



COMPANY PRESENTATION

February 2025



- 1. COMPANY OVERVIEW**
2. FINANCIAL HIGHLIGHTS
ANNEX





SOMEK GROUP IS ONE OF THE WORLD'S LEADING EXPERTS IN THE CONSTRUCTION OF COMPLEX TURNKEY PROJECTS



30 companies specialising in the engineering, design and deployment of complex turnkey projects in civil and naval sectors. A group of excellences operating in an integrated and synergetic manner, according to strict quality and safety standards while guaranteeing a high level of customisation and specific know-how on the processing of different materials, a key requirement when delivering high value-added projects.

In over 40 years of history, the Group's footprint spans 12 countries and 3 continents, employing more than 1,000 people. Somek has been listed on the Italian Stock Exchange since 2018.

●
We are loyal and reliable partners of excellence, thanks to project management and engineering capability, expertise in materials and the craftsmanship used to realise projects.

● ●
We are the hub of Italian construction quality, an aggregator (company and knowledge) of all those extraordinary skills recognised around the world for complex and highly specialised construction projects.

● ● ●
We are a group that strongly believes in freedom as a key value enjoyed by every individual, be it an engineer, specialist technician or craftsman, to continually seek out innovative solutions and processes, which characterise every project in order to facilitate the most successful outcome.

FROM LOCAL COMPANY TO INTERNATIONAL GROUP



1978

Year of foundation

1993

Somec enters the
marine glazing business

2005

The company adds another
challenging business:
the marine refitting

2013

Oscar Marchetto acquires
the majority stake of Somec.
Giancarlo Corazza and
Alessandro Zanchetta,
members of the board,
become shareholders

2016-17

Somec enters the business
of **marine and professional
kitchen equipment** with
the acquisition of Oxin
and Inoxtrend

At the same time, Somec
creates Hysea, entering the
business of **marine interiors**

2018

Somec is listed on the
Italian stock exchange (AIM)

Somec acquires Fabbrica,
entering the **building façades**
business in the US

2019-21

Somec has become a Group
and continues its **expansion
strategy** through the
acquisitions of TSI, Gico,
Primax, Pizza Group, Skillmax
and launches
Fabbrica Works

2022

Somec acquires Bluesteel and, as
an extension of its **luxury
interiors and architectural
elements division**, establishes
Mestieri and completes the
acquisition of Budri and Lamp
Arredo

It strengthens its presence
in the United States by
creating Pizza Group USA
and Mestieri USA

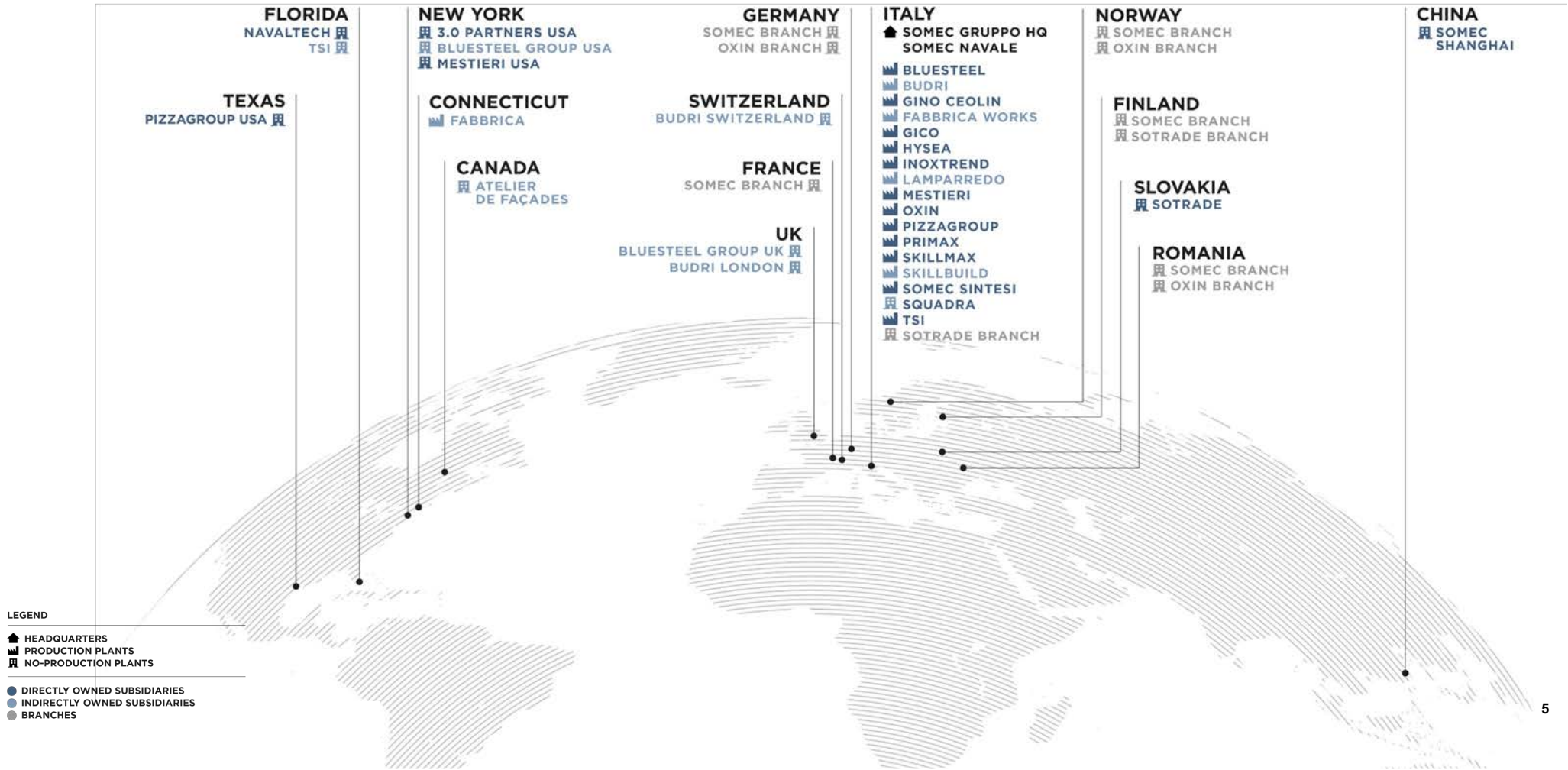
2023

Somec continues its
business and geographic
diversification strategy

Somec acquires Gino Ceolin,
through its direct
subsidiary Mestieri



INTERNATIONAL PRESENCE



A WORLD OF COMPANIES

specialising in three macro segments



HORIZONS

Engineered systems for naval architecture and building façades



SOMEC
NAVALE

SOMEC
NAVALTECH

SOMEC
SINTESI



FABBRICA

FABBRICA
WORKS

AFM

bluesteel

SQUADRA

TALENTE

Professional kitchen systems and products



SOMEC
OXIN



GICO

INOXTREND

PIZZAGROUP

PRIMAX

OXIN

MESTIERI

Design and production of bespoke interiors



SOMEC
TSI



BUDRI

CEO
LIN

lamparredo

SKILLMAX

HORIZONS

ENGINEERED SYSTEMS FOR NAVAL ARCHITECTURE AND BUILDING FAÇADES

One of the major players in North America and Europe when it comes to the design, procurement, production, installation and maintenance of ship and building construction systems, characterised by the highest quality standards and certified durability.

