



company update FY2019  
Virtual AIM Italia Conference 2020

where sky and sea meet.  
and beyond.

**somtec**

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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.



where sky and sea meet. and beyond.

## shareholding & management



**Oscar Marchetto**  
Chairman and CEO  
of Somec

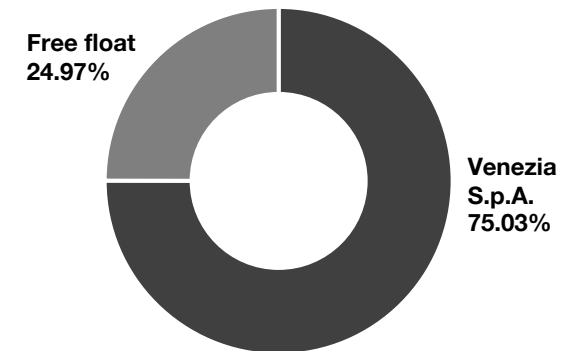


**Gian Carlo Corazza**  
Chief Operating Officer  
of Somec

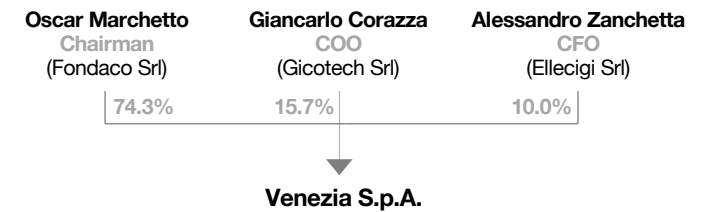


**Alessandro Zanchetta**  
Chief Financial Officer  
of Somec

### shareholding structure of Somec SpA



### shareholding structure of Venezia SpA



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## share information

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### share data

<b>ISIN:</b>	<b>IT0005329815</b>
IPO Value	€ 18.00
Value at 22 May 2020	€ 17.85
N° of share	6,900,000
Capital raised on IPO	€ 31 mln
Market cap at 22 May 2020	€ 123.2 mln

### Use of Primary Proceeds

Support the external growth through  
acquisitions

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### IPO 14/05/18 - 22/05/2020

28.00 max

18.00 IPO

14.90 min



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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



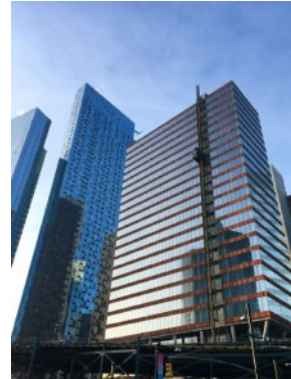
#### marine public areas

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



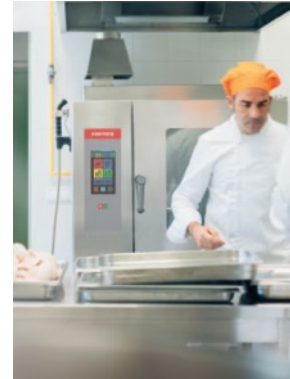
#### building façades

System engineering, manufacturing and installation of special building façades



#### professional cooking equipment

Production of professional food service equipment for restaurants



#### public areas interiors

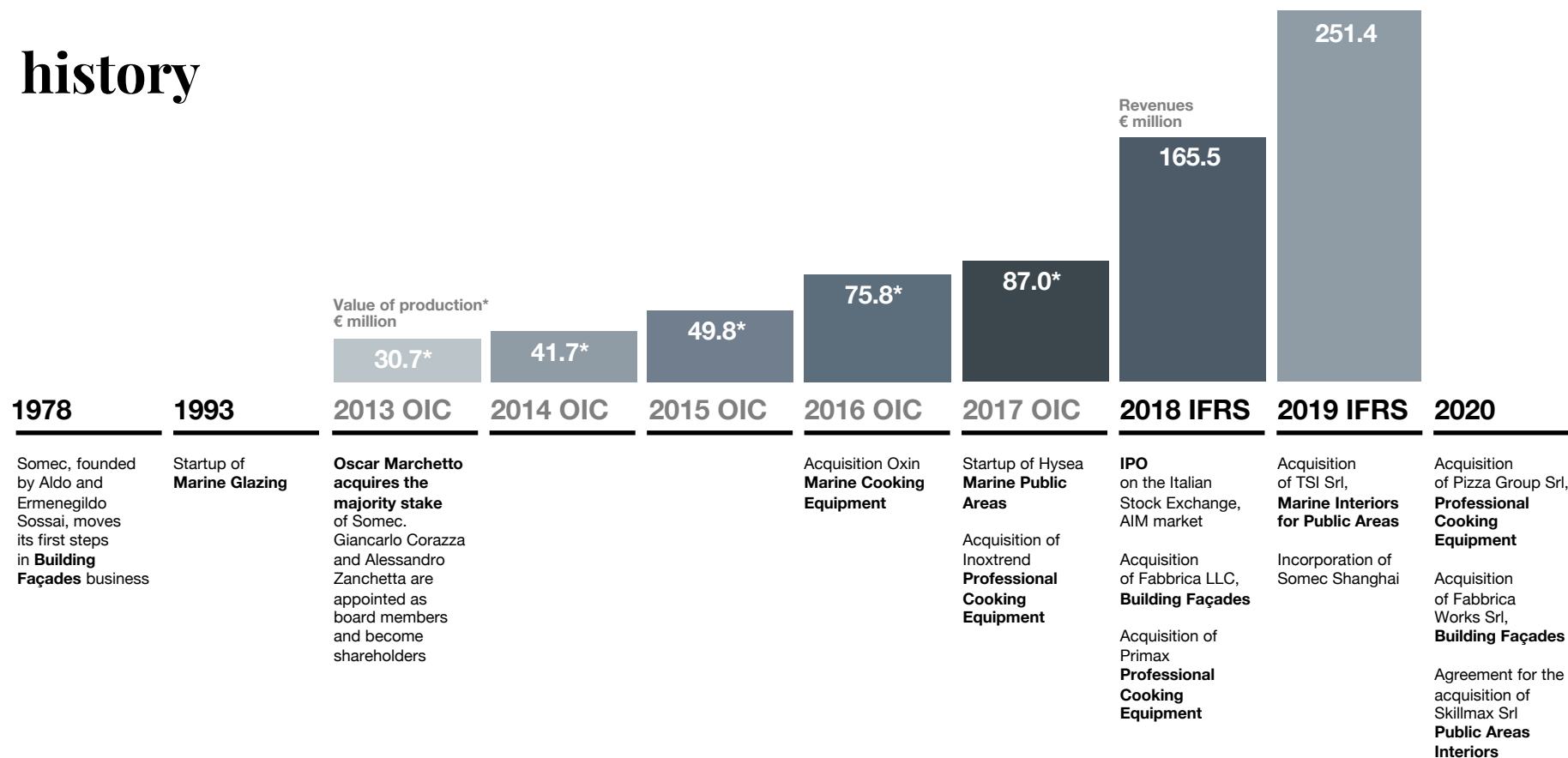
Turn-key contract solutions for luxury outfitting of boutiques, stores, hospitality and public areas



