

disclaimer

This document has been prepared by SOMEC 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 forwardlooking 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.

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.



shareholding & management



Oscar Marchetto Chairman and CEO of Somec

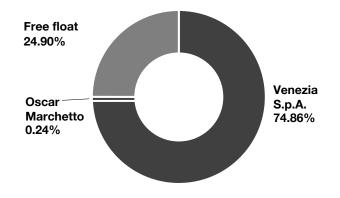


Gian Carlo Corazza Chief Operating Officer of Somec

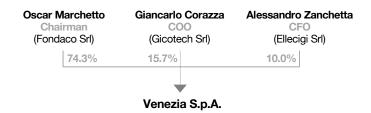


Alessandro Zanchetta Chief Financial Officer of Somec

shareholding structure of Somec SpA



shareholding structure of Venezia SpA



somec activities

Seascape Landscape

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



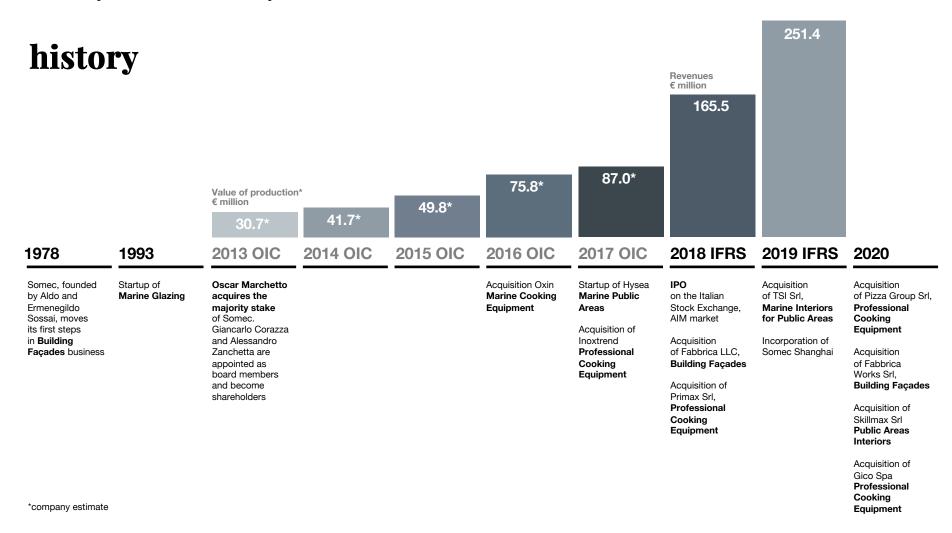




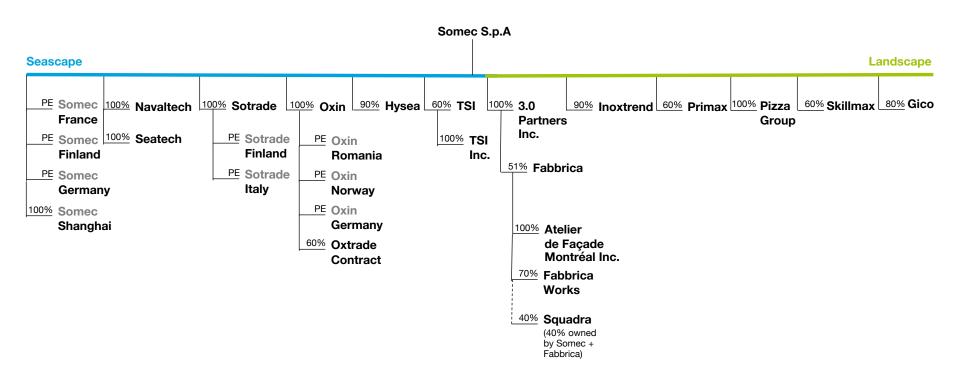








the group



PE: Permanent establishment

business segment

Marine glazing

Marine cooking equipment

Marine interiors for public areas

Building façades

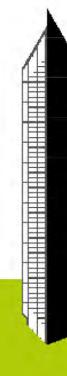
Professional cooking equipment

Interiors for public areas



seascape

landscape





marine glazing













seascape

marine cooking equipment







marine public areas











landscape

building façades













professional cooking equipment



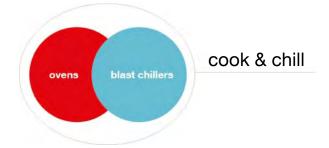
primax





Create a complete offer for the professional kitchen through acquisitions

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





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.



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.



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.







all in house

project design and management raw materials and semifinished goods

production & assembly

on site installation

Involvement in each project step

Deep technical know-how, deep knowledge of specifications and possible critical issues until the installation and post-sales assistance Synergies in the procurement of glass and stainless steel

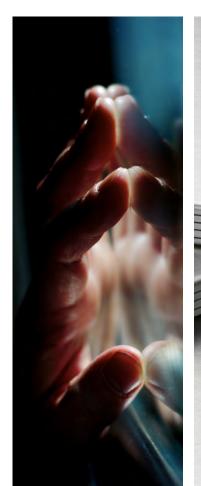
Make or buy strategies on low value added process Quality control Quick reply in case of last-minute adjustments

Support of the client in the field, mastering any installation



all in house

Proximity and local production chain



glass workshop



steel workshop



aluminium workshop



wood workshop

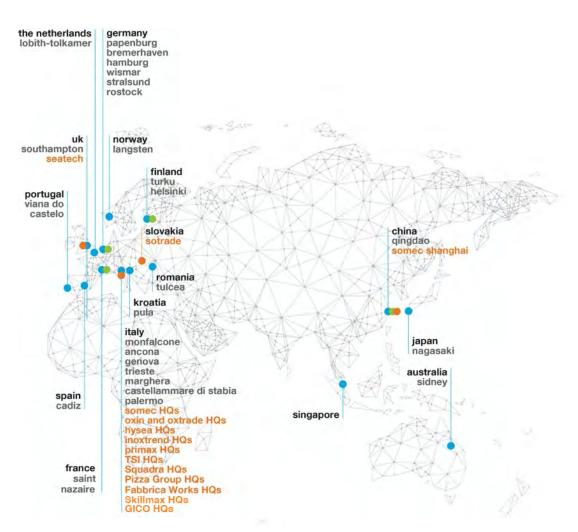
all in house

Headcount 816 30.11.2020

)	119	492	88	117
	we design, engineer and innovate	we manufacture and install on site	we follow each step of the project	we create a profitable business
	15% R&D and Engineering	60% Production and installation on site	11% PM, MKTG & sales and tendering	14% Admin and Staff

Squadra Srl 142 17% R&D and Engineering on total

globally near



Group's branches Olient's yards Oroup's companies





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





seascape 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



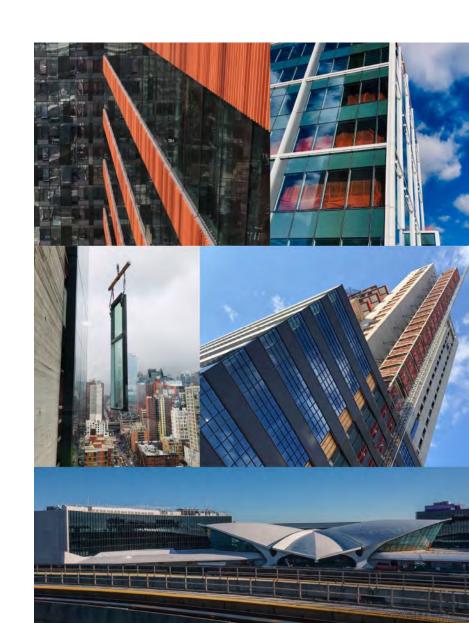
building façades

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

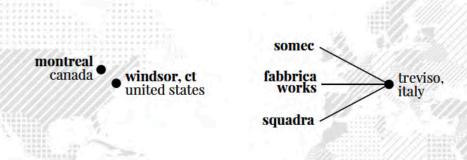
Exploitation of synergies in design, procurement and production of glass between Marine Glazing and Building Façades



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.





1H 2020 Key Messages

- All orders confirmed, record backlog of 720 million euro
- Order intake at 250 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

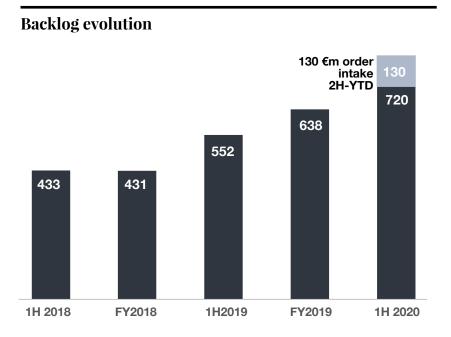
we are proud of our people

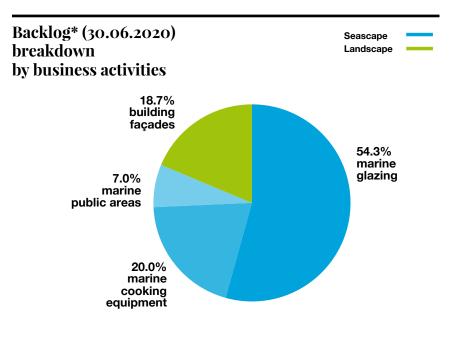
HOW WE HAVE PROMPTLY FACED COVID-19

PEOPLE	SUPPLY CHAIN & OPERATION	BUSINESS DEVELOPMENT
Task force weekly meeting Smart working Onsite social distancing, sanitization and personal protection equipment	 -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 	+4 acquisitions +250 €m order intake Translisting to the main market, MTA IFRS accounting principle adoption

backlog analysis

€m - IAS/IFRS

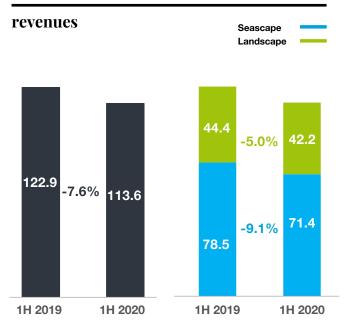


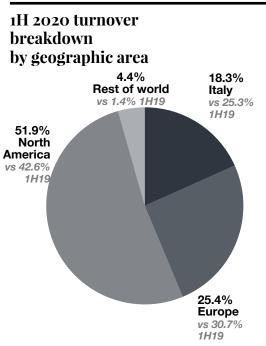


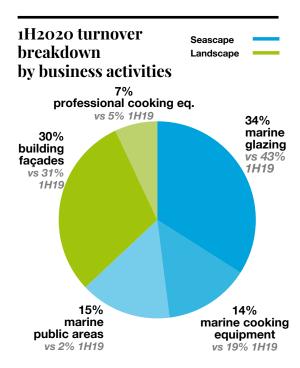
*soft backlog 24% on total backlog

1H 2020 revenues

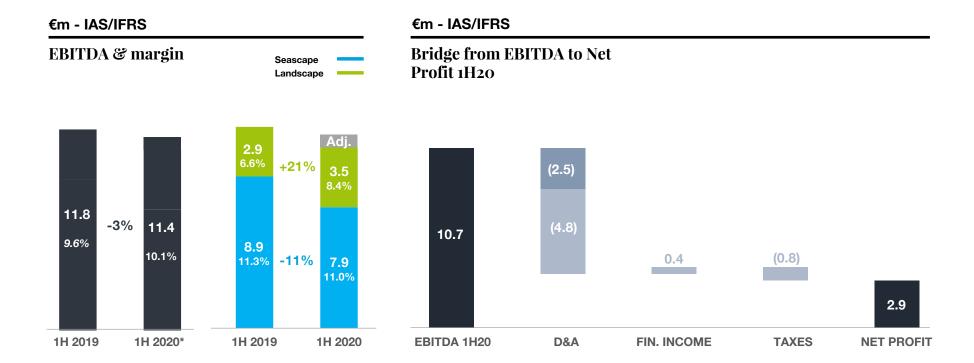
€m - IAS/IFRS





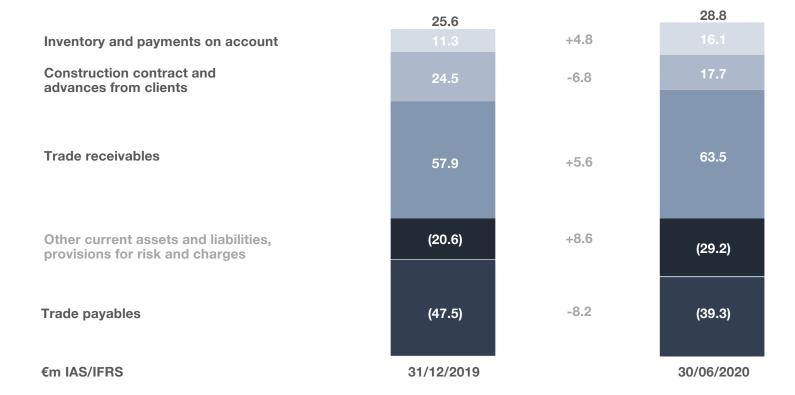


EBITDA

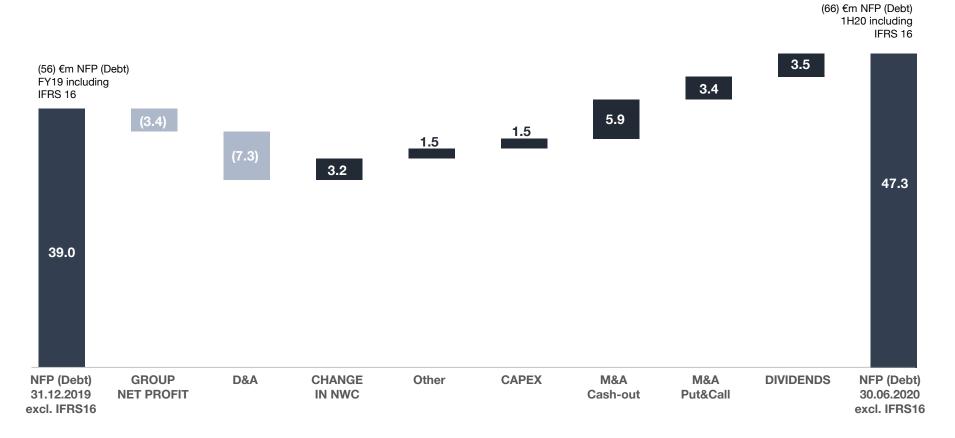


* Adj for MTA translisting costs

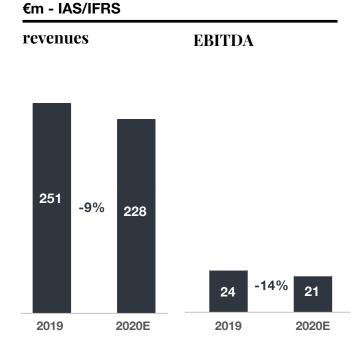
net working capital



still investing for growth



company outlook



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 In euro thousand	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%
Total revenues	113,558	100.0%	122,923	100.0%	-7.6%
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%
Operating costs	(102,890)	-90.6%	(111,131)	-90.4%	-7.4%
EBITDA	10,668	9.4%	11,792	9.6%	-9.5%
Depreciation and amortizations	(7,319)	-6.4%	(4,807)	-3.9%	52.3%
EBIT	3,349	2.9%	6,985	5.7%	-52.1%
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%
EBT	3,769	3.3%	6,557	5.3%	-42.5%
Income taxes	(820)	-0.7%	(1,297)	-1.1%	-36.8%
Tax rate	21.8%		19.8%		
Consolidated Net Profit	2,949	2.6%	5,260	4.3%	-43.9%
Non-controlling interests	(465)	-0.4%	494	0.4%	-194.1%
Group Net Profit	3,414	3.0%	4,766	3.9%	-28.4%

Balance sheet

Reclassified consolidated balance sheet In euro thousand	30.06.2020	31.12.2019	
Intangible assets	60,362	57,981	
of which Goodwill	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)	
Net fixed capital	85,625	79,236	
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)	
Net working capital	28,824	25,556	
Net Invested capital	114,449	104,791	
Group equity	39,232	39,409	
Non-controlling interest in equity	8,841	9,194	
Net financial position	66,376	56,189	
Sources of funding	114,449	104,791	

Net Financial Position

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

Cash flow statement

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

contacts

Investor Relations Office

Phone:+39 0438 471998 Email: ir@somecgroup.com