EXPERTISE

MARINE GLAZING
FOR LARGE
CRUISE SHIPS

ARCHITECTURAL
ENVELOPES



Marine glazing



Marine glazing refitting
in United States



Marine glazing refitting
in Europe



Architectural Envelopes
In United States



Glazing units
for curtain walls



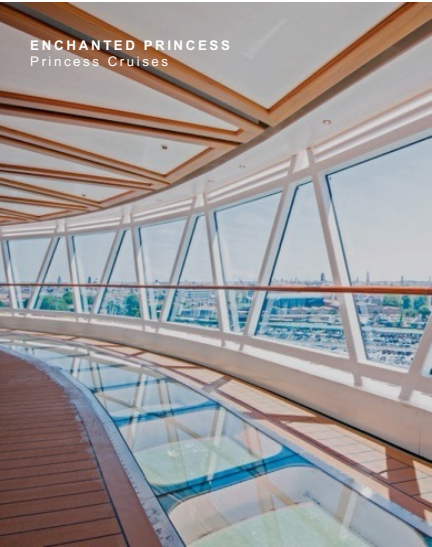
Design and
engineering studio



Architectural envelopes
in Europe



Design and
engineering studio



ENCHANTED PRINCESS
Princess Cruises



ICON OF THE SEAS
Royal Caribbean



NORWEGIAN PRIMA
Norwegian Cruise Line



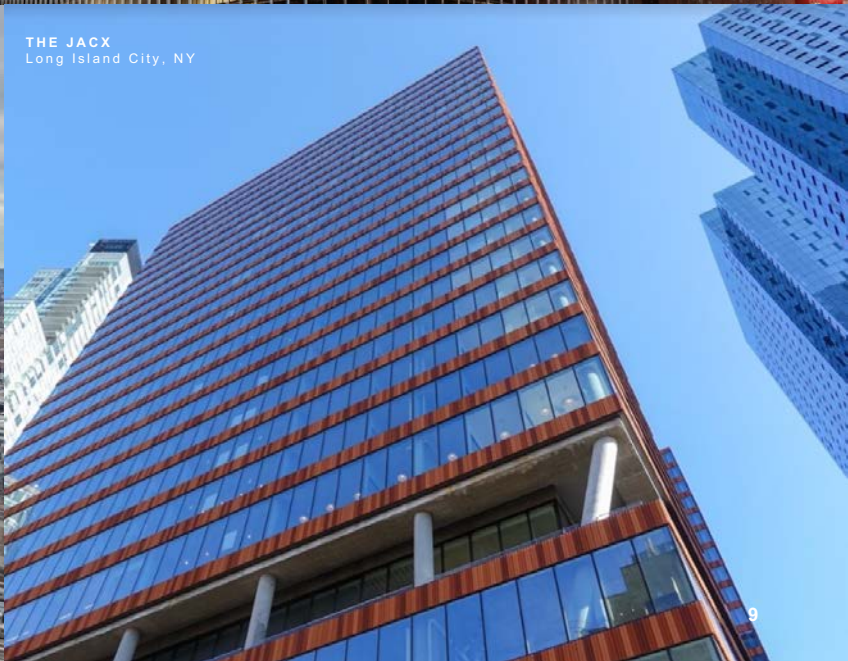
EPFL - BÂTIMENT ME
Lausanne - Switzerland



2050 M STREET
Washington, DC



TWA FLIGHT CENTER HOTEL
Jamaica Queens, NY



THE JACX
Long Island City, NY

TALENTA

PROFESSIONAL KITCHEN SYSTEMS AND PRODUCTS

Specialized integrated systems for professional kitchens seamlessly blend aesthetics with high performance. Turnkey projects tailored for the catering and hospitality industry adhere to the highest standards of certified efficiency and quality.

EXPERTISE

MARINE
CATERING
EQUIPMENT

BESPOKE
PROFESSIONAL
KITCHENS

PROFESSIONAL
CATERING
EQUIPMENT



Marine catering
equipment



Bespoke professional
kitchens



Professional
multipurpose ovens



Ovens and equipment
for pizzerias



Cold management
systems



innovative bespoke
kitchen system





MESTIERI

DESIGN AND PRODUCTION OF BESPOKE INTERIORS

A selected group of high-end artisan brands, each an absolute excellence in its own sector. Under Mestieri direction and coordination, this integrated ecosystem applies its genius to the bespoke creation of fine interiors and iconic architectural elements on a global scale in exclusive environments.

EXPERTISE

LUXURY
RETAIL

WORKSPACE

HOSPITALITY
AND CATERING

CULTURAL

HIGH-END
RESIDENTIAL

NAVAL



M SOMEC
TSI

Marine interiors



BUDRI[®]

Marble haute couture

**CEO
LIN**

Tailored metal architecture

A
lamparredo

Metal design creations

SKILLMAX

turnkey luxury interiors







UNLOCKING OPPORTUNITIES IN HIGH-GROWTH MARKETS WITH STRONG MOMENTUM



CRUISE AND LUXURY INTERIOR DESIGN SURGING GLOBALLY



- The cruise industry is **expected to exceed 37 million passengers globally in 2025**. Revenue projected to grow by 10% year-over-year. Passenger numbers are nearing pre-pandemic highs, fuelled by an expanding fleet and increasing demand for both luxury and adventure cruises.
- Top companies like Royal Caribbean, Carnival Corporation, and Norwegian Cruise Line Holdings are spearheading **innovation** with eco-friendly ships and personalized travel experiences.
- 2025 will see various cruise ships undergoing **significant refurbishments** with the return of big drydock programs.
- The cruise industry increasingly requires **ships of ever-larger dimensions**, driving a strong demand for innovative, personalized interior solutions that enhance onboard comfort and luxury. This trend is driving companies to develop **high-value-added materials**, designs, and technologies, including next-generation, high-performance insulating glass, that optimize passenger experiences and operational efficiency.



- Evolving luxury retail: **investments in boutiques and flagship stores** with high aesthetic and technological standards are enhancing customer experiences.
- Growth of turnkey contracting in both public and private building: the interior design market is experiencing significant growth at a **CAGR of 4.5% between 2024 and 2029**, due the increase in construction, as more buildings are being constructed and renovated, rising demand for integrated solutions that reduce execution time while ensuring quality and cohesive design.
- The professional kitchen sector is growing and evolving rapidly due to technological innovation, sustainability, and the increasing demand for high-quality catering. This market includes equipment and solutions for restaurants, hotels, catering services, canteens, food trucks, and cruise ships. The global commercial kitchen appliances market was valued at USD 98.34 billion in 2024 and is projected to grow at a **CAGR of 7.3% from 2025 to 2030**.

Sources

Main cruise operator statements

CLIA reports, 2024

Bain-Altgamma Luxury Goods Worldwide Market Study, 2025

Technavio, Interior Design Services Market Analysis, 2025

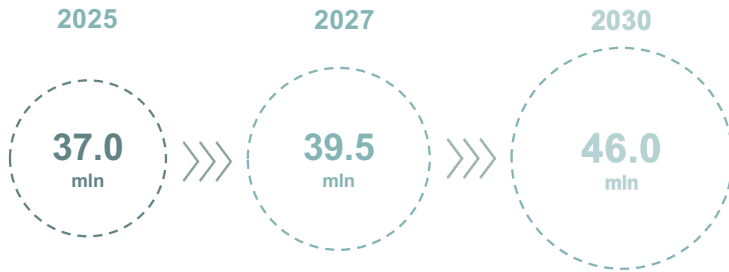
Grand View Research, Commercial Kitchen Appliances Market, 2025

CRUISE MARKET OUTLOOK

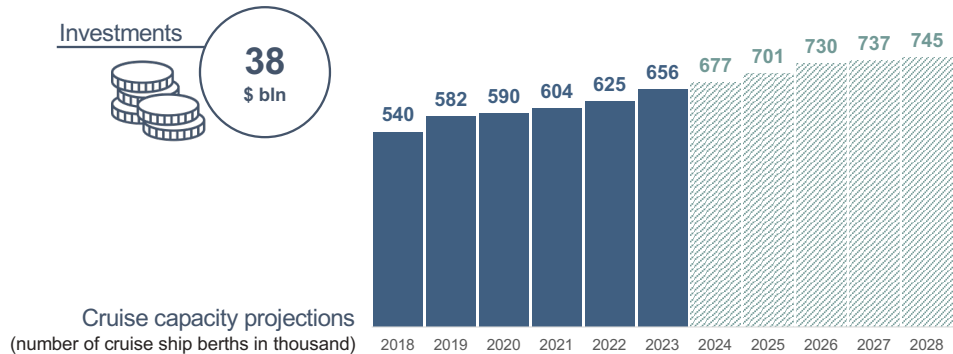
POSITIVE GROWTH IN THE CRUISE INDUSTRY*

Strong growth, potentially surpassing CLIA's forecast of **34.7 million passengers in 2024**, with projections reaching **~39.5 million by 2027** and **~46 million by 2030** (CAGR 2023-2030: ~5.4%).

EXPECTED INCREASE IN NUMBER OF CRUISE PASSENGERS



GLOBAL CRUISE CAPACITY IS FORECASTED TO GROW +10% FROM 2024 TO 2028



SOCIAL, ECONOMIC & ENVIRONMENTAL IMPACT



- **\$138 billion** in total economic impact globally, supporting **1.2 million jobs** worldwide and **\$43 billion in wages**
- Cruise is a global industry, with cruise lines operating in every major world region. The economic contribution from cruise to the economy is enormous despite cruise being just 2% of international travel - estimates will capture ~3.8% of the \$1.9T global vacation market by 2028 - (J.P Morgan Research) with an increasing number of younger travellers and first-time passengers coming on board.
- Key operators are investing in land-based destination and mega-ships to accelerate the demand.
- 15% of ships entering service in the next five years are being built with battery storage and/or fuel cells to allow for hybrid power generation to reduce carbon emissions.



