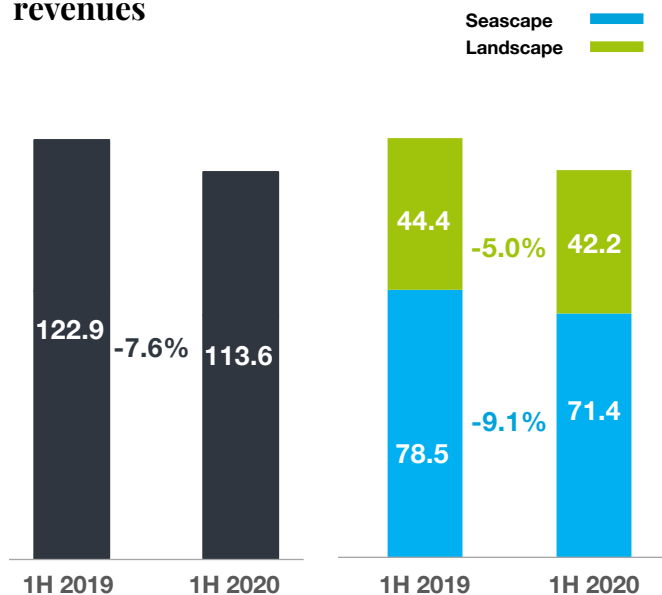


where sky and sea meet. and beyond.

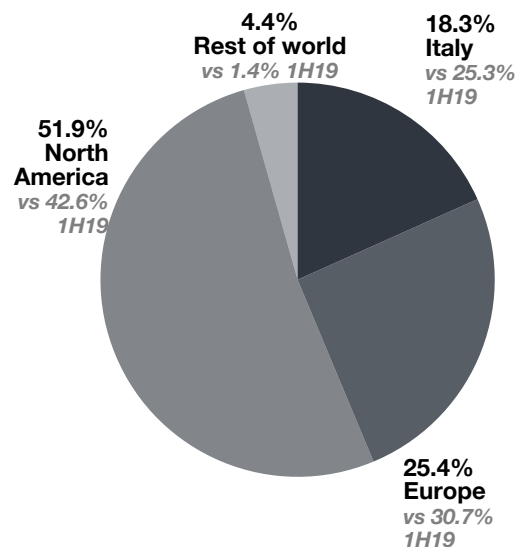
## 1H 2020 revenues

€m - IAS/IFRS

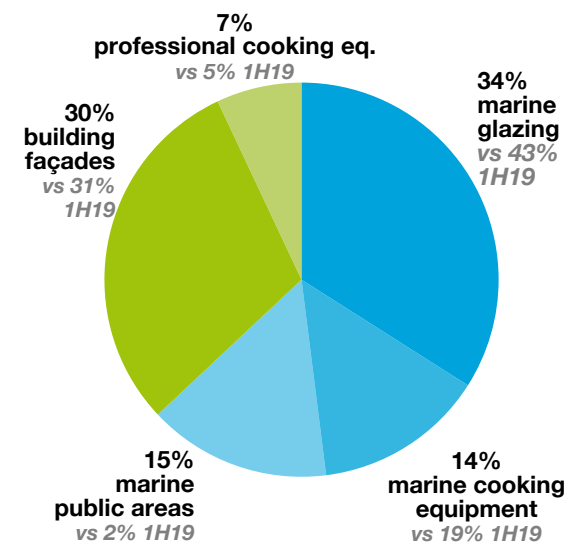
revenues



1H 2020 turnover  
breakdown  
by geographic area



1H2020 turnover  
breakdown  
by business activities



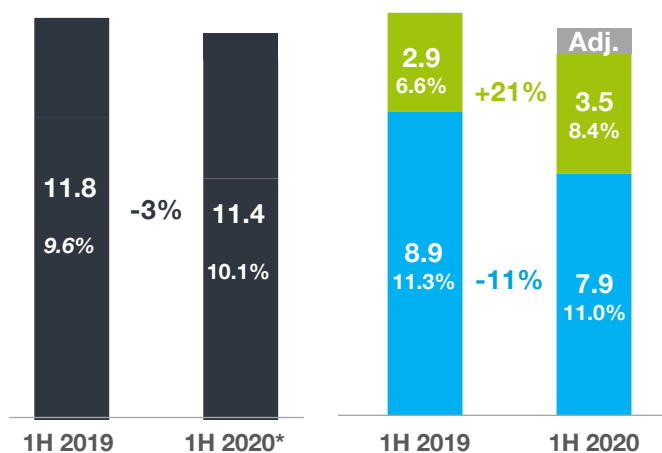
where sky and sea meet. and beyond.

