

COMPANY PRESENTATION

Mid & Small Virtual

3 July 2025



1. COMPANY OVERVIEW

- 2. FINANCIAL RESULTS
- 3. Q&A

ANNEX





SOMEC GROUP



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

Somec Group encompasses an ecosystem of expert companies specialised in engineering, design and deployment of complex turnkey projects in both civil and naval engineering. Our companies excel through integrated and synergistic operations, strictly adhering to quality and safety standards while offering high levels of customization and expertise in processing various materials-essential for high value-added projects.

With over 40 years of history, Somec Group's presence spans 12 countries and 3 continents, boasting 18 production plants and more than 1,000 people. Somec SpA has been listed on the Italian Stock Exchange since 2018.



We are reputable and reliable partners of excellence, thanks to our functional engineering and design management abilities, our competence in materials and the expertise we bring

to our projects.



We serve as the hub of Italian construction quality, aggregating corporate and knowledge resources from extraordinary and globally recognised competencies, all dedicated to complex and highly specialised construction projects.



Our Group firmly believes in freedom as a core value for every individual

 be it an engineer, skilled worker or craftsperson.
 We continuously seek innovative solutions and processes to ensure the best outcome for every project.



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

With the acquisitions of Oxin and Inoxtrend, the company becomes a Group and enters the segment dedicated to professional kitchen systems and product, in the naval and civil sectors

Hysea is born and the Group enters the **naval interiors** industry

2018

Listing on the Italian stock exchange (AIM)

The Group acquires Fabbrica, entering the **architectural envelopes** business in the US

2019-21

The expansion strategy continues through the acquisitions of TSI, GICO, Primax, Pizzagroup, Skillmax and the launch of Fabbrica Works

2022

The Group acquires Bluesteel and, as an extension of its **bespoke interiors** division, establishes Mestieri and completes the acquisition of Budri and Lamparredo

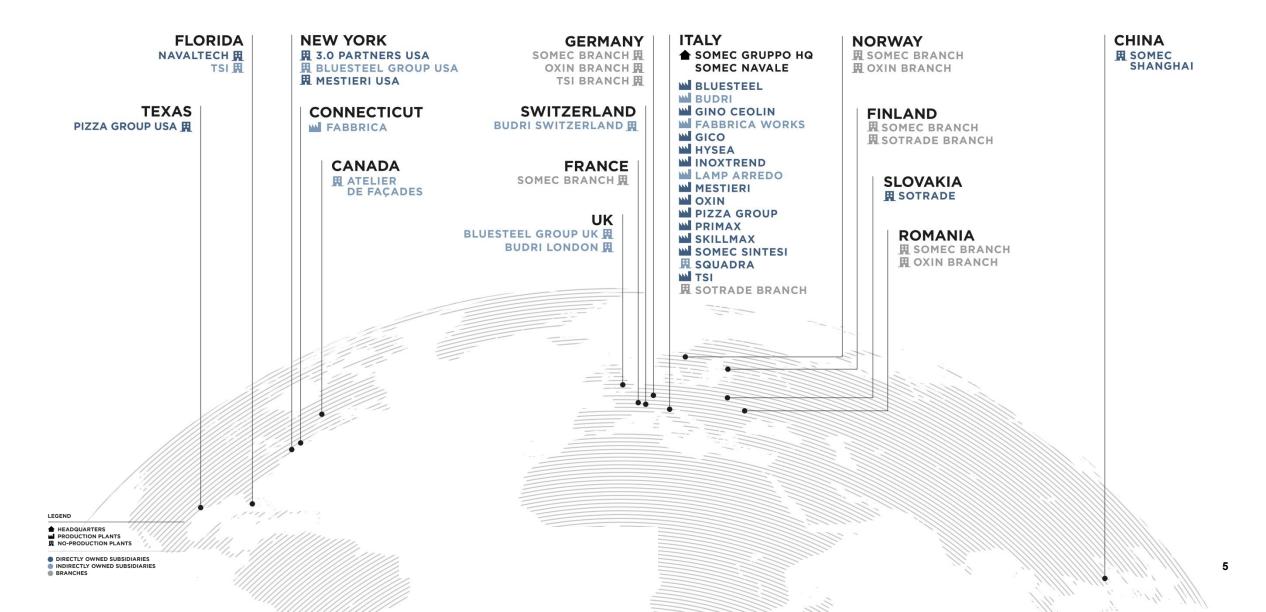
It strengthens its presence in the United States by creating Pizzagroup USA and Mestieri USA 2023-24

The Group acquires Gino Ceolin company through its direct subsidiary Mestieri

It continues its business and geographic diversification strategy

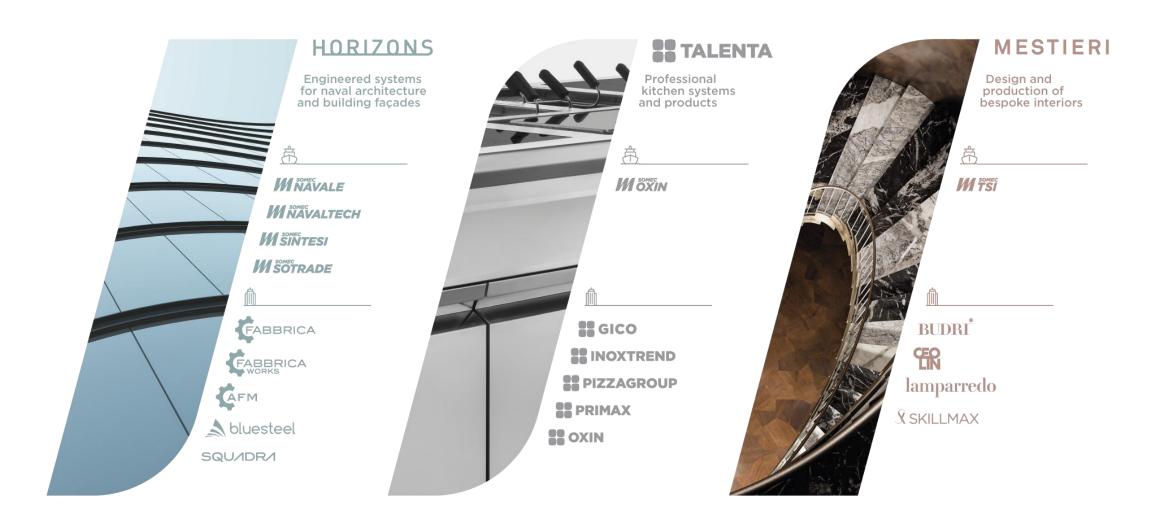
INTERNATIONAL PRESENCE







SOMEC GROUP HAS EMERGED AS A LEADER IN THREE KEY MACRO SEGMENTS



BRIGHT FUTURE FOR THE CRUISE INDUSTRY



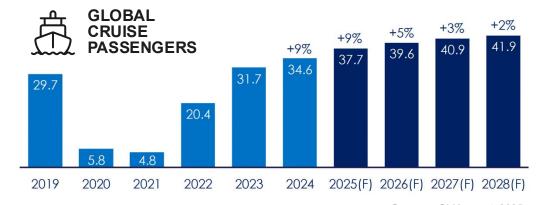
STRONG GROWTH DRIVEN BY FLEET EXPANSION, RISING PASSENGER VOLUMES, AND SUSTAINABILITY INVESTMENTS

MARKET OUTLOOK

- Global cruise passengers forecast to reach 37.7M in 2025, growing to 42M by 2028 (+41% from 2019) proving the resilience of the industry.
- **Fleet expansion**: 310 ships in 2025, up from 279 in 2022 more demand for outfitting, cabins, and public area fit-outs, focusing in bigger ships.
- Luxury cruise segment tripled since 2010 → more bespoke interiors, premium finishes, new customised spaces.

KEY TRENDS AND OPPORTUNITIES

- >70% of ships are small-to-mid size → increased demand for custom design and integration capabilities.
- Sustainability investments: shipyards and cruise lines investing in lowemission and hybrid tech → refitting and newbuild opportunities.
- Multi-generational & solo travel rising → increased demand for flexible, modular, and smart accommodation solutions.



Sources: CLIA report, 2025





- Tumkey capabilities (design-to-installation)
- Strong relationships with leading shipbuilders
- Innovation in design and production solutions with high-value-added materials and new technologies



BUILDING A BETTER FUTURE EVERY DAY



Somec Group embraces responsibility. In a time where technology enables high-performance and sustainable solutions, we ensure full accountability for our environmental footprint.

Since 2021, Somec Group has been publishing its Sustainability Report - Consolidated Non-Financial Statement, aligