



company update FY2019
Mid & Small Virtual Summer Conference 2020

where sky and sea meet.
and beyond.

somec

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where sky and sea meet. and beyond.

Somec group brings together highly experienced companies specializing in engineering, design, and manufacturing of **turnkey projects, marine or land-based**: glass envelopes and façades, special architectural projects, public areas interiors, professional cooking equipment.



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shareholding & management



Oscar Marchetto
Chairman and CEO
of Somec

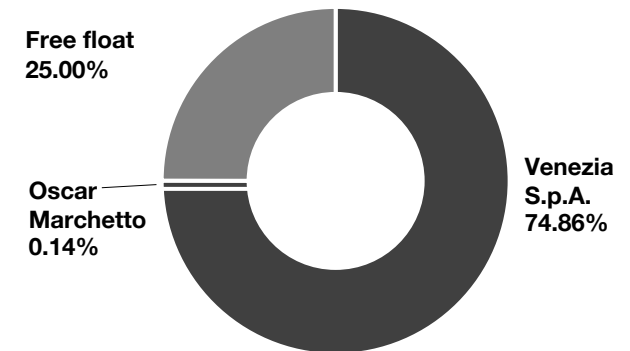


Gian Carlo Corazza
Chief Operating Officer
of Somec

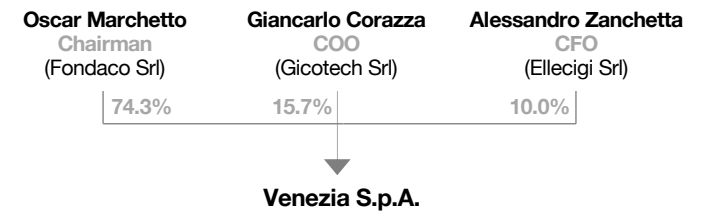


Alessandro Zanchetta
Chief Financial Officer
of Somec

shareholding structure of Somec SpA



shareholding structure of Venezia SpA



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somec activities

Seascape

marine glazing

Design, engineering, manufacture and installation of glass envelopes for cruise ships



marine cooking equipment

Design, manufacture & installation of professional turnkey equipment for cruise ships galleys



marine public areas

Design, supply and installation of turnkey projects for public areas and living spaces of cruise ships



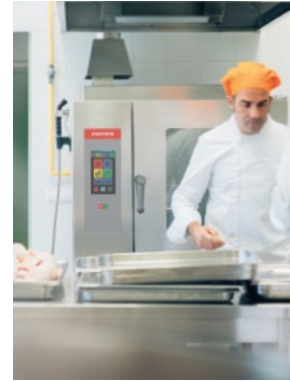
building façades

System engineering, manufacturing and installation of special building façades



professional cooking equipment

Production of professional food service equipment for restaurants



public areas interiors

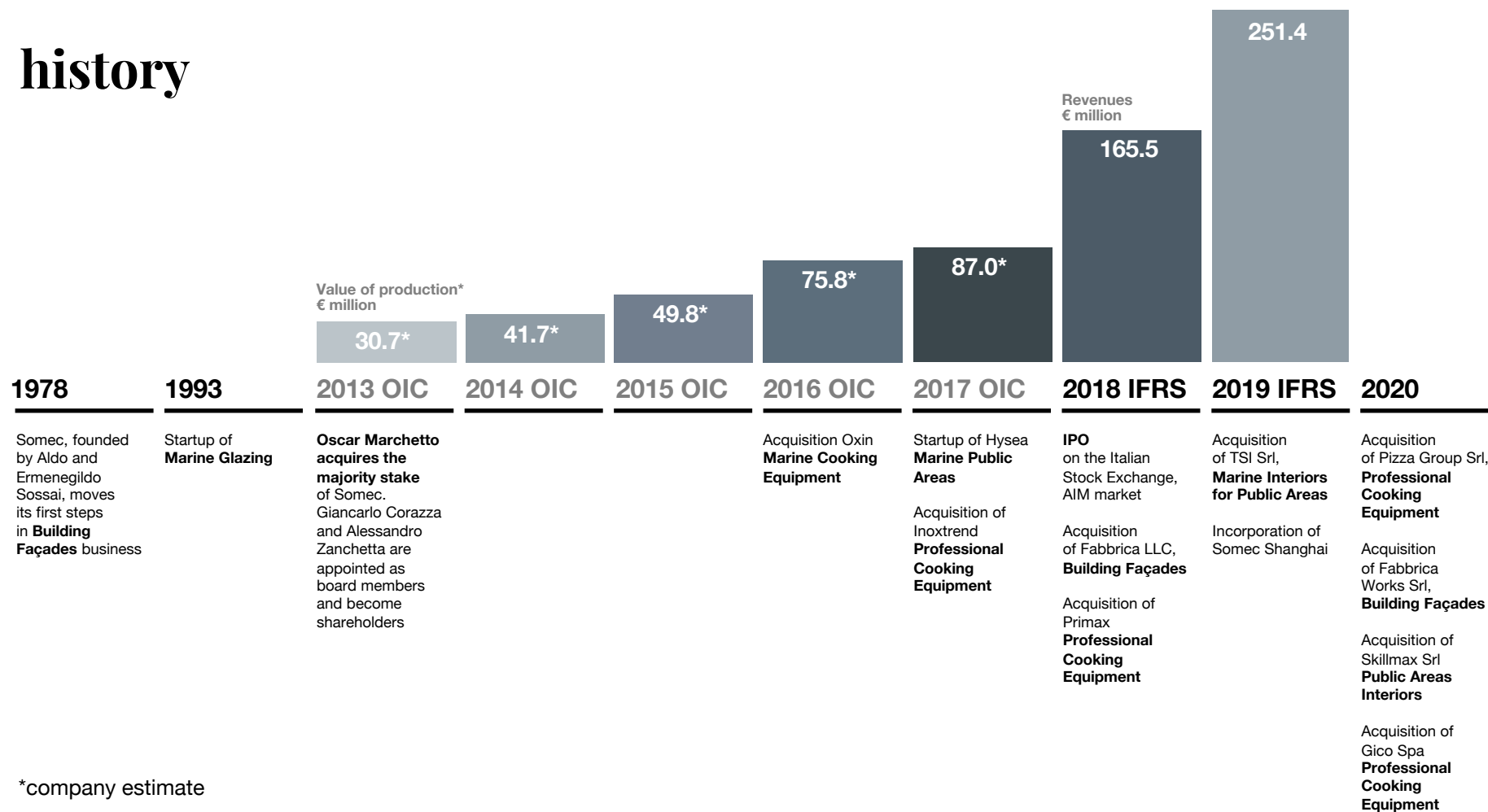
Turn-key contract solutions for luxury outfitting of boutiques, stores, hospitality and public areas



Landscape

where sky and sea meet. and beyond.

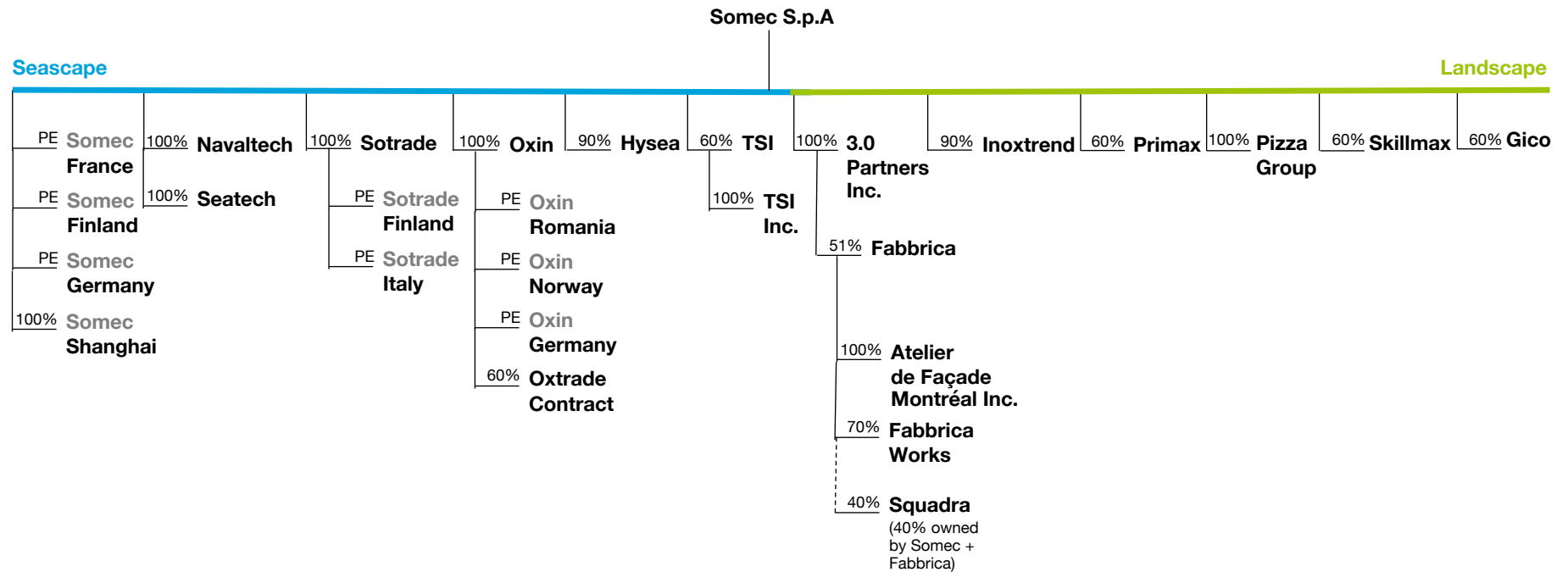
history



*company estimate

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the group



PE: Permanent establishment

where sky and sea meet. and beyond.

business segment

Marine glazing

Marine cooking
equipment

Marine interiors
for public areas

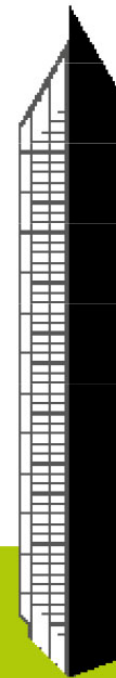
Building façades

Professional
cooking equipment

Interiors
for public areas



seascape



landscape

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key highlights

€m – IAS/IFRS

FY 2019

251.4 €m **+52%**
Revenues vs 2018
2019

24.4 €m **+28%**
EBITDA vs 2018
2019

7.9 €m **-2.3%**
Net Profit vs 2018
2019

3,1%
Net Profit margin
2019

638 €m
Backlog (31.12.2019)



183 €m
2020YTD Order Intake*
* exc. refitting and minor orders

Seascope
Landscape

2.5X Revenues 2018

A woman with dark hair tied back, wearing a light blue t-shirt and a white lace skirt, stands with her back to the camera, looking out a large glass window. The window is framed by black metal and has three visible glass fasteners. Outside, a large white cruise ship with a yellow funnel is visible on the ocean. In the foreground, there is a green lawn with some trees and a concrete base for the window. The sky is blue with some clouds.

looking beyond
the horizon.