## EBITDA

€m - IAS/IFRS

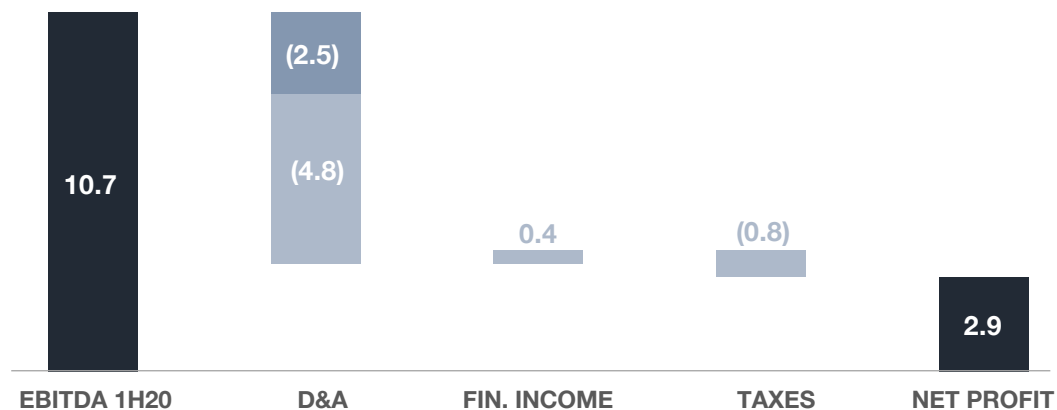
EBITDA & margin

Seascope  
Landscape



€m - IAS/IFRS

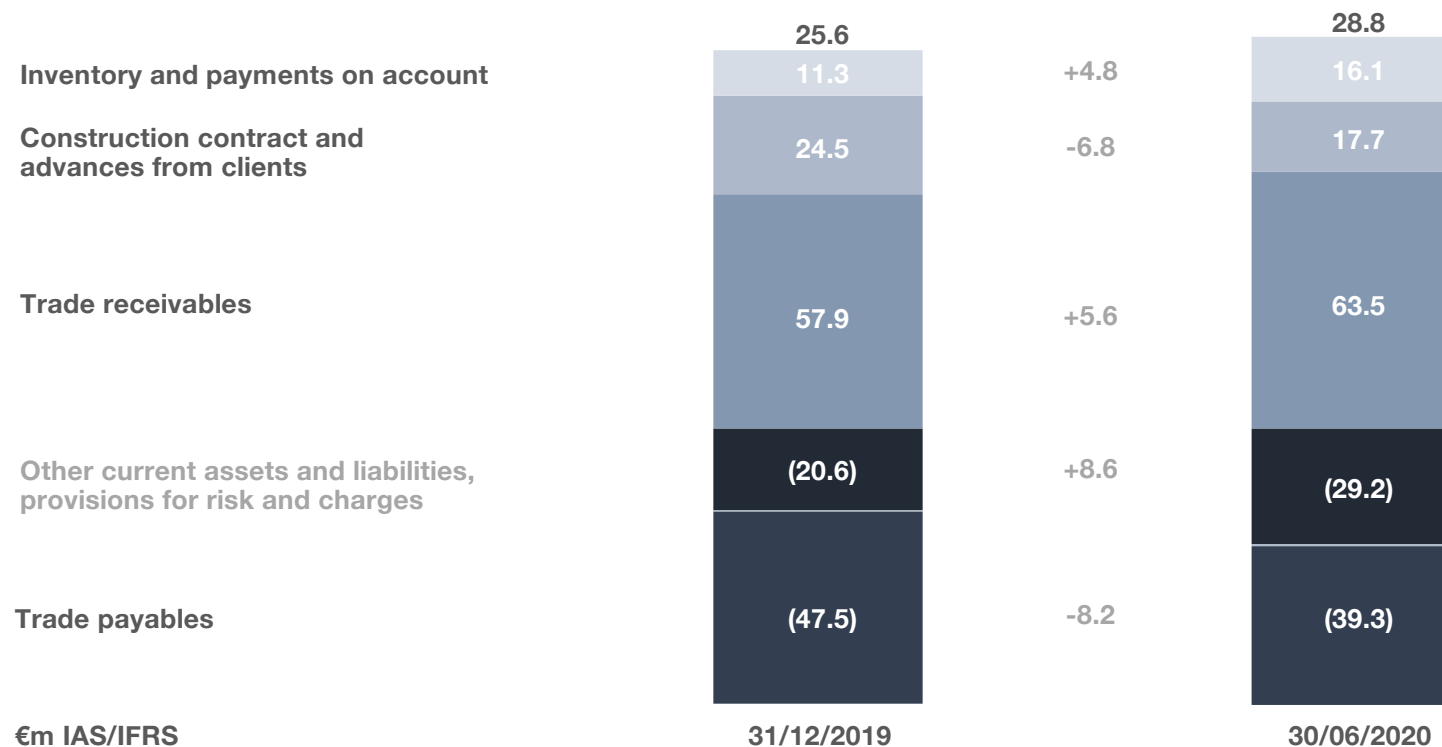
Bridge from EBITDA to Net Profit 1H20



\* Adj for MTA translisting costs

where sky and sea meet. and beyond.

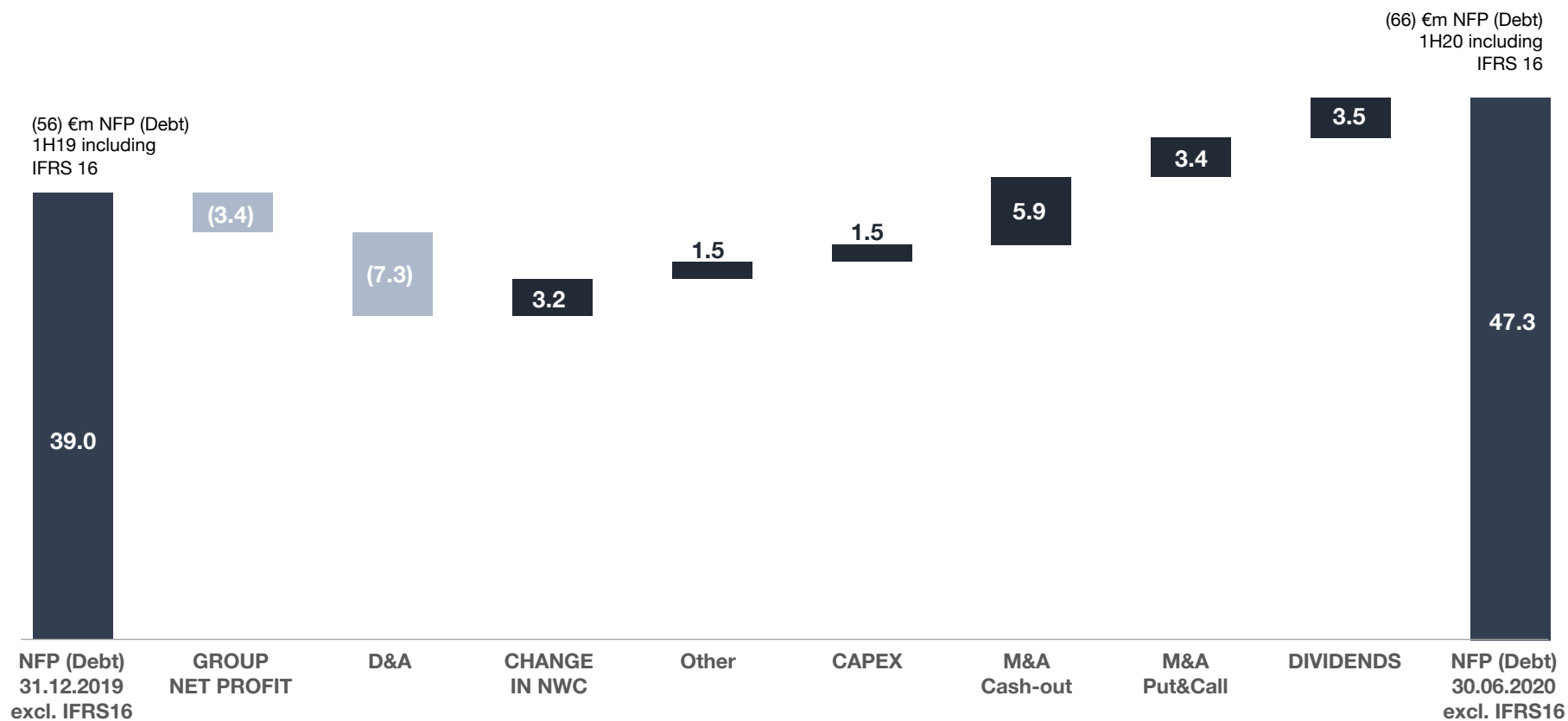
## net working capital





where sky and sea meet. and beyond.

## still investing for growth



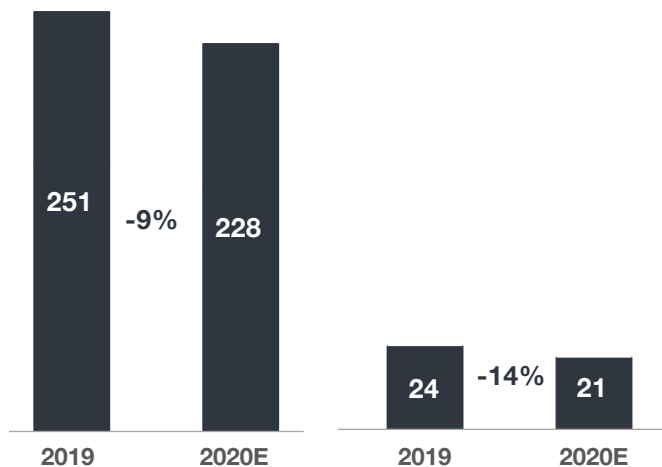
where sky and sea meet. and beyond.

## company outlook

€m - IAS/IFRS

revenues

EBITDA



### 2020 OUTLOOK\*

- 2020 consolidated expected turnover at 228 million euro, EBITDA expected at 21 million euro, expected EBITDA margin at 9.1%
- 2021 estimates point to full sales volume recovery and a return to pre-Covid growth rates
- Excl. GICO S.p.A. acquired on July 2020

*\*Although the Business Plan is based on a backlog of confirmed orders, it has been drawn up in very uncertain times. Forecasts do not equate to historical data; they are based on current expectations, estimates, assumptions and projections on the business and the future financial results of the Company's business sector, in addition to other legal, environmental, legislative and economic developments.*

## Income statement

Reclassified consolidated income statement <i>In euro thousand</i>	1H 2020	%	1H 2019	%	Δ%
Revenue from contracts with customers	113,022	99.5%	122,414	99.6%	-7.7%