2024-2028 Orderbook



* Source: "State of the Cruise Industry report"- CLIA, April 2024

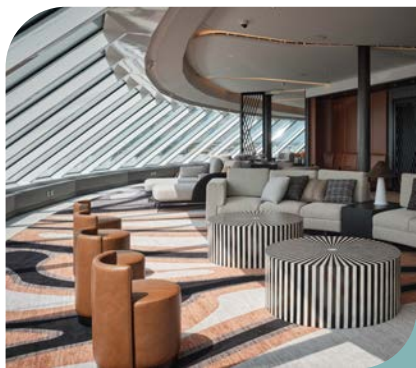
GLOBAL MARINE INTERIOR AND HOSPITALITY OUTLOOK



Forecasts* indicate stable growth, with significant opportunities for companies operating in the marine interiors in Europe.

KEY DRIVERS

- **Tourism Recovery:** The global travel industry is rebounding, with travel expected to fully recover by the end of 2024.
- **Spending Growth:** Travel spending is projected to reach \$8.6 trillion in 2024, about 9% of global GDP.
- **Growing popularity** of cruise ships drives demand for **luxurious, high-quality interior design.**



- Cruise operators focus on innovative onboard experiences with **premium materials and advanced technology.**
- Sustained market demand for **innovative and luxurious marine interior design** solutions as maritime tourism expands.
- **New traveller populations** are projected to become a growing share of global travel spending.
- **Travel has become a top priority**, especially for younger generations with international travel feeling more within reach.



MARINE INTERIOR IS EXPECTED TO GROW AT CAGR OF +10.1% FROM 2022 TO 2030

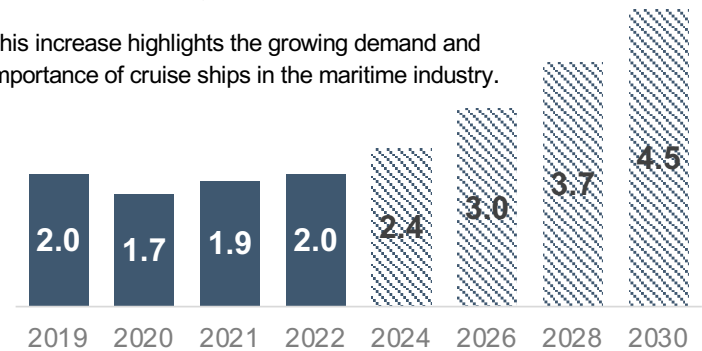
- The marine interior market has grown globally in recent years, thanks to the increase in shipping and the growing tourism industry.
- **Refitting** market is strongly contributing to the overall growth.
- In recent years, also the **US interiors** market has seen growth, due to increased demand for luxury and high-end cruise ships.

GLOBAL MARINE INTERIOR MARKET FOR CRUISE SHIPS



The global market for cruise ship interiors has returned to growth after 2020. The value of the cruise ship interiors market is forecast to grow to **4.5 €bn in 2030.**

This increase highlights the growing demand and importance of cruise ships in the maritime industry.

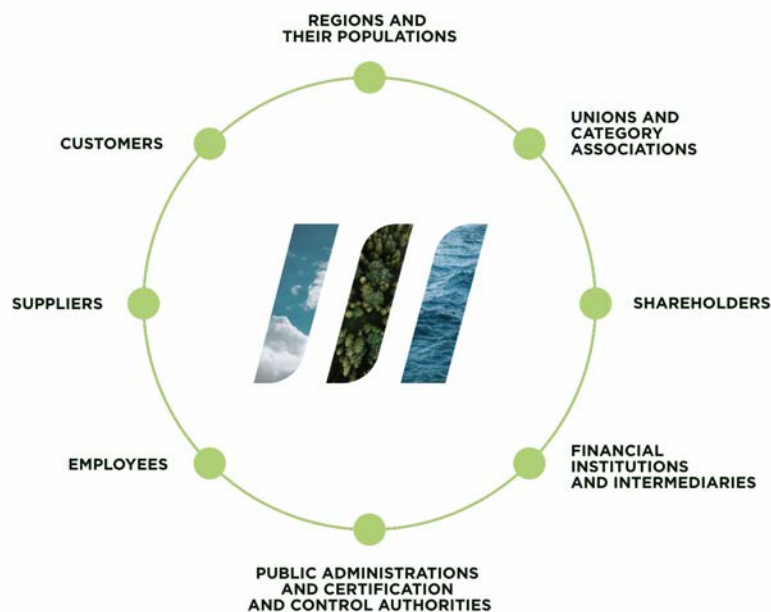


*Source: "The State of Tourism in Hospitality 2024" - McKinsey & Company, May 2024
 "Global marine interiors market research report, Forecast to 2030" - EMIS, Market research future, 2023

DAILY COMMITMENT TO SUSTAINABILITY

THE VALUE OF RESPONSIBILITY

Somec strives to listen to the needs of its stakeholders, both internal and external, as it is aware that this is the way to create shared and sharable value.



2023 SUSTAINABILITY REPORT HIGHLIGHTS

E

CARBON FOOTPRINT REDUCTION

Constant research and development endeavours to provide increasingly innovative and high-performance solutions to help reduce the human impact on the planet (e.g. waste reduction decreased by 11.3% in 2023).

S

STRENGTHENING EMPLOYEES WELL-BEING AND DIVERSITY

Reinforcement of people strategies and policies with the adoption of the *Workforce Diversity and Inclusion Policy*.

G

GOVERNANCE, INTEGRITY AND TRANSPARENCY

Establishment of the *Control, Risk and Sustainability Committee* to provide support in the definition of ESG strategies, policies and programmes.



1. COMPANY OVERVIEW
 2. **FINANCIAL HIGHLIGHTS**
- ANNEX



9M 2024 REVENUES*



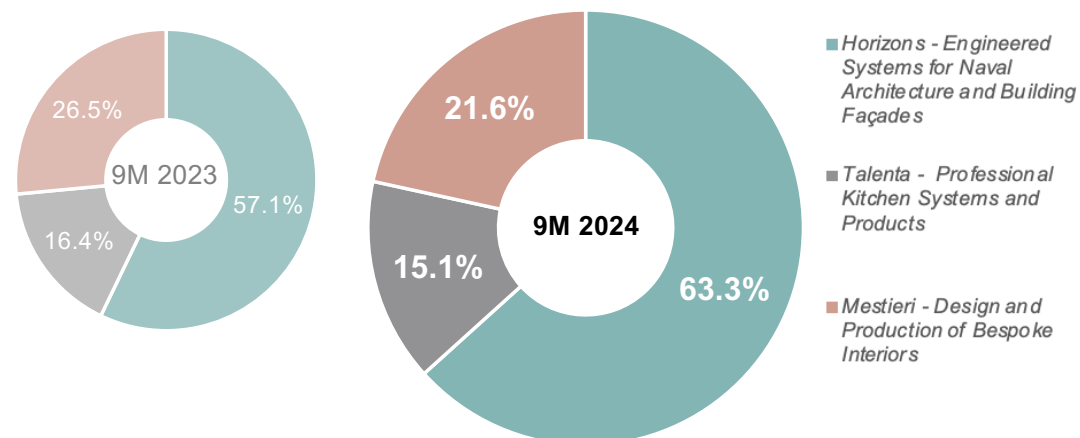
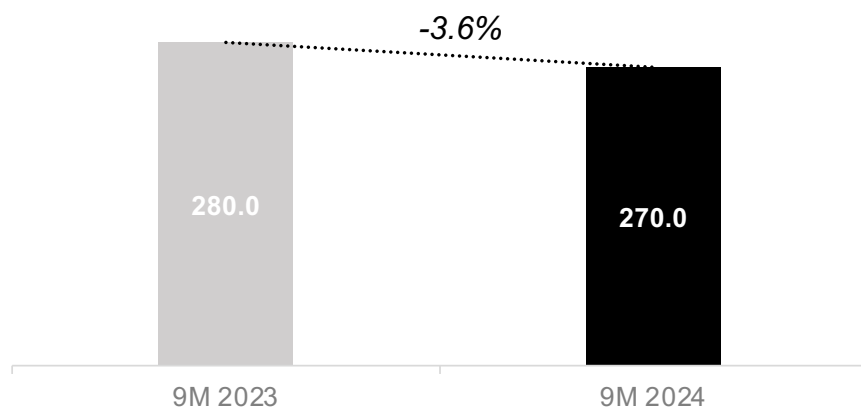
CONSOLIDATED REVENUES STILL IMPACTED BY A TEMPORARY DOWNTURN

TOTAL REVENUES AS 30 SEPTEMBER 2024*

€m

REVENUES BREAKDOWN BY DIVISION*

% on total



- 9M 2024 revenues were still impacted by a temporary time shifting in projects within **Mestieri** and **Talenta** divisions, partially offset by increased revenues from **Horizons** division, driven by strong performance in naval refitting (as highlighted on June 30, 2024);
- **Horizons**, accounting for 63,3% of revenues, continues to show growth in a market with highly promising future prospects;
- Revenues from **Mestieri** were also impacted by the effects of an internal reorganization aimed at strengthening the operational structure, resulting in a slowdown in growth performance.

*unaudited management figures

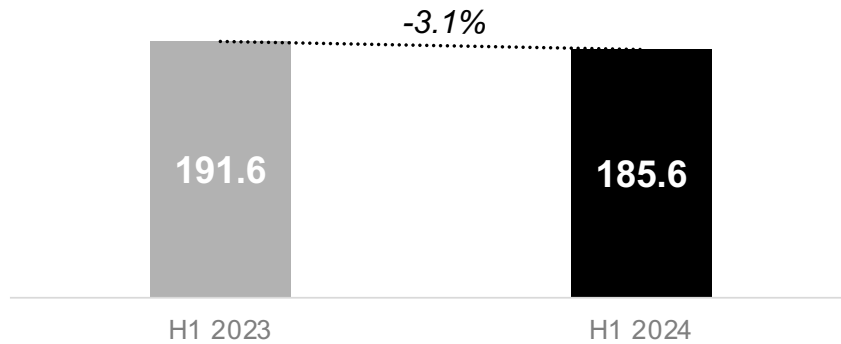
REVENUES AS 30 JUNE 2024



TOPLINE SLIGHTLY AFFECTED BY ORDER TIMING SHIFT IN THE SECOND HALF OF THE YEAR

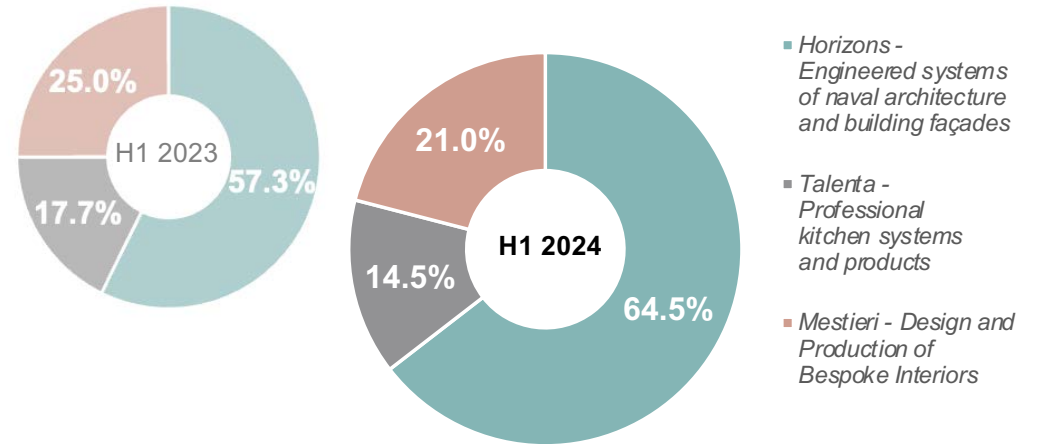
TOTAL REVENUES

€m



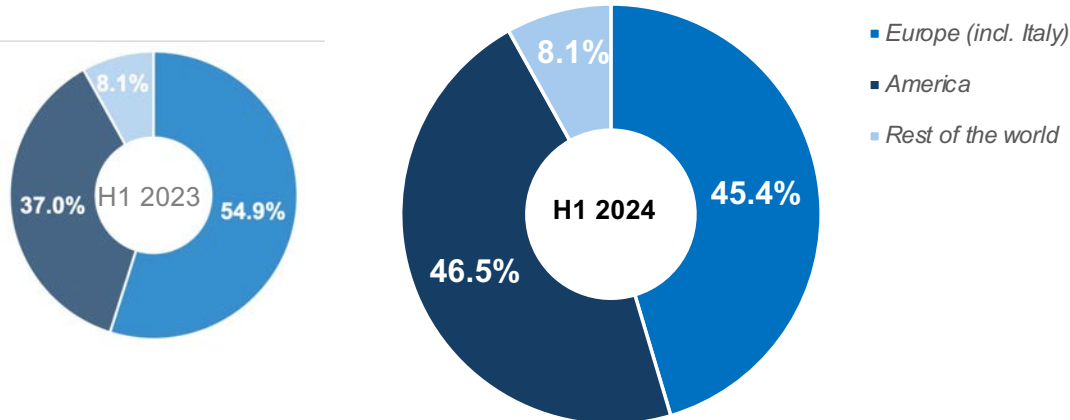
REVENUES BREAKDOWN BY DIVISION

% on total



REVENUES BREAKDOWN BY GEOGRAPHY

% on total



- Lower YoY revenues, primarily due to the time shifting of orders in the **Talenta** and **Mestieri** divisions.
- The decrease offset by **Horizons** contributions mainly attributable to the increase in ship refitting volumes.
- H1 2023 revenues benefited from the contribution of a major order for **Mestieri** through the subsidiary Hysea (a company that has not developed new orders in 2024).

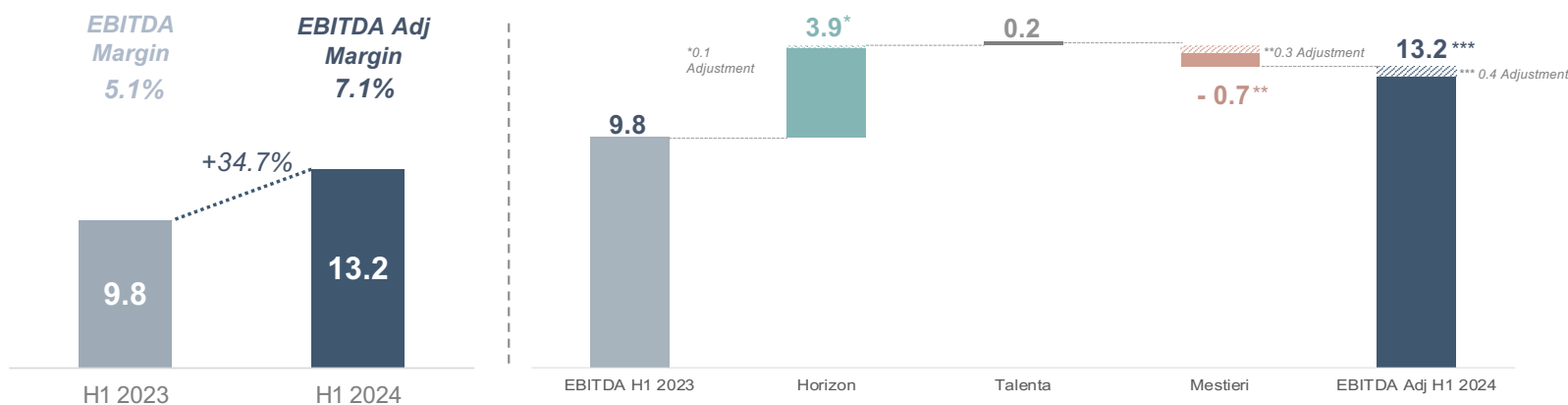
H1 2024 OPERATING PROFITABILITY



SIGNIFICANT IMPROVEMENT OF MARGIN, MAINLY DRIVEN BY HORIZONS DIVISION

EBITDA ADJ AND EBITDA ADJ MARGIN OF THE GROUP

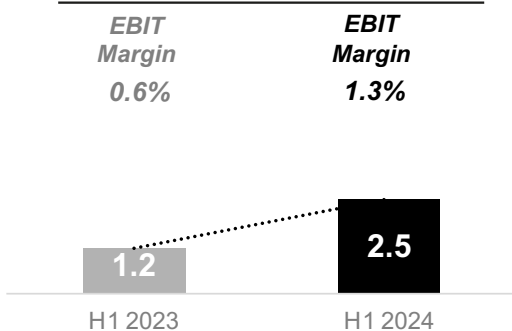
€m/%



- The Horizons division significantly boosted margin recovery (+3.9 €m) thanks to the refitting in the glazing sector and the civil sector in the US.
- Adjustments amounting to 0.4 €m refer to non-recurring items related to the organizational restructure in Mestieri and Horizons divisions.

EBIT AND EBIT MARGIN

€m/%



Group's EBIT as 30 June 2024 was mainly impacted by:

- Write-downs related to the recording of the impairment loss in the Professional Cooking Equipment.

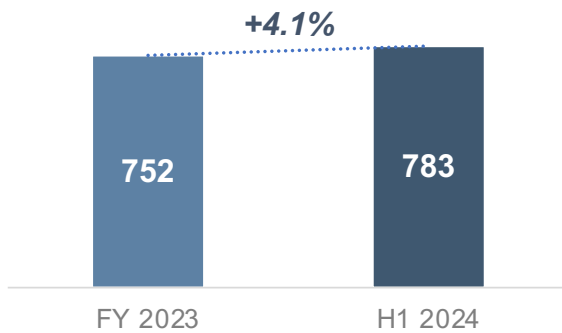


ORDER BACKLOG AS 30 JUNE 2024

BACKLOG IMPROVENT (+4.1%) DRIVEN BY MESTIERI DIVISION

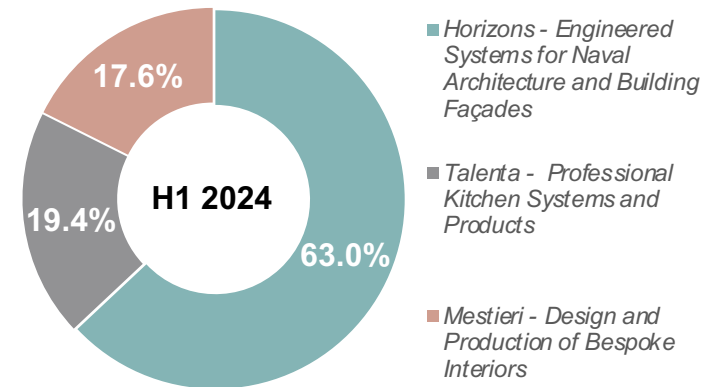
BACKLOG

€m



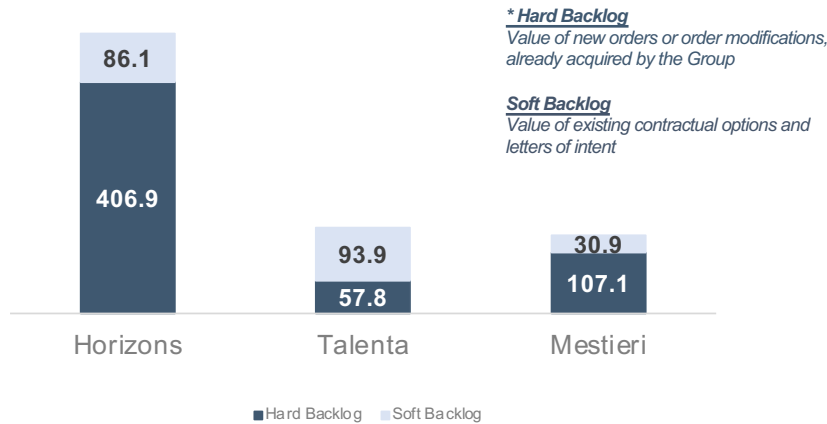
BACKLOG BREAKDOWN BY DIVISION

%



BACKLOG AT 2031 BY TYPE(*)

%



- Both **Horizons** and **Mestieri** divisions benefit from the recovery of volumes in the marine sector driven by the increase in investments announced during 2024 by major shipowners.
- **Mestieri's** contribution is led by new orders contracted within the luxury retail sector, confirming the development strategy undertaken by the Group in the last period.

SOLID BACKLOG STRENGTHENED BY A STRONG ACCELERATION IN 2024

APPROX. 300 MILLION EURO ORDERS AWARDED IN 2024 MAINLY BY HORIZONS DIVISION



BACKLOG EVOLUTION IN 2024 BY DIVISION

HORIZONS
ENGINEERED SYSTEMS FOR
NAVAL ARCHITECTURE AND
BUILDING FAÇADES



+220

€ MLN
including*



JUN 24
63.4 € mln

DEC 24
65.0 € mln



JAN 24
38 \$ mln

APR 24
18 \$ mln

NOV 24
50 \$ mln



TALENTA
PROFESSIONAL KITCHEN
SYSTEMS AND PRODUCTS



+35

€ MLN
including*



OCT 24
36 € mln



MESTIERI
DESIGN AND PRODUCTION OF
BESPOKE INTERIORS



+45

€ MLN
including*



APR 24
Approx. 33 € mln

JUL 24
13.2 € mln



TOTAL BACKLOG SECURED IN 2024

~ 300

€ MLN



BACKLOG ALREADY SECURED IN 2025*

35

€ MLN

** orders announced by the Group in 2025

* orders announced by the Group during 2024

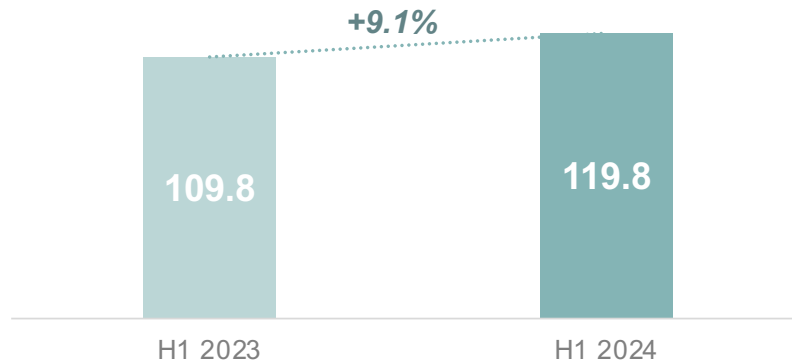


HORIZONS (H1 2024)

REVENUES UP BY 9.1% WITH A STRONG IMPROVEMENT IN MARGIN

REVENUES OF THE DIVISION

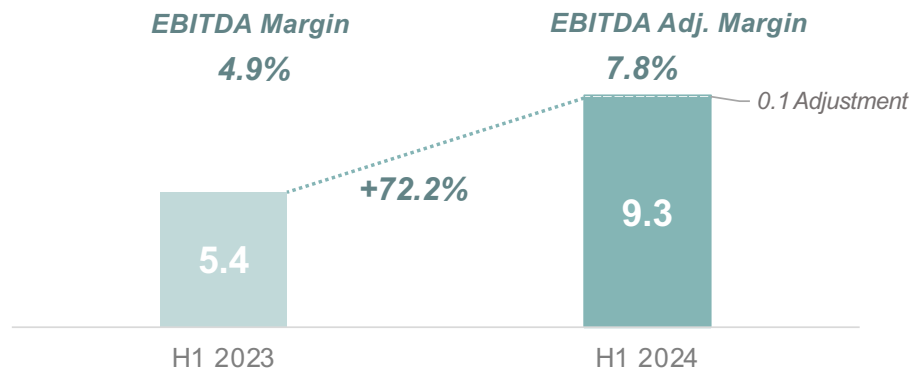
€m



- The marine division is confirming its **growth trend (+9.1%)** in a rapidly expanding market.
- Positive results have been further **boosted by contribution from the refitting** sector and robust demand in the U.S. façades market (Fabbrica LLC).

EBITDA ADJ AND EBITDA ADJ MARGIN OF THE DIVISION

€m/%



- **Horizons'** contribution to margin recovery, is primarily driven by the **marine glazing** sector, thanks to the **stabilization of production costs** and growth in **refitting projects**.
- The **civil façades market**, through the US subsidiary also positively impacted the improvement of operating result.

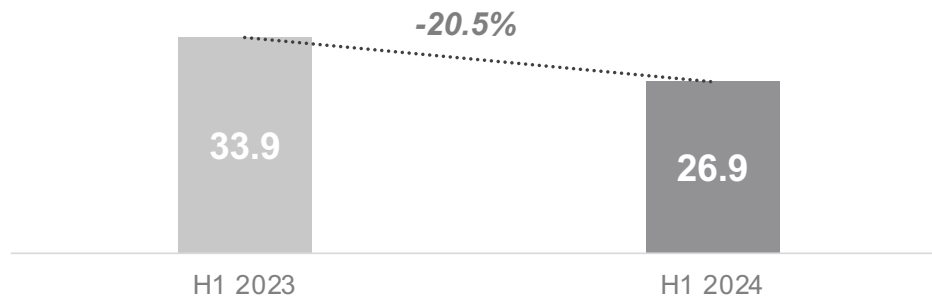


TALENTA (H1 2024)

REVENUES DECREASED BY 20.5% OFFSET BY A STRONG PROFITABILITY RECOVERY

REVENUES OF THE DIVISION

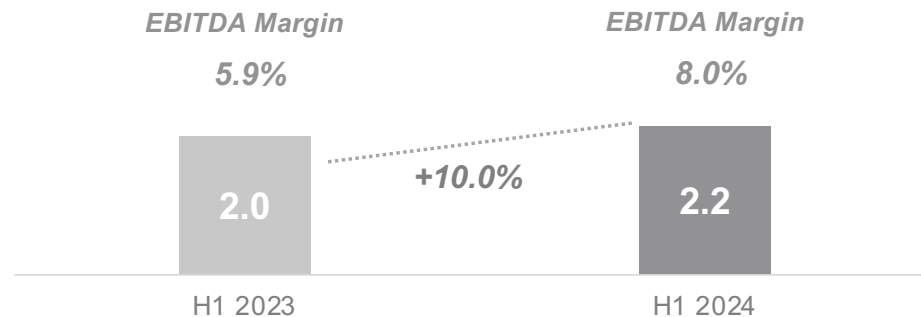
€m



- Contraction especially at the beginning of 2023 in the professional cooking equipment sector.
- The division reported a 7.0 €m decrease in turnover, mainly due to a different timeline in the progression of works related to systems and products for professional kitchens in the naval sector.
- Positive contribution from the companies dedicated to the design and construction and the production of pizza equipment.

EBITDA AND EBITDA MARGIN OF THE DIVISION

€m/%



- The improvement of the EBITDA margin is to be attributed to the cost efficiency process initiated in the professional kitchen production.

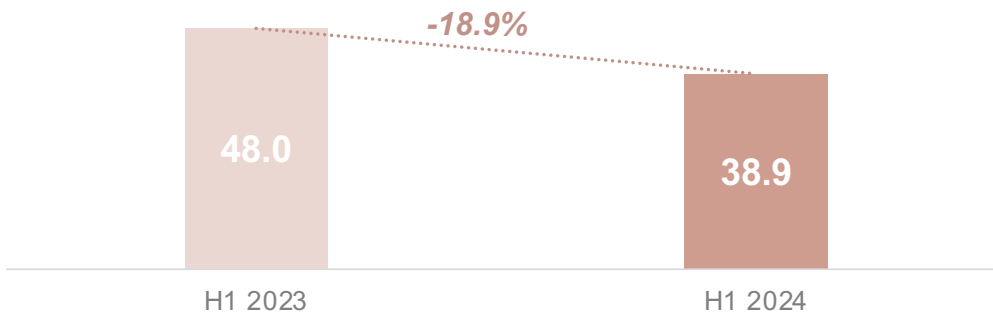


MESTIERI (H1 2024)

TOPLINE REDUCTION IN VOLUMES AFFECTING ALSO THE MARGINALITY

REVENUES OF THE DIVISION

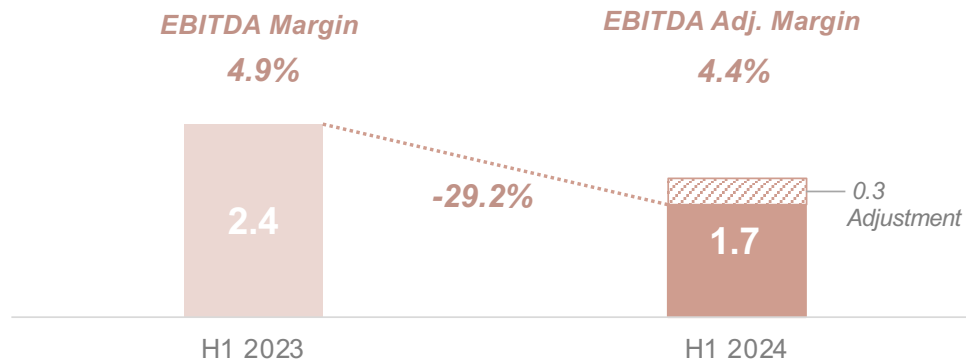
€m



- The decrease is mainly attributable to the subsidiary Hysea, which in the first half of the year had revenues of **4.5 €m**, whereas in 2024, with the conclusion of ongoing projects, it has not developed new orders.
- Additional reduction is linked to the timing of TSI's interiors projects compared to the first half of 2023, in which the company experienced a production peak.

EBITDA ADJ AND EBITDA ADJ MARGIN OF THE DIVISION

€m/%



- Margins was impacted primarily by the decrease in volume.
- Positive effect from Mestieri S.p.A. and Mestieri USA fostering market synergies among the companies Budri S.r.l., Skillmax S.r.l., Lamp Arredo S.r.l., and Gino Ceolin S.r.l.

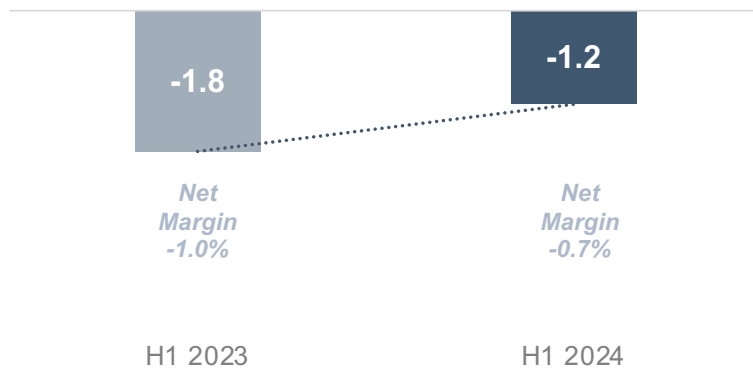
NET RESULT AND CASH FLOW AS 30 JUNE 2024



NET RESULT AFFECTED BY NON - RECURRING ITEMS. STRONG CASH GENERATION

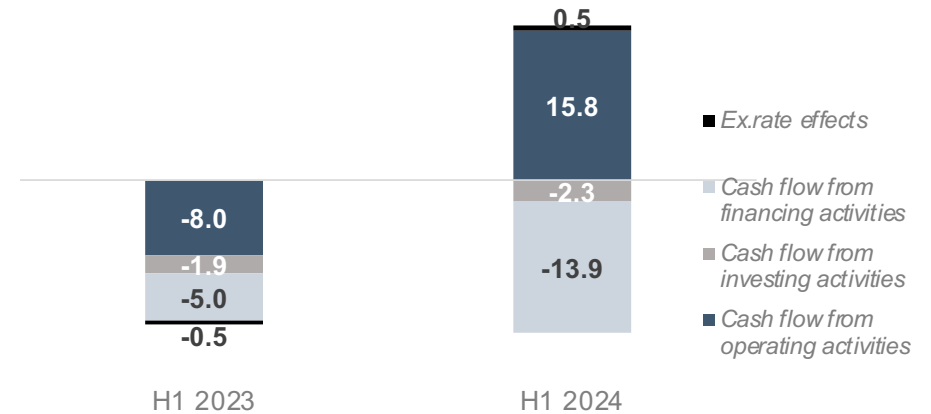
CONSOLIDATED NET RESULT

€m/%



CASH FLOW

€m



- Consolidated net result at the end of the first semester was strongly impacted by impairment loss related to Talenta division.
- Net financial charges to the extent of **0.9 €m** related to the rising cost of the short-term debt component.
- Impact from income taxes of **1.7 €m** (0.7 €m in H1 2023).

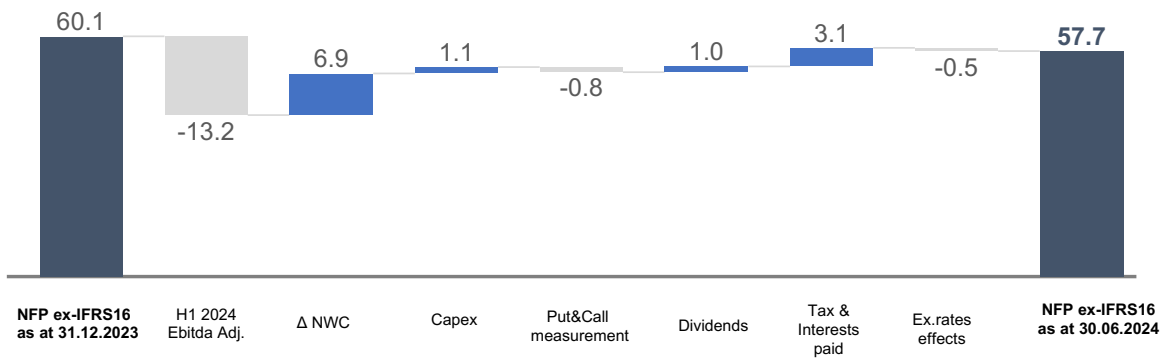
- Cash flow from operating activities positively impacted by the operations and more efficient working capital management strategy.
- Cash flow from investing activities in line with the previous period.
- Cash flow from financing activities was strongly impacted by debt repayments of **11.9 €m** (mainly related to Somec standalone).