somtec

seascope

marine glazing



seascope

marine cooking equipment



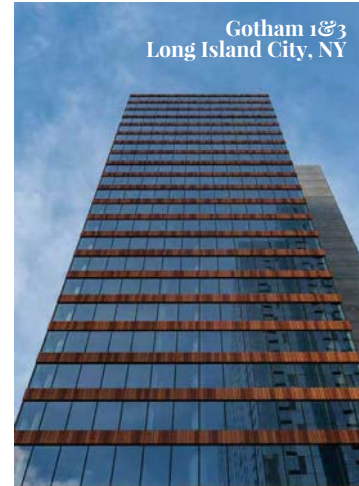
seascape

marine public areas



landscape

building façades



professional cooking equipment

INOXTREND

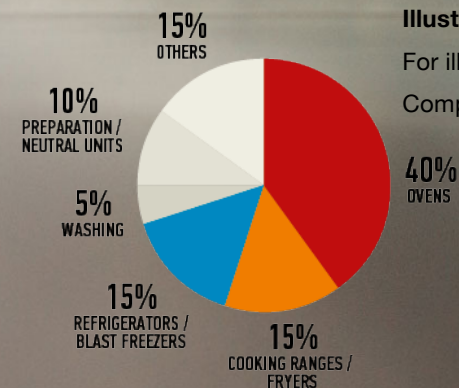
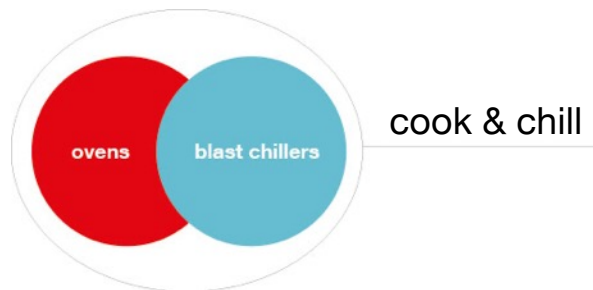
primax

PizzaGroup

GICO
GRANDI IMPIANTI CUCINE

Create a complete offer for the professional kitchen through acquisition

To exploit the deep tech and electronic know-how to integrate products



Illustrative market segmentation

For illustrative purpose only
Company estimate

interiors for public areas

Skillmax

In March 2020, Somec has signed the agreement for the acquisition of a majority stake in Skillmax, local excellence in the turn-key contract solutions for luxury outfitting of boutiques, stores, hospitality and public areas

The deal introduces Somec group into the market of **high-end turnkey interiors contract** for the **luxury retail and luxury hospitality**, enlarging Landscape top-line offer to the indoor interior projects. The strategic potentiality will involve the Seascope division through operation synergies in Marine Public Area activities; Skillmax can supply productive capacity mainly to TSI and Hysea.



professional cooking equipment

GICO

In July 2020, Somec has signed the agreement for the acquisition of a majority stake in GICO, an Italian company operating in **luxury turn-key projects** for foodservice equipment.

Founded in 1971, in Vazzola-Treviso Italy, GICO S.p.A. is a player in the design and production of turn-key, high-end professional kitchens. The brand is internationally known as synonymous of reliability, care for details, uniqueness. In 2019, the company achieved a turnover of 5.7 euro million and EBITDA equal to 0.43 euro million. The estimated Net Financial Position (debt) as at 31.05.2020 amounted to 2.5 euro million.



a story made by people.

unique product offering

Somec differentiates itself through the development of own systems and in-house manufacturing.

The Somec model marks the difference from the major share of competitors that operate mostly as contractors, outsourcing products and services.



a story made by people.

all in house

project
design and
management

Involvement in each
project step

Deep technical
know-how, deep
knowledge of
specifications and
possible critical
issues until the
installation and
post-sales
assistance

raw materials
and semi-
finished goods

Synergies in the
procurement of glass
and stainless steel

Make or buy
strategies on low
added value process

production &
assembly

Quality control
Quick reply in case of
last-minute
adjustments

on site
installation

Support of the client
in the field, mastering
any installation



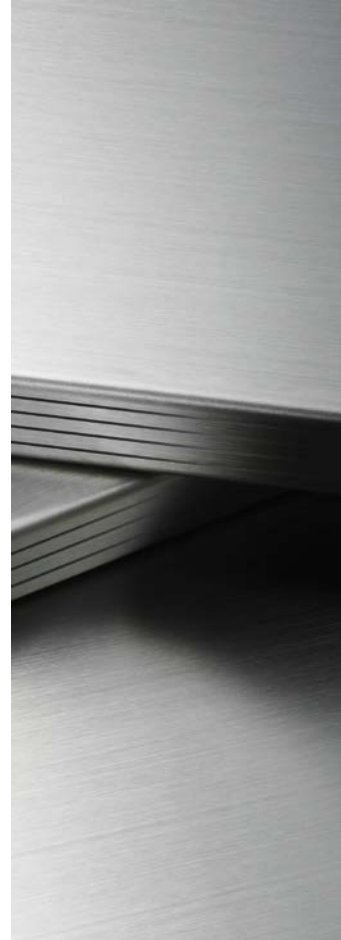
— a story made by people.