Other revenues and income	536	0.5%	509	0.4%	5.3%
<b>Total revenues</b>	<b>113,558</b>	<b>100.0%</b>	<b>122,923</b>	<b>100.0%</b>	<b>-7.6%</b>
Materials, services and other costs	(83,601)	-73.6%	(92,316)	-75.1%	-9.4%
Personell costs	(19,289)	-17.0%	(18,815)	-15.3%	2.5%
<b>Operating costs</b>	<b>(102,890)</b>	<b>-90.6%</b>	<b>(111,131)</b>	<b>-90.4%</b>	<b>-7.4%</b>
<b>EBITDA</b>	<b>10,668</b>	<b>9.4%</b>	<b>11,792</b>	<b>9.6%</b>	<b>-9.5%</b>
Depreciation and amortizations	(7,319)	-6.4%	(4,807)	-3.9%	52.3%
<b>EBIT</b>	<b>3,349</b>	<b>2.9%</b>	<b>6,985</b>	<b>5.7%</b>	<b>-52.1%</b>
Net financial income (costs)	371	0.3%	(456)	-0.4%	-181.4%
Net results from associate companies and joint venture	49	0.0%	28	0.0%	75.0%
<b>EBT</b>	<b>3,769</b>	<b>3.3%</b>	<b>6,557</b>	<b>5.3%</b>	<b>-42.5%</b>
Income taxes	(820)	-0.7%	(1,297)	-1.1%	-36.8%
<i>Tax rate</i>	<i>21.8%</i>		<i>19.8%</i>		
<b>Consolidated Net Profit</b>	<b>2,949</b>	<b>2.6%</b>	<b>5,260</b>	<b>4.3%</b>	<b>-43.9%</b>
Non-controlling interests	(465)	-0.4%	494	0.4%	-194.1%
<b>Group Net Profit</b>	<b>3,414</b>	<b>3.0%</b>	<b>4,766</b>	<b>3.9%</b>	<b>-28.4%</b>