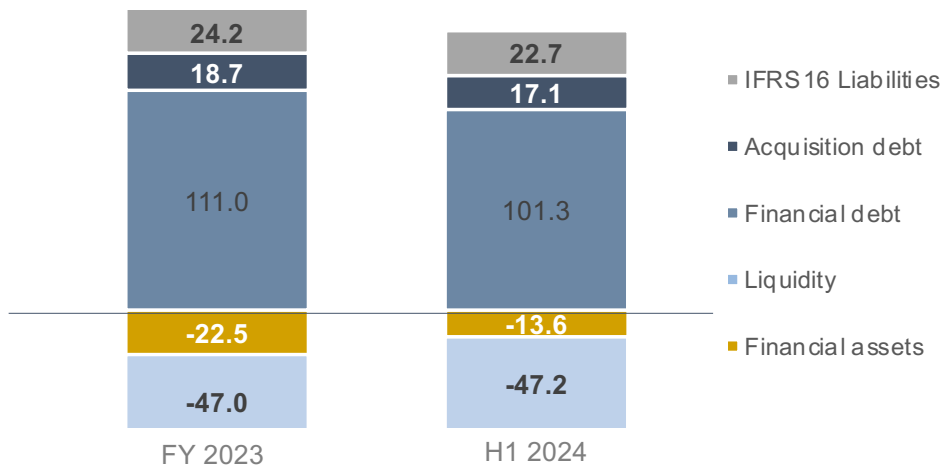
NET FINANCIAL POSITION AS 30 JUNE 2024

IMPROVEMENT OF THE FINANCIAL POSITION DRIVEN BY A MORE EFFICIENT OPERATING ACTIVITIES

EVOLUTION OF NET FINANCIAL POSITION ex-IFRS16 €m



COMPOSITION OF NET FINANCIAL POSITION €m



- Cash flow from operating activities up for **15.8 €m**.
- Impact of earn-out payment of Fabbrica for **1.3 €m**.
- **Capex for 1.1 €m** as the business is low capital intensive.
- **Dividend payout for 1.0 €m** to Fabbrica minorities.

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- ANNEX**





H1 2024 CONSOLIDATED INCOME STATEMENT

RECLASSIFIED

<i>Euro/000</i>	30.06.2024	%	30.06.2023	%	Δ	Δ %
Revenue from contracts with customers	183,914	99.1%	190,146	99.2%	(6,232)	-3.3%
Other revenues and income	1,650	0.9%	1,442	0.8%	208	14.4%
Total revenues	185,564	100.0%	191,588	100.0%	(6,024)	-3.1%
Materials, services and other costs	(138,903)	-74.9%	(150,257)	-78.4%	11,354	-7.6%
Personnel costs	(33,474)	-18.0%	(31,543)	-16.5%	(1,931)	6.1%
Operating costs	(172,377)	-92.9%	(181,800)	-94.9%	9,423	-5.2%
EBITDA adjusted	13,187	7.1%	9,788	5.1%	3,399	34.7%
Non-recurring costs	(436)	-0.2%	-	0.0%	(436)	n.a.
EBITDA	12,751	6.9%	9,788	5.1%	2,963	30.3%
Depreciation and amortisation	(10,280)	-5.5%	(8,607)	-4.5%	(1,673)	19.4%
EBIT	2,471	1.3%	1,181	0.6%	1,290	109.2%
Net financial income (expenses)	(2,060)	-1.1%	(2,367)	-1.2%	307	-13.0%
Net results from associate companies	48	0.0%	46	0.0%	2	4.3%
EBT	459	0.2%	(1,140)	-0.6%	1,599	-140.3%
Income taxes	(1,682)	-0.9%	(699)	-0.4%	(983)	140.6%
Consolidated Net Result	(1,223)	-0.7%	(1,839)	-1.0%	616	-33.5%
Non-controlling interests	918	0.5%	467	0.2%	451	96.6%
Group Net Result	(2,141)	-1.2%	(2,306)	-1.2%	165	-7.2%



H1 2024 CONSOLIDATED STATEMENT OF FINANCIAL POSITION

RECLASSIFIED

<i>Euro/000</i>	30.06.2024	31.12.2023 restated
Intangible assets	50,552	55,143
<i>of which Goodwill</i>	35,620	37,423
Tangible assets	18,496	19,109
Right-of-use assets	22,210	23,936
Investments in associates	335	339
Non-current financial assets	257	257
Other non-current assets and liabilities	(8)	(548)
Employee benefits	(5,807)	(5,841)
Net fixed assets	86,035	92,395
Trade receivables	78,255	73,511
Inventory and payments on account	25,231	23,699
Contract work in progress	35,646	36,200
Liabilities for contract work in progress and customer advances	(46,466)	(49,052)
Trade payables	(79,378)	(74,904)
Provisions for risk and charges	(1,458)	(1,086)
Other current assets and liabilities	241	3,202
Net working capital	12,071	11,570
Net invested capital	98,106	103,965
Group equity	(14,909)	(16,910)
Non-controlling interest in equity	(2,849)	(2,748)
Net financial position	(80,348)	(84,307)
Sources of funding	(98,106)	(103,965)



H1 2024 CONSOLIDATED NET FINANCIAL POSITION

<i>Euro/000</i>	30.06.2024	31.12.2023	Δ
A. Cash and cash equivalents	61	46	15
B. Bank deposits	47,092	46,916	176
C. Total liquidity (A+B)	47,153	46,962	191
D. Current financial assets	12,775	21,888	(9,113)
E. Current bank debt	(37,544)	(35,356)	(2,188)
F. Current portion of long-term debt	(19,435)	(62,432)	42,997
G. Other current financial liabilities	(3,358)	(4,467)	1,109
H. Current financial position (E+F+G)	(60,337)	(102,255)	41,918
I. Current net financial position (C+D+H)	(409)	(33,405)	32,996
J. Non-current financial assets	781	631	150
K. Non-current bank debt	(44,048)	(12,842)	(31,206)
L. Bonds issued	-	-	-
M. Other non-current financial liabilities	(13,979)	(14,512)	533
N. Non-current financial position (J+K+L+M)	(57,246)	(26,723)	(30,523)
O. Net financial position before IFRS 16 (I+N)	(57,655)	(60,128)	2,473
P. IFRS 16 – Lease impact	(22,693)	(24,179)	1,486
Current portion	(4,827)	(5,188)	361
Non-Current portion	(17,866)	(18,991)	1,125
Q. Net financial position (O+P IFRS 16 impact)	(80,348)	(84,307)	3,959



H1 2024 CONSOLIDATED CASH FLOW STATEMENT

RECLASSIFIED

<i>Euro/000</i>	30.06.2024	30.06.2023
Cash flows from operating activities	15,833	(7,953)
Cash flows from investing activities	(2,299)	(1,931)
Free Cash Flow	13,534	(9,884)
Cash flows from financing activities	(13,853)	(4,955)
Effect of exchange rate changes on cash and cash equivalents	510	(463)
Net cash flow	191	(15,302)
Cash and cash equivalents at the beginning of the period	46,962	54,344
Cash and cash equivalents at the end of the period	47,153	39,042