all in house

Proximity and local
production chain



glass workshop



steel workshop



aluminium workshop



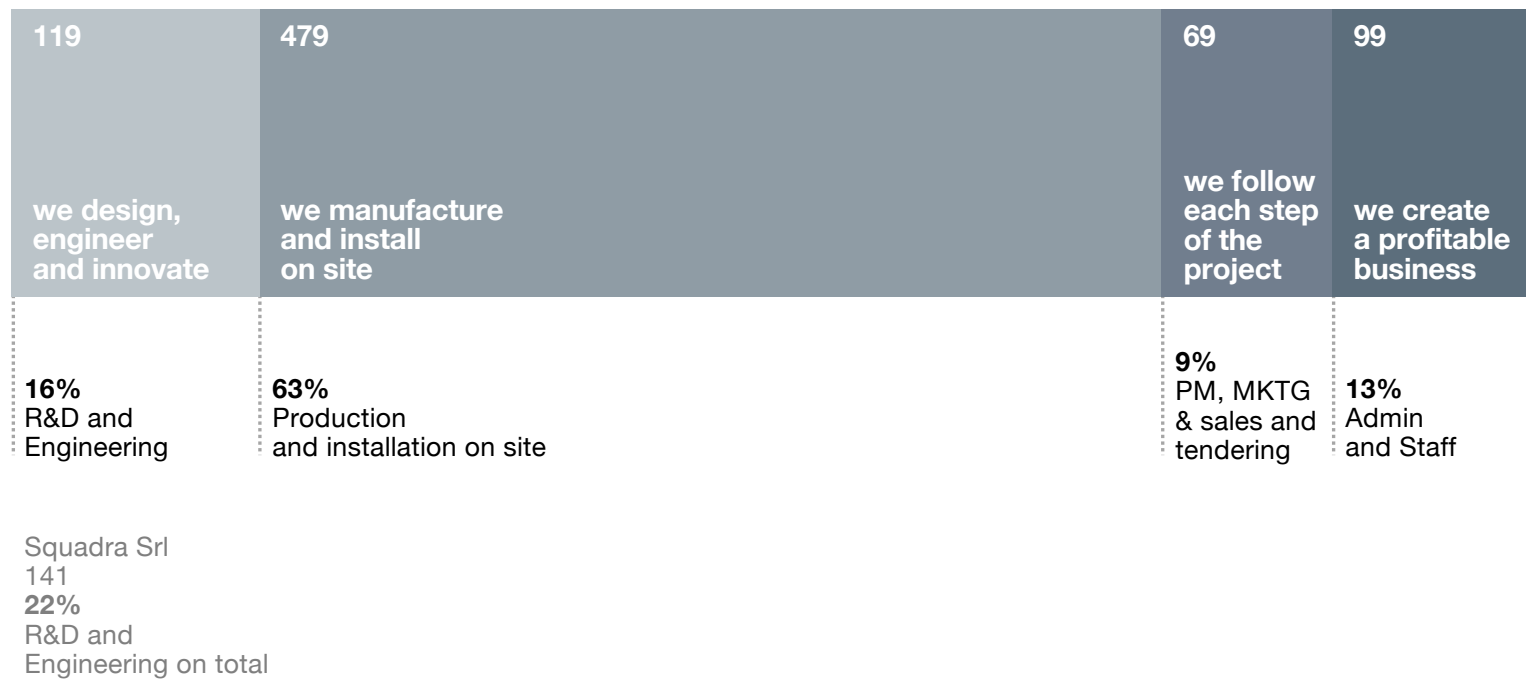
wood workshop

a story made by people.

all in house

Headcount
31.12.2019

766

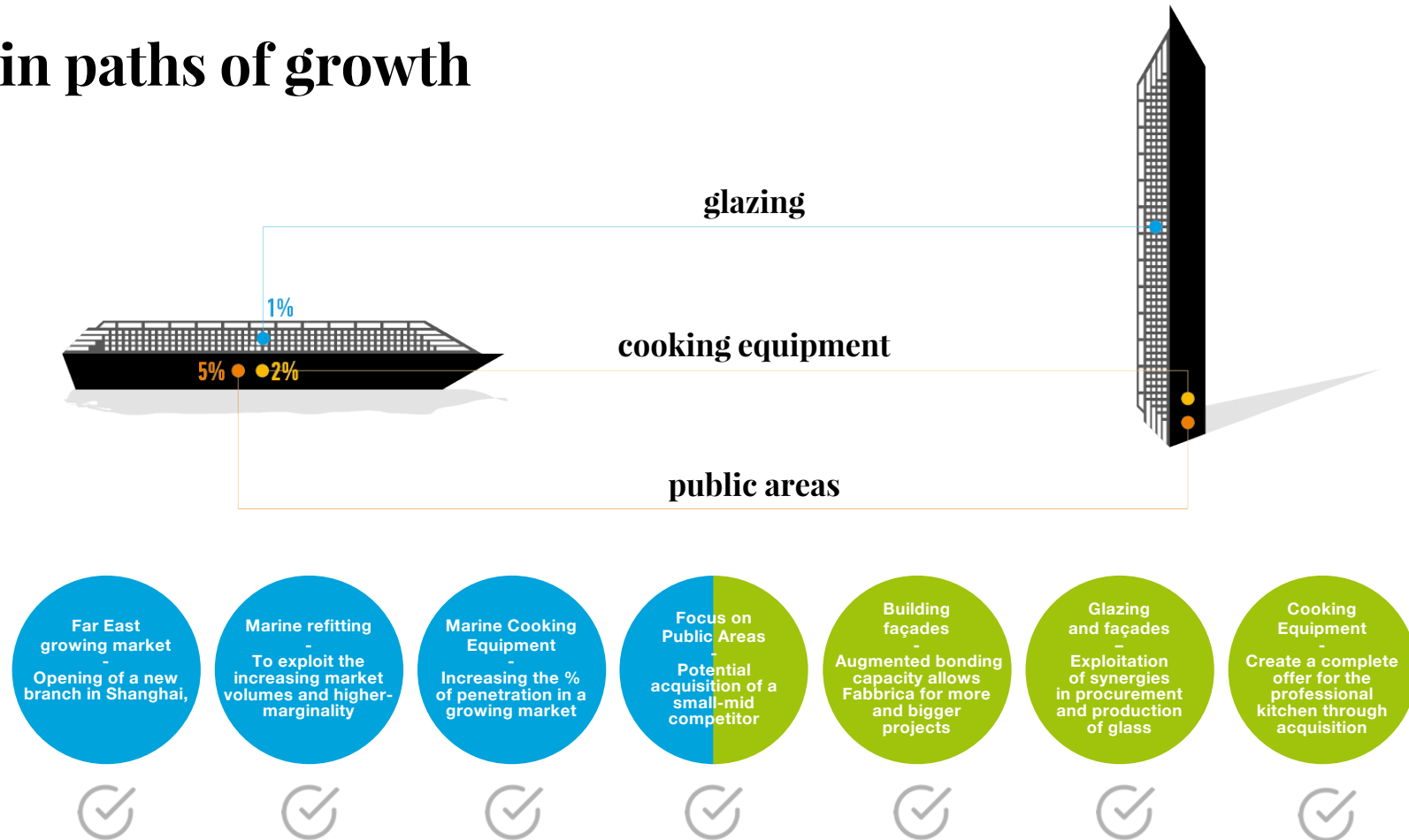


globally near



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main paths of growth

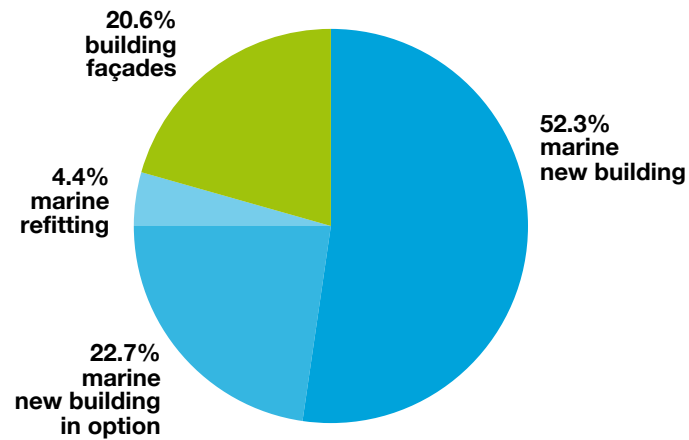




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backlog analysis



**Backlog (31.12.2019)
breakdown
by business activities**



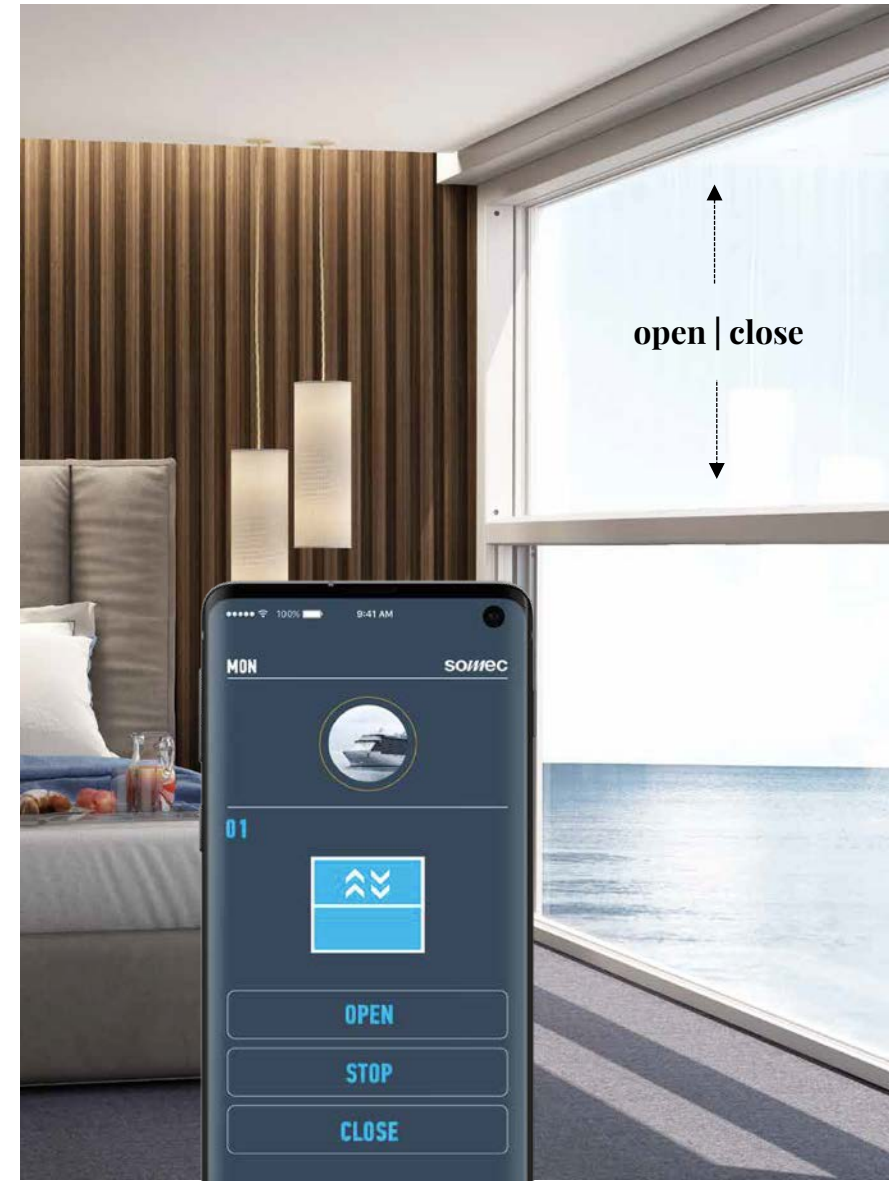
Seascope 
Landscape 

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R&D / Innovation

IQgalley Smart sustainable cooking energy management

The first step in a **group platform** to the serve cruise market and offer to the end-user even more comfort onboard



seascope in Shanghai

The enlargement of the marine products portfolio offers the client a complete scope of solutions with a single reference

The international expansion plan launched in 2018 is completed: the outcome of the inauguration of the new branch in **China**, on February 2019, came in just a few months with the first order in September 2019



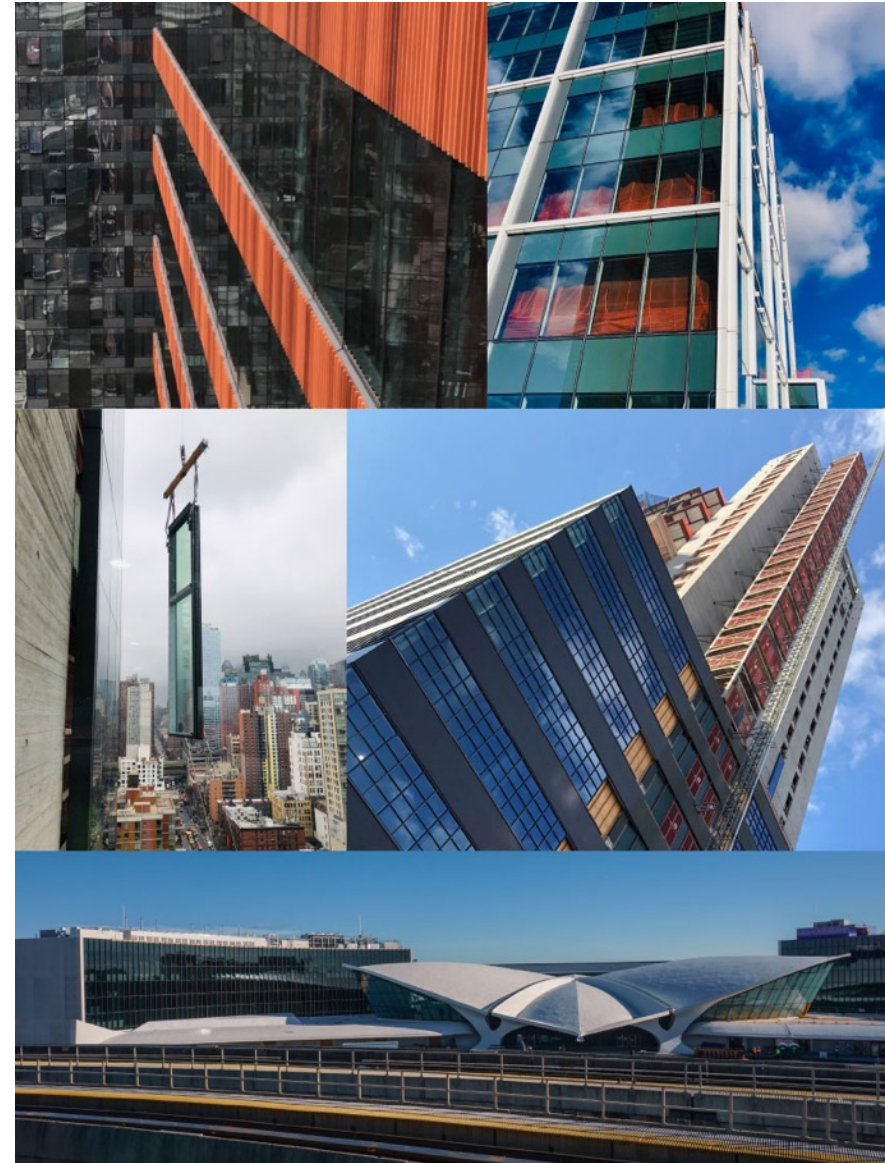
building façades

The set up of a new plant (12.000 sqm) already operating has increased production capacity threefold

The façades boutique: Fabbrica fits for the highly specialized design challenge and high-end projects

Design in partnership with Squadra Srl is a value-accretive plus for the market

Exploitation of synergies in design, procurement and production of glass between Marine Glazing and Building Façades

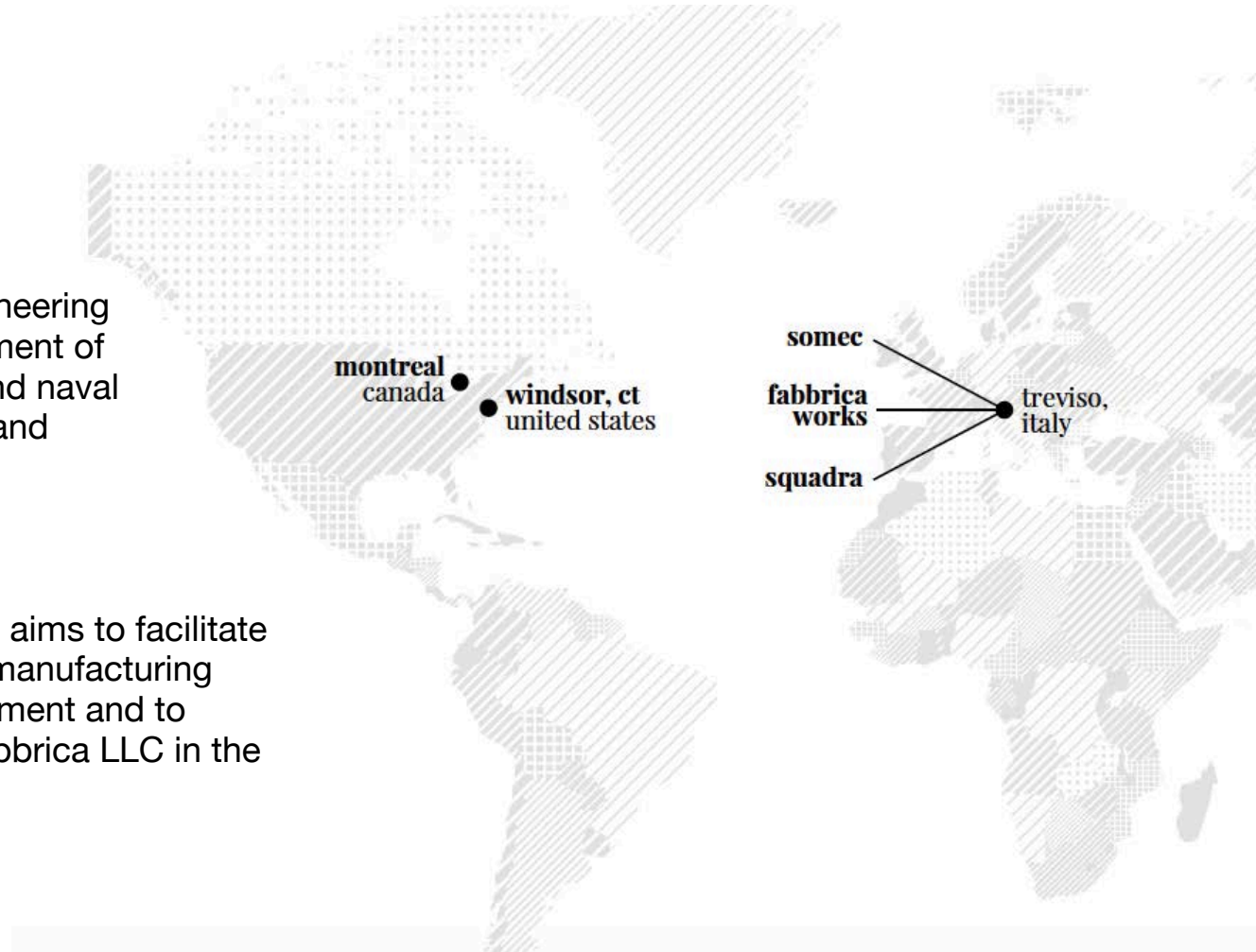


building façades

Squadra Srl, in Treviso, Italy, an engineering company specializing in the development of curtain wall systems for real estate and naval applications (participated by Somec and Fabbrica LLC)

Fabbrica Works Srl, in Treviso Italy
(controlled by Fabbrica LLC)

The investment in Fabbrica Works Srl aims to facilitate Fabbrica LLC in the oversight of the manufacturing activities in the Building Façades segment and to allow the commercial presence of Fabbrica LLC in the **European market**.





FY 2019 results

somtec

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FY 2019 Key Messages

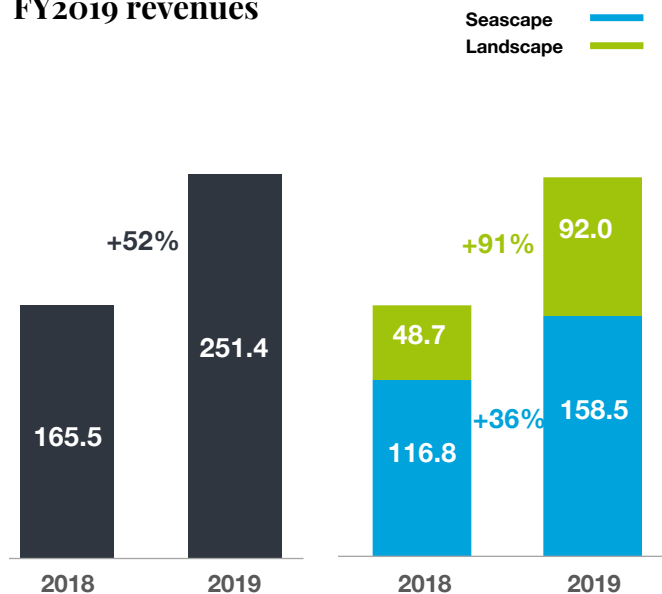
- Backlog record at 638 €m +86 €m from the 1H2019
- Order intake YTD +183 €m
- *Seascope* strategy deployment lead to increase turnover by 36%; growth in all the segments: Marine Glazing +8%, Marine Cooking Equipment +38% and Marine Public Areas 24x
- Landscape – Building Façades +86%
- Landscape – Professional Cooking Equipment +131%
- EBITDA up by 27.7%; drop in EBITDA margin 9.7% from 2018 11.6% due to turnover mix and Fabbrica LLC non-recurring set up costs
- Net profit at 8.6 €m down by 4.3%, with Net profit margin at 3.4%
Tax rate 2019 26.5% compared to 22.2% in 2018
- NFP (debt) including IFRS 16 application at 56.2 €m, up by 38.2 €m due to TSI acquisition, Fabbrica LLC CapEx and earn-out

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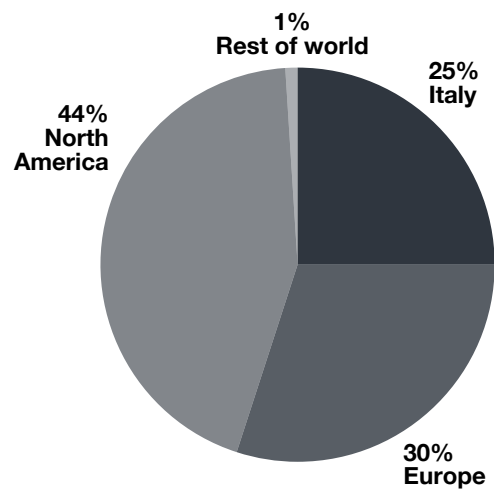
key figures FY19