## Balance sheet

<b>Reclassified consolidated balance sheet</b>	<b>30.06.2020</b>	<b>31.12.2019</b>
<i>In euro thousand</i>		
Intangible assets	60,362	57,981
<i>of which Goodwill</i>	33,636	28,484
Tangible assets	16,850	12,193
Right-of-use assets	18,975	18,693
Investment in an associate and joint venture	133	83
Non-current financial assets	271	-
Other non-current assets and liabilities	(7,324)	(7,415)
Employee benefits	(3,642)	(2,301)
<b>Net fixed capital</b>	<b>85,625</b>	<b>79,236</b>
Inventories and payments on account	16,126	11,305
Construction contracts and advances from clients	17,740	24,503
Trade receivables	63,540	57,921
Trade payables	(39,306)	(47,465)
Provisions for risk and charges	(462)	(344)
Other current assets and liabilities	(28,814)	(20,364)
<b>Net working capital</b>	<b>28,824</b>	<b>25,556</b>
<b>Net Invested capital</b>	<b>114,449</b>	<b>104,791</b>
Group equity	39,232	39,409
Non-controlling interest in equity	8,841	9,194
Net financial position	66,376	56,189
<b>Sources of funding</b>	<b>114,449</b>	<b>104,791</b>

## Net Financial Position

<b>Net financial position</b>	<b>30.06.2020</b>	<b>31.12.2019</b>
<i>In euro thousand</i>		
Cash and cash equivalents	45	29
Bank deposits	41,298	29,399
<b>Total liquidity</b>	<b>41,343</b>	<b>29,428</b>
<b>Current financial assets</b>	<b>408</b>	<b>1</b>
Current bank debt	(9,473)	(7,297)
Current portion of bank loans and credit facilities	(15,740)	(12,763)
Other current financial liabilities	(4,595)	(3,686)
<b>Current Debt</b>	<b>(29,808)</b>	<b>(23,746)</b>
<b>Current net financial position</b>	<b>11,943</b>	<b>5,683</b>
Non-current bank debt	(42,324)	(31,612)
Other non-current financial liabilities	(16,905)	(13,033)
<b>Non-current financial position</b>	<b>(59,229)</b>	<b>(44,645)</b>
<b>Net financial position before IFRS 16</b>	<b>(47,286)</b>	<b>(38,962)</b>
<b>IFRS 16 – Lease - impact</b>	<b>(19,090)</b>	<b>(17,227)</b>
Current portion	(3,374)	(2,734)
Non-current portion	(15,716)	(14,493)
<b>Net financial position</b>	<b>(66,376)</b>	<b>(56,189)</b>

## Cash flow statement

<b>Cash Flow statement</b>	<b>30.06.2020</b>	<b>30.06.2019</b>
<i>In euro thousand</i>		
Cash flows from operating activities	8,296	576
Cash flows from investing activities	(8,601)	(14,420)
<b>Free Cash Flow</b>	<b>(305)</b>	<b>(13,844)</b>
Cash flows from financing activities	12,194	6,874
<i>Effect of exchange rate changes on cash and cash equivalents</i>	27	(48)
<b>Net cash flow for the semester</b>	<b>11,916</b>	<b>(7,018)</b>
<b>Cash and cash equivalents at the beginning of the semester</b>	<b>29,428</b>	<b>24,934</b>
<b>Cash and cash equivalents at the end of the semester</b>	<b>41,343</b>	<b>17,915</b>



where sky and sea meet. and beyond.

## contacts

### Investor Relations Office

Phone: +39 0438 471998

Email: [ir@somecgroup.com](mailto:ir@somecgroup.com)