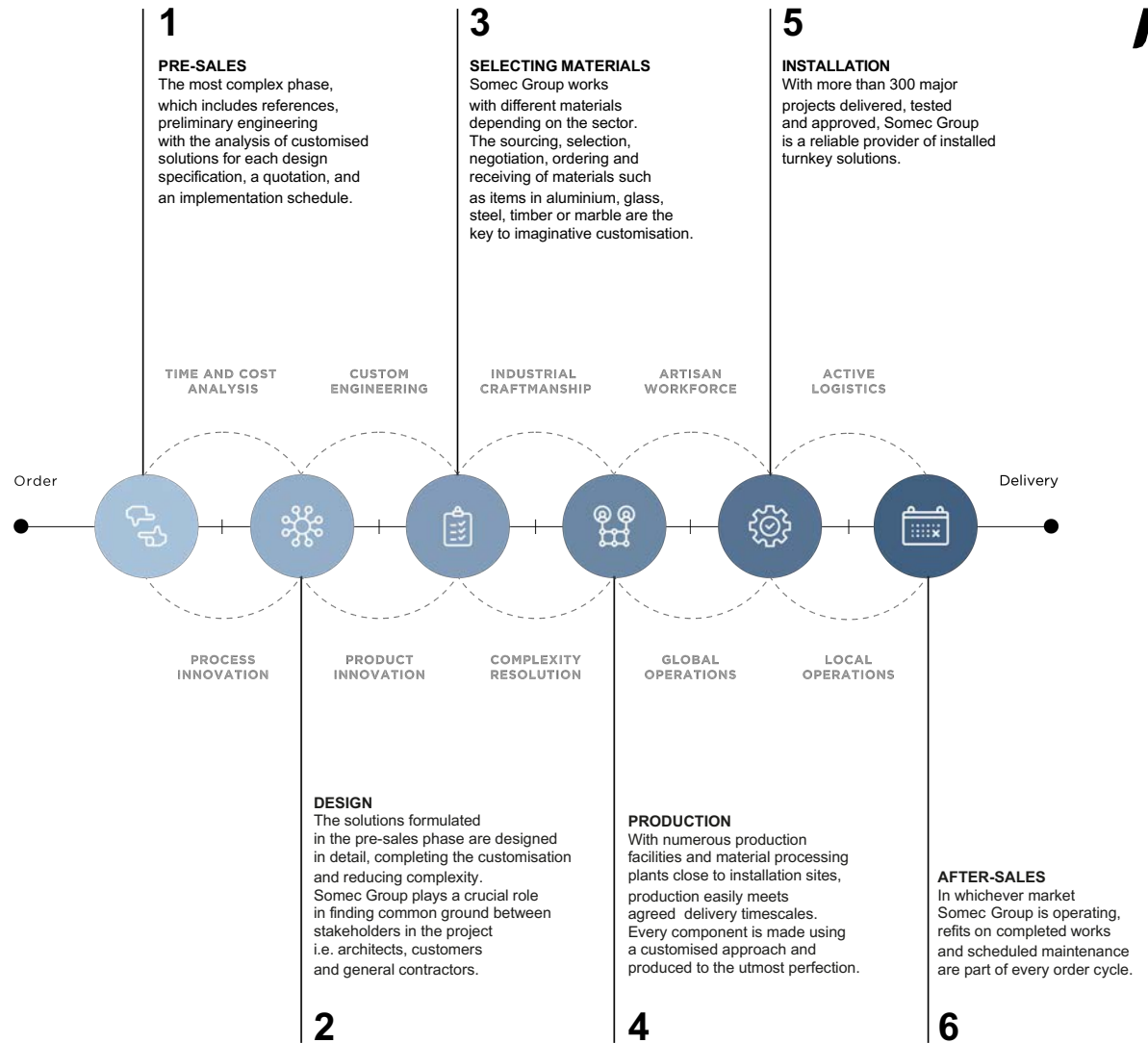
PROJECT CYCLE

The operation model is common to all of Somec Group's business areas and sets itself apart thanks to the development of original systems and the in-house management of the entire production process. As a result, Somec Group differs from the majority of those competitors who only operate as contractors and do not manufacture.

A Group of companies with strong common points and synergies. In-house designing and manufacturing enable the exploitation of deep synergies and put the Group in the leading side of the high-end segment of the markets.

The marine and civil engineering DNA that has formed in some companies over years of accreditation and complexity, assists Somec Group in being a reliable partner in new projects.

6 phases are common to all of the Group's orders, in line with a continuous cycle of improvement led by management and directed at margins and scalability.





INVESTING IN PEOPLE IS INVESTING IN THE FUTURE



*"People are the greatest asset in a company.
The continuous innovation at customer's service
and the constant enhancement of performances
are the objectives reached by working in team."*

Oscar Marchetto

Attracting and retaining talent is pivotal for our success.

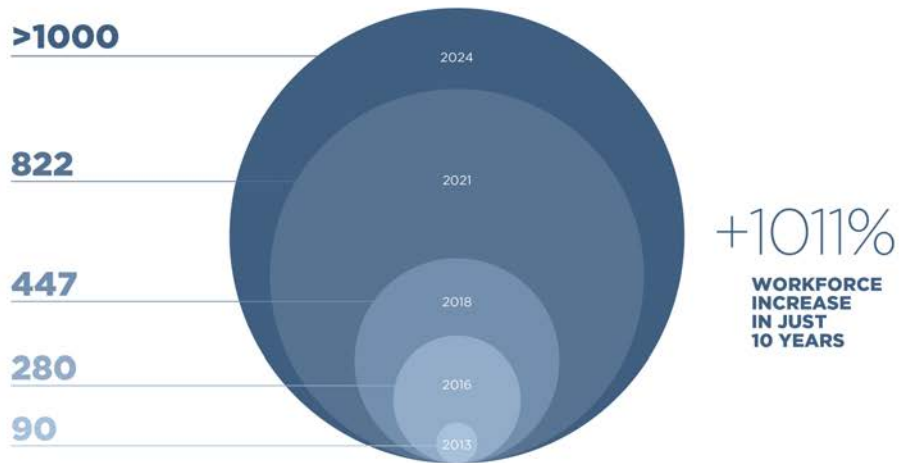
People empowerment is a key point of our strategy which goes hand in hand with maintaining high level performance and reliability.

Innovation is a process on the go, that binds experience and creative effort, partnership with clients and experimenting. Every Design and R&D departments of Somec Group's companies works to develop outstanding innovative products able to transfer aesthetic solutions and know-how that are meant to suit the requirements of the most prominent architecture firms and to continuously improve technical capabilities consolidating the leadership in every sector.

PEOPLE EMPOWERMENT



TEAM GROWTH



TOTAL INTERNAL MANAGEMENT



Somec Group organization boasts an experienced and skilled team that grows day by day through an on going program of training and development. People empowerment is a key point of its strategy to maintaining high level.



DEVELOPING, PRESERVING AND PASSING ON THE ITALIAN KNOW-HOW



Somec Group was set up and developed as a local business based on the skilled hands of expert craftsmen. As it has expanded, it has always recognised the priceless value of Italian expertise, which is precise when it comes down to fine detail and unique when it comes to style, defining it as a precious asset, and making it a moral duty to preserve and pass it on to future generations.

Somec Group is investing in training and education, to give some of the precious knowledge that has made the company successful back to the crafts and trades that are woven into Italian territory and beyond.

The Group is committed to setting up an Academy to:

●
Support the master craftsmen by enabling them to pass on their culture and protect their knowledge and legacy.

● ●
Outline a training path for young talents interested in learning the profession of the master craftsmen.

● ● ●
Establish collaborations with universities and schools to launch research and innovation projects.

HEAD, HEART, HANDS. WE MAKE THE FUTURE



We collaborate with the greatest architects and designers at the service of the major shipbuilders, building developers and luxury brands all over the world.

In the most beautiful cruise ships, serving large shipowners

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AMERICAN CRUISE LINES
AZAMARA CRUISES
CARNAVAL CRUISE LINE
CELEBRITY CRUISES
COMPAGNIE DU PONANT
COSTA CRUISES
CRYSTAL CRUISES
CUNARD LINE
DISNEY CRUISE LINE
DREAM CRUISES
HAPAG-LLOYD CRUISES
HOLLAND AMERICA LINE
MSC CRUISES
NORWEGIAN CRUISE LINE
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P&O CRUISES
PRINCESS CRUISES
REGENT SEVEN SEAS CRUISES
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EPFL - LES TRIAUCES
EPFL - BÂTIMENT BI
EPFL - BÂTIMENT ME
FENWAY CENTER PHASE II
GALLERIA BARCELLA
GARAGE WEST OFFICE TOWER
GOOGLE CAMBRIDGE HEADQUARTERS
HERA HEADQUARTERS
HOTEL SHERATON ANNABA
HOTEL SHERATON FOUR POINTS
HUDSON COMMONS
ICE SNEI HEADQUARTERS
MANHATTAN WEST
MARBLE COLLEGIATE CHURCH TOWER
MASSMUTUAL HEADQUARTERS
MIT KENDALL SQUARE SITE 5
NO. 1 GROSVENOR SQUARE
PAQUEBOT
PENDRY MANHATTAN WEST
RAGON INSTITUTE
SVEN
TERMINAL WAREHOUSE
THE 105 BY BREAKTHROUGH
THE JACX
THE SUDBURY
THE WHARF - PARCEL 6-7
TSAI CITY - YALE UNIVERSITY
TWA FLIGHT CENTER
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CAFFÈ DELL'ORO
CIPRIANI
CRACCO PORTOFINO
CRAZY FISH
DOMAINE DE BAULIEU
DUTCH EMBASSY
FACEBOOK
GAZPROM
GEORGE RESTAURANT
GRAND HOPITAL DE CHARLEROI
GRAND HOTEL PARKER'S
GRAND HOTEL VICTORIA
HARRY'S BAR CIPRIANI
HOTEL HILTON
HOTEL BRUNELLESCHI
HOTEL PRINCIPE DI PIEMONTE
LA DOLCE VITA
ONE ZA'ABEEL
PARK HYATT
PETER BRUNEL
RESTAURANT BULGARI
RESTAURANT GRAND ROYAL
RESTAURANT PETITE ROYAL
RESTAURANT SANTA ELISABETTA
SARATOV
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SEA HOUSE
SENSO MART
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FERRARI
FOUR SEASON HOTEL
HARD ROCK HOTEL
HERMÈS
HILTON
HUAWEI
JIMMY CHOO
JUST CAVALLI
LA SAMARITAINE
LOUIS VUITTON
LUXOTTICA
LVMH
MAX MARA
MISSONI
MONCLER
MONTBLANC
MUSEE DE L'HOMME
MUSÉE DE LA MARINE

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VERIZON
VICTORIA'S SECRET
YVES SAINT LAURENT

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“

(...) The truth is that the technical, industrial and craft expertise of our people, and the freedom with which everyone in the Group can be innovative, give us the energy to pursue our dream - to become the hub of Italian construction quality.

”

OSCAR MARCHETTO
CHAIRMAN & CEO