€m - IAS/IFRS

FY2019 revenues

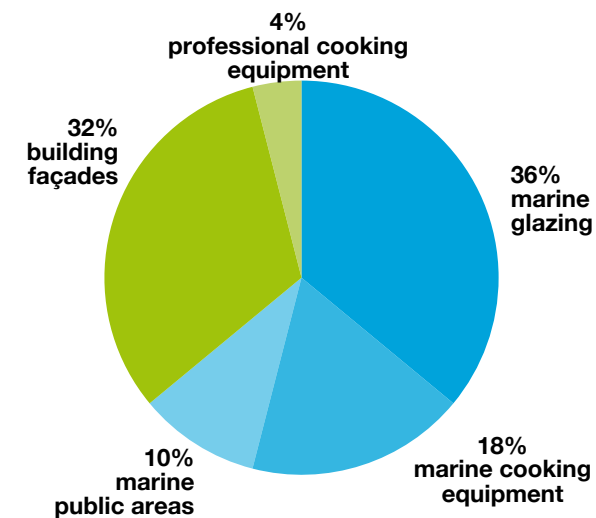


FY2019 turnover breakdown by geographic area*



*company estimate

FY2019 turnover breakdown by business activities



Income statement

Reclassified consolidated income statement	2019	%	2018	%	Δ%
<i>In thousand of euro</i>					
Revenue from contracts with customers	249,971	99.4%	164,304	99.3%	52.1%
Other revenues and income	1,422	0.6%	1,237	0.7%	15.0%
Total revenues	251,393	100.0%	165,541	100.0%	51.9%
Materials, services and other costs	(187,296)	-74.5%	(120,473)	-72.8%	55.5%
Personell costs	(39,663)	-15.8%	(25,938)	-15.7%	52.9%
Operating costs	(226,959)	-90.3%	(146,411)	-88.4%	55.0%
EBITDA	24,435	9.7%	19,130	11.6%	27.7%
Depreciation and amortizations	(11,666)	-4.6%	(6,710)	-4.1%	73.9%
EBIT	12,769	5.1%	12,420	7.5%	2.8%
Net financial income (costs)	(1,184)	-0.5%	(923)	-0.6%	28.2%
Net results from associate companies and joint venture	67	0.0%		0.0%	-
EBT	11,652	4.6%	11,497	6.9%	1.3%
Income taxes	(3,092)	-1.2%	(2,555)	-1.5%	21.0%
<i>Tax rate</i>	<i>26,5%</i>		<i>22,2%</i>		
Consolidated Net Profit	8,560	3.4%	8,942	5.4%	-4.3%
Non-controlling interests	667	0.3%	862	0.5%	-22.6%
Group Net Profit	7,892	3.1%	8,080	4.9%	-2.3%
Earning per share (in units of euro)	1.14		1.17		
Diluted earning per share (in units of euro)	1.14		1.17		

Balance sheet

Reclassified consolidated balance sheet	31/12/19	31/12/18
<i>In thousand of euro</i>		
Intangible assets	57,981	39,684
<i>of which Goodwill</i>	28,484	17,168
Tangible assets	12,193	9,370
Right-of-use assets	18,693	7,647
Investment in an associate and joint venture	83	(0)
Non-current financial assets	-	1,668
Other non-current assets and liabilities	(7,415)	(5,344)
Employee benefits	(2,301)	(1,752)
Net fixed capital	79,236	51,273
Inventories and advances from clients	11,305	11,879
Construction contracts and advances from clients	36,273	22,530
Current financial assets	498	308
Trade receivables	57,921	51,222
Trade payables	(47,465)	(39,609)
Provisions for risk and charges	(344)	(379)
Other current assets and liabilities	(32,632)	(34,091)
Net working capital	25,556	11,861
Net Invested capital	104,791	63,134
Group equity	(39,669)	(34,960)
Non-controlling interest in equity	(8,933)	(10,169)
Net financial position	(56,189)	(18,004)
Sources of funding	(104,791)	(63,134)

Net Financial Position

Net financial position	31/12/19	31/12/18
<i>In thousand of euro</i>		
Bank deposits	29,399	24,921
Cash and cash equivalents	29	13
Total liquidity	29,428	24,934
Current financial receivables	1	1,250
Current bank debt	(20,059)	(9,563)
Current portion of bank loans and credit facilities	(3,457)	(1,812)
<i>of which IFRS 16 adoption</i>	<i>(2,734)</i>	<i>(1,614)</i>
Other current financial liabilities	(2,963)	(1,881)
Financial liabilities with related parties	-	(4,276)
Current Debt	(26,479)	(17,532)
Net current cash/(debt)	2,949	8,652
Non-current bank debt	(31,612)	(15,761)
Non-current loans and financial liabilities	(15,276)	(7,057)
<i>of which IFRS 16 adoption</i>	<i>(14,493)</i>	<i>(6,067)</i>
Other non-current financial liabilities and derivative	(12,250)	(3,838)
Non-current debt	(59,138)	(26,656)
Net non-current debt	(59,138)	(26,656)
Net financial position	(56,189)	(18,004)

Cash flow statement

Cash Flow statement	2019	2018
<i>In thousand of euro</i>		
Cash flows from operating activities	5,296	30,980
Cash flows from investing activities	(13,879)	(3,113)
Free Cash Flow	(8,582)	27,867
Cash flows from financing activities	13,229	(8,545)
<i>Effect of exchange rate changes on cash and cash equivalents</i>	(152)	-
Net cash flow for the year	4,494	19,322
Cash and cash equivalents at the beginning of the year	24,934	5,612
Cash and cash equivalents at the end of the year	29,428	24,934

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contacts

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