### Landscape

where sky and sea meet. and beyond.

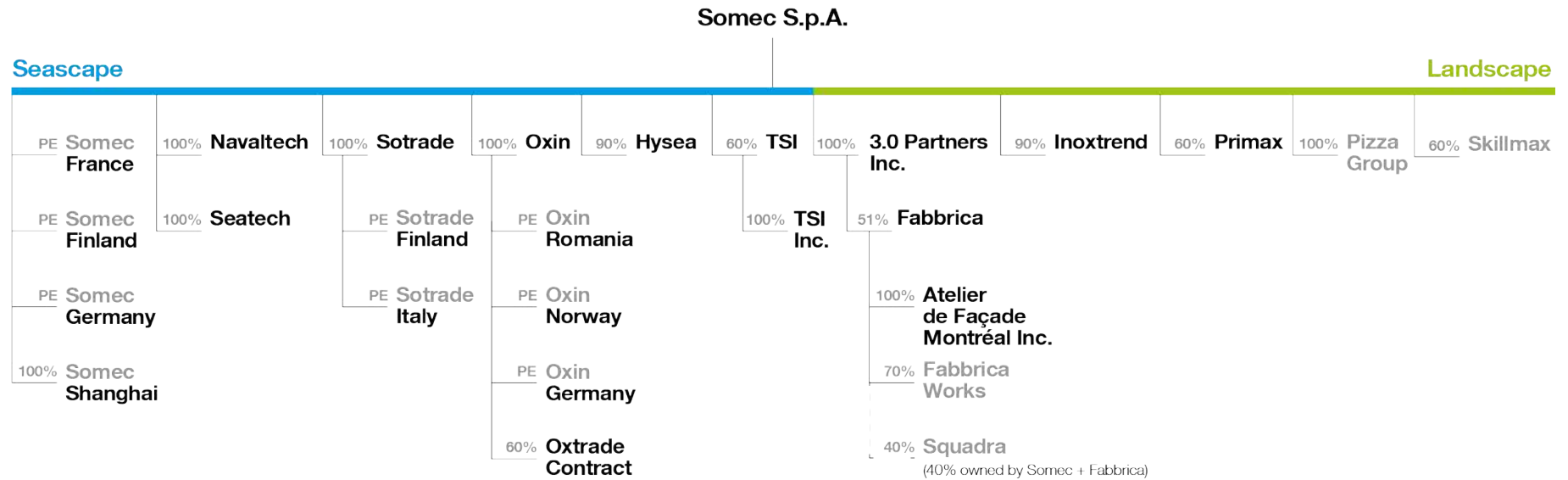
# history



\*company estimate

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## the group



PE: Permanent establishment



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# business segment

Marine glazing

Marine cooking  
equipment

Marine interiors  
for public areas

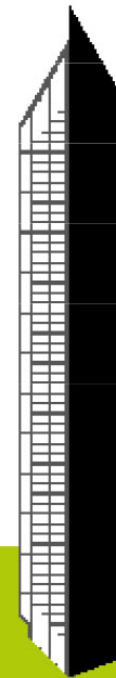
Building façades

Professional  
cooking equipment

Interiors  
for public areas



seascape



landscape

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## key highlights

€m – IAS/IFRS

FY 2019

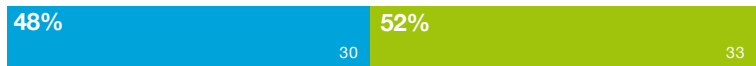
**251.4 €m** **+52%**  
Revenues vs 2018  
2019

**24.4 €m** **+28%**  
EBITDA vs 2018  
2019

**7.9 €m** **-4.3%**  
Net Profit vs 2018  
2019

**3,4%**  
Net Profit margin  
2019

**638 €m**  
Backlog (31.12.2019)



**63 €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. The sky is blue with some clouds.

looking beyond  
the horizon.

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seascope

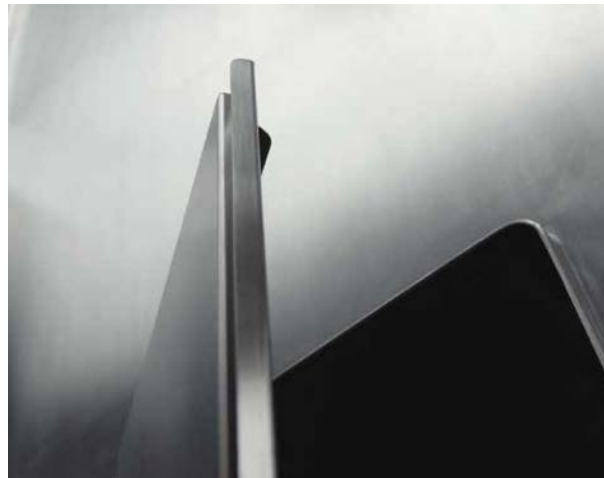
# marine glazing





seascope

# marine cooking equipment





seascape

## marine public areas



landscape

## building façades





# professional cooking equipment

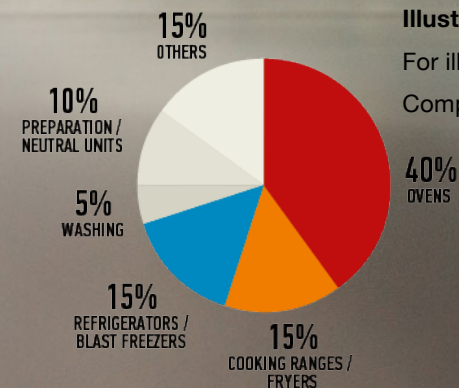
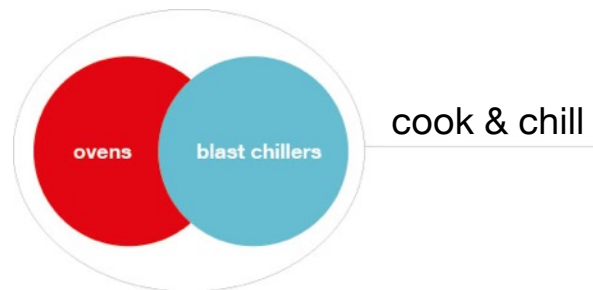
**inoxtrend**

**primax**

**PizzaGroup**

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 Seascape division through operation synergies in Marine Public Area activities; Skillmax can supply productive capacity mainly to TSI and Hysea.



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



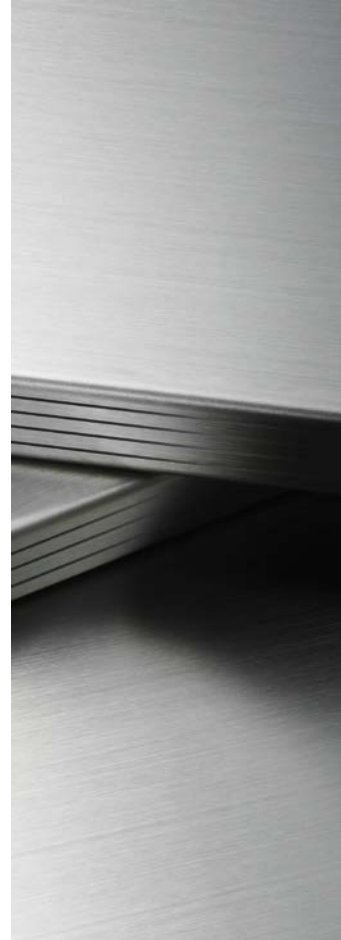
— a story made by people.

## all in house

Proximity and local  
production chain



glass workshop



steel workshop



aluminium workshop



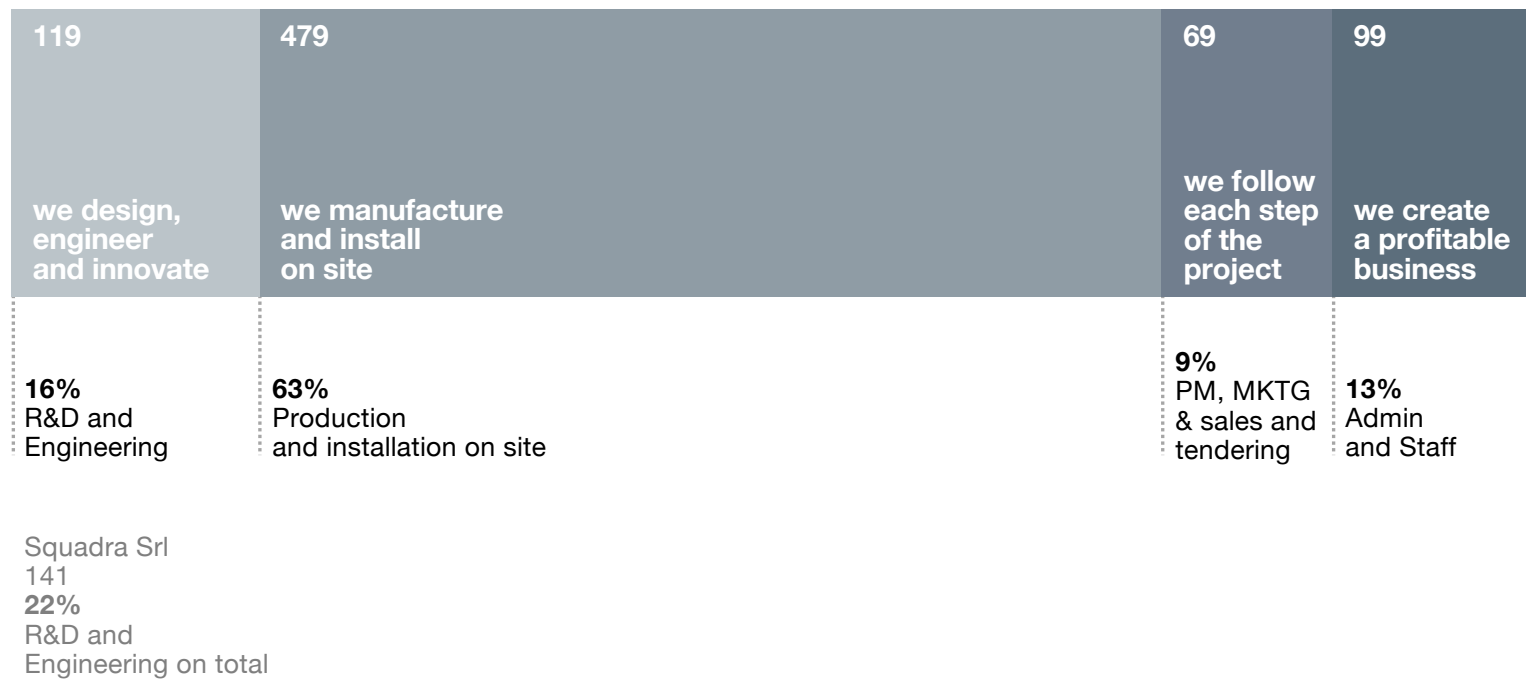
wood workshop

a story made by people.

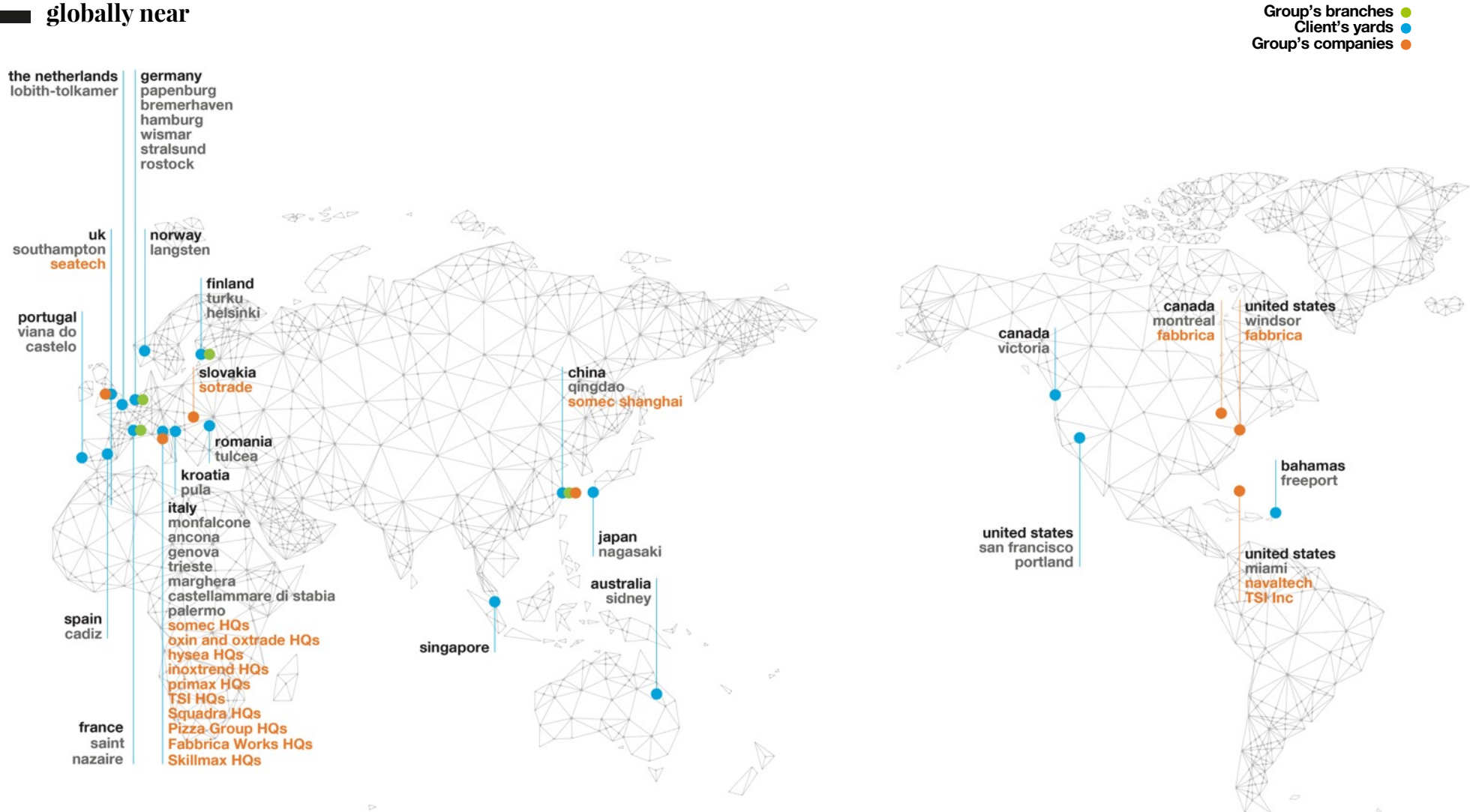
## all in house

Headcount  
31.12.2019

**766**

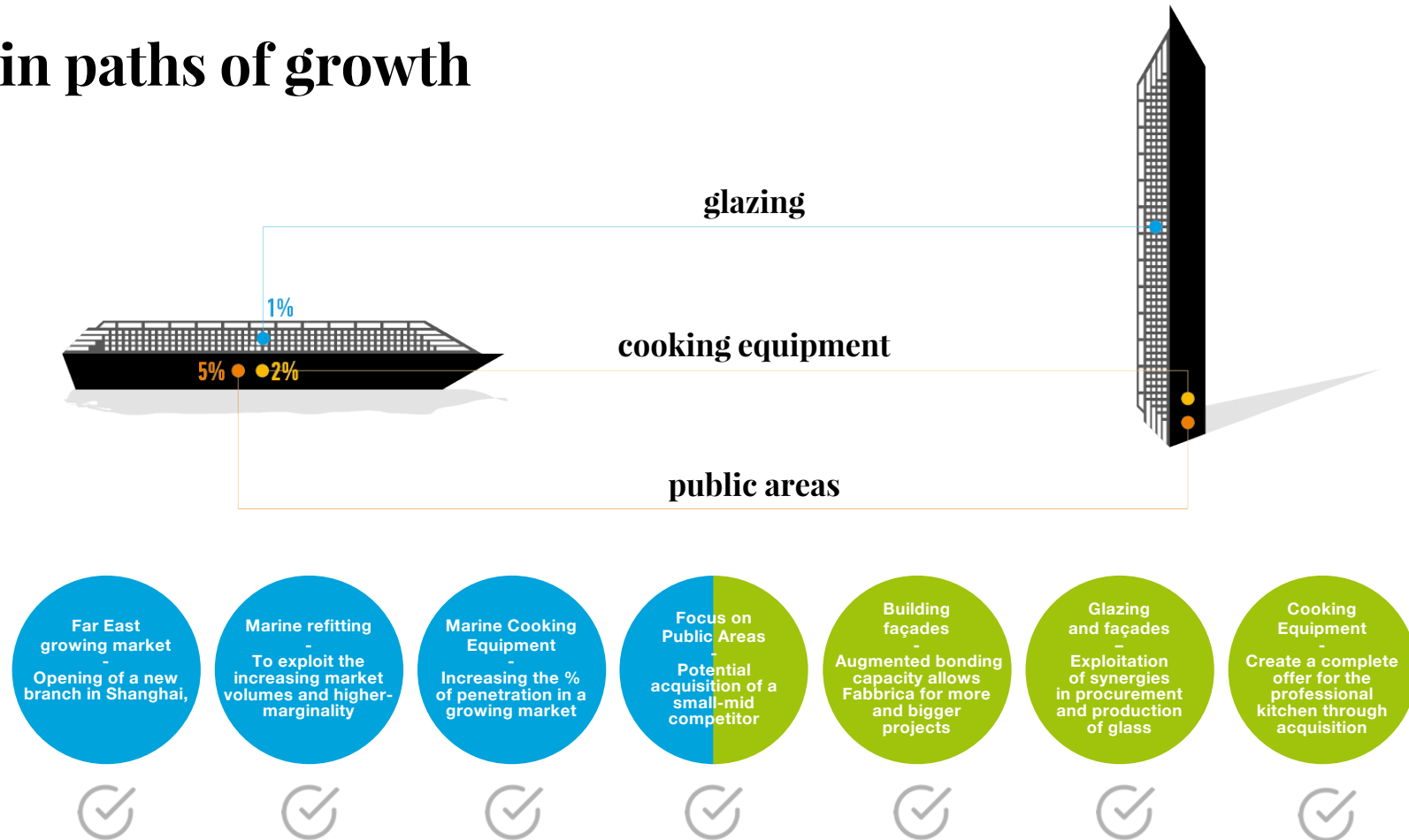


## globally near



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## main paths of growth



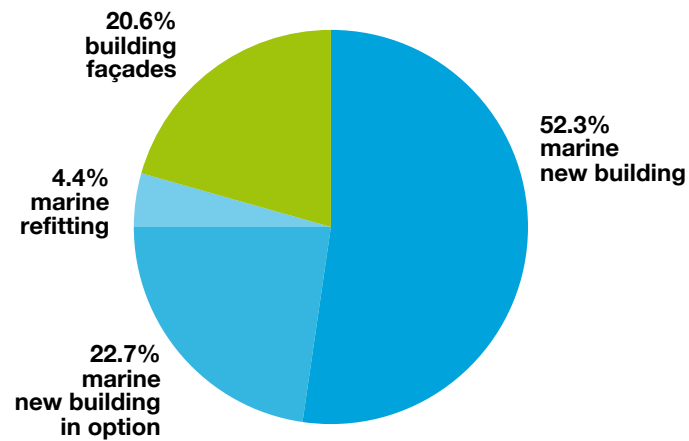




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## backlog analysis



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



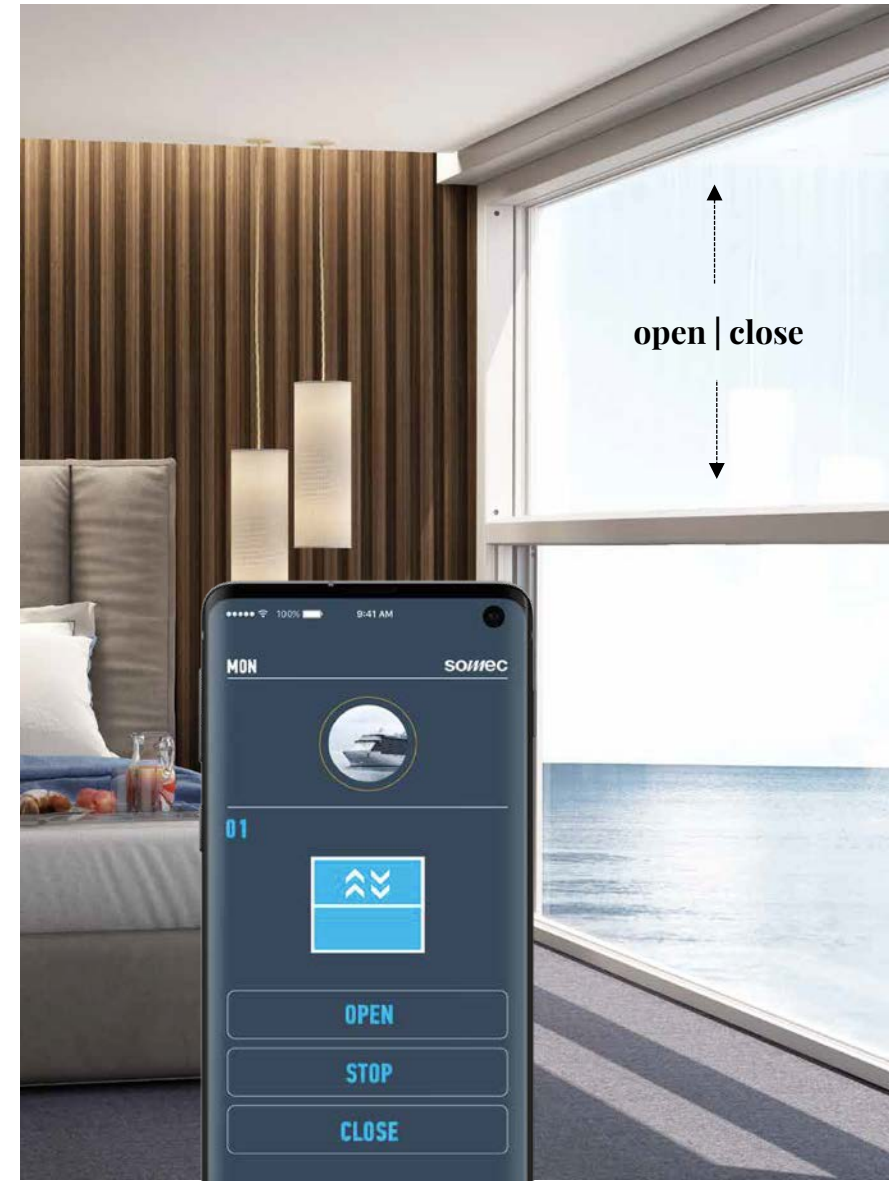
Seascope   
Landscape 

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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



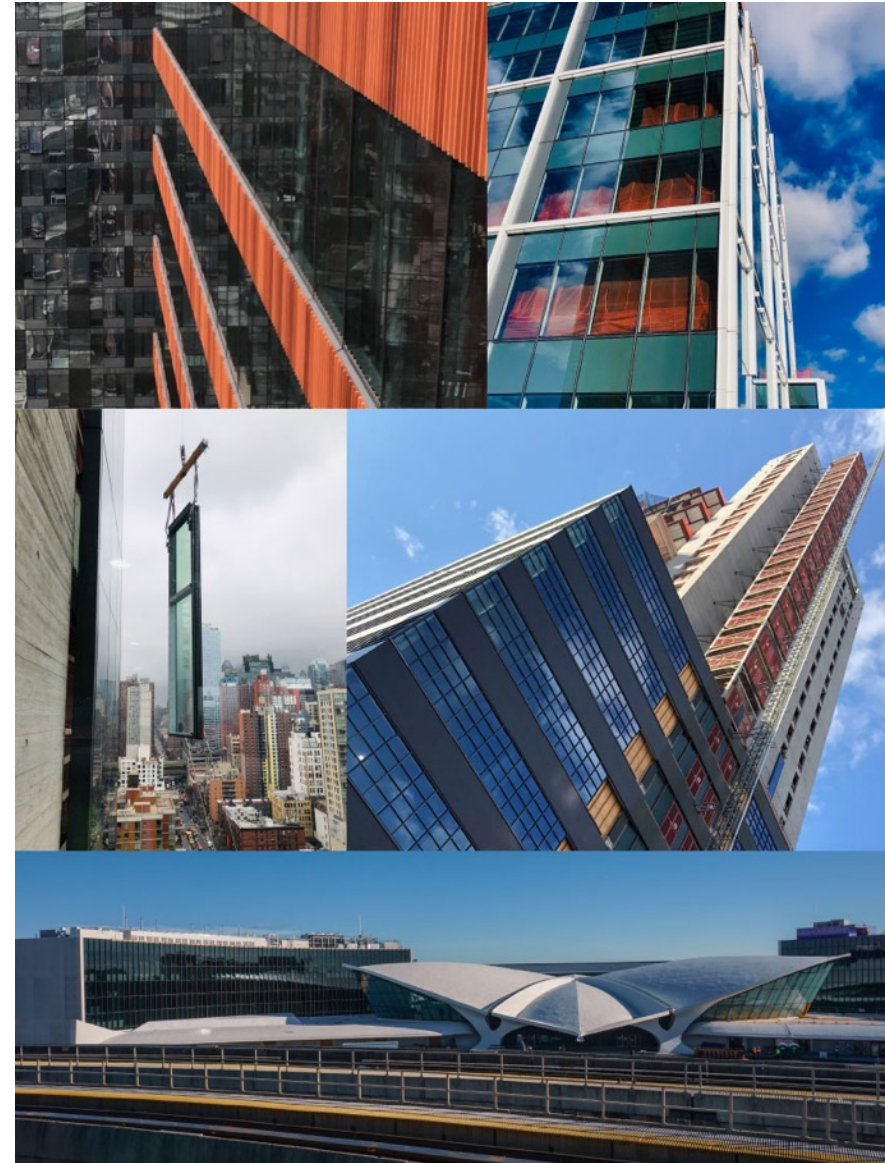
## building façades

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 (owned 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

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## FY 2019 Key Messages

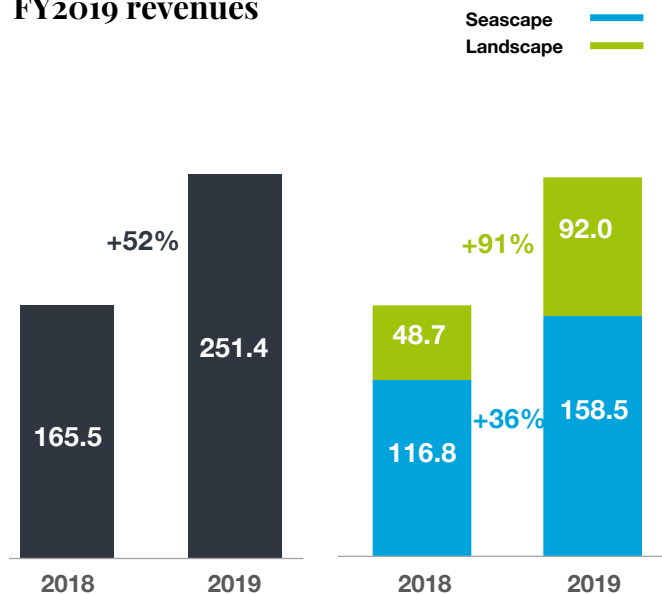
- Backlog record at 638 €m +86 €m from the 1H2019
- Order intake +63 €m 31.12.19 -YTD
- *Seascope* strategy deployment lead to increase turnover by 36%; growth in all the segments: Marine Glazing +8%, Marine Cooking Equipment +38% and Marine Public Areas 24x
- Landscape – Building Façades +86%
- Landscape – 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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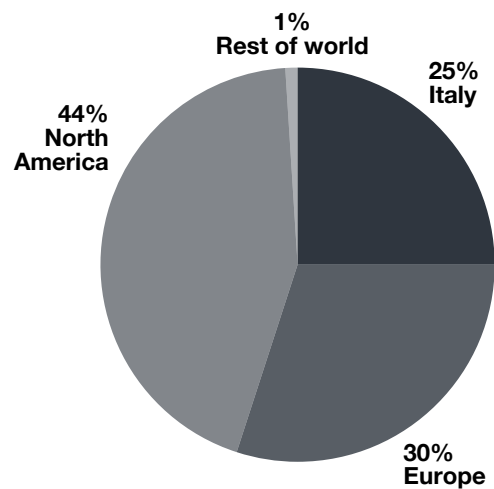
## key figures FY19

€m - IAS/IFRS

### FY2019 revenues

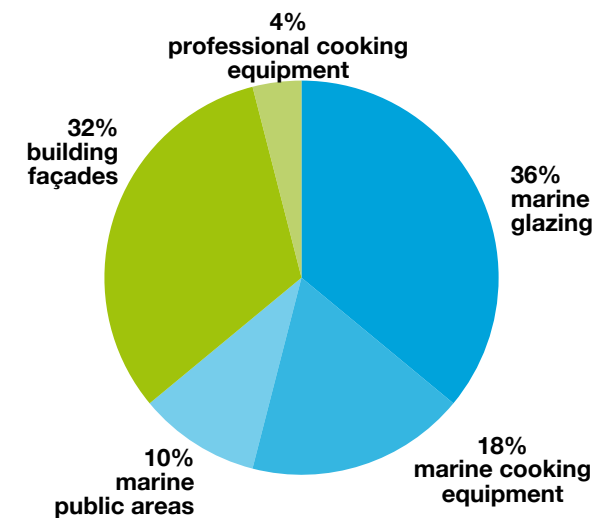


### FY2019 turnover breakdown by geographic area\*



\*company estimate

### FY2019 turnover breakdown by business activities



## Income statement

<b>Reclassified consolidated income statement</b>	<b>2019</b>	<b>%</b>	<b>2018</b>	<b>%</b>	<b>Δ%</b>
<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%
<b>Total revenues</b>	<b>251,393</b>	<b>100.0%</b>	<b>165,541</b>	<b>100.0%</b>	<b>51.9%</b>
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%
<b>Operating costs</b>	<b>(226,959)</b>	<b>-90.3%</b>	<b>(146,411)</b>	<b>-88.4%</b>	<b>55.0%</b>
<b>EBITDA</b>	<b>24,435</b>	<b>9.7%</b>	<b>19,130</b>	<b>11.6%</b>	<b>27.7%</b>
Depreciation and amortizations	(11,666)	-4.6%	(6,710)	-4.1%	73.9%
<b>EBIT</b>	<b>12,769</b>	<b>5.1%</b>	<b>12,420</b>	<b>7.5%</b>	<b>2.8%</b>
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%	-
<b>EBT</b>	<b>11,652</b>	<b>4.6%</b>	<b>11,497</b>	<b>6.9%</b>	<b>1.3%</b>
Income taxes	(3,092)	-1.2%	(2,555)	-1.5%	21.0%
<i>Tax rate</i>	<i>26,5%</i>		<i>22,2%</i>		
<b>Consolidated Net Profit</b>	<b>8,560</b>	<b>3.4%</b>	<b>8,942</b>	<b>5.4%</b>	<b>-4.3%</b>
Non-controlling interests	667	0.3%	862	0.5%	-22.6%
<b>Group Net Profit</b>	<b>7,892</b>	<b>3.1%</b>	<b>8,080</b>	<b>4.9%</b>	<b>-2.3%</b>
<b>Earning per share</b> <i>(in units of euro)</i>	<b>1.14</b>		<b>1.17</b>		
<b>Diluted earning per share</b> <i>(in units of euro)</i>	<b>1.14</b>		<b>1.17</b>		

## Balance sheet

<b>Reclassified consolidated balance sheet</b>	<b>31/12/19</b>	<b>31/12/18</b>
<i>In thousand of euro</i>		
Intangible assets	57,981	39,684
<i>of which Goodwill</i>	28,484	17,186
Tangible assets	12,193	7,948
Right-of-use assets	18,693	9,069
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)
<b>Net fixed capital</b>	<b>79,236</b>	<b>51,273</b>
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)
<b>Net working capital</b>	<b>25,556</b>	<b>11,861</b>
<b>Net Invested capital</b>	<b>104,791</b>	<b>63,134</b>
Group equity	(39,669)	(34,960)
Non-controlling interest in equity	(8,933)	(10,169)
Net financial position	(56,189)	(18,004)
<b>Sources of funding</b>	<b>(104,791)</b>	<b>(63,134)</b>



## Net Financial Position

<b>Net financial position</b>	<b>31/12/19</b>	<b>31/12/18</b>
<i>In thousand of euro</i>		
Bank deposits	29,399	24,921
Cash and cash equivalents	29	13
<b>Total liquidity</b>	<b>29,428</b>	<b>24,934</b>
<b>Current financial receivables</b>	<b>1</b>	<b>1,250</b>
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)
<b>Current Debt</b>	<b>(26,479)</b>	<b>(17,532)</b>
<b>Net current cash/(debt)</b>	<b>2,949</b>	<b>8,652</b>
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)
<b>Non-current debt</b>	<b>(59,138)</b>	<b>(26,656)</b>
<b>Net non-current debt</b>	<b>(59,138)</b>	<b>(26,656)</b>
<b>Net financial position</b>	<b>(56,189)</b>	<b>(18,004)</b>

## Cash flow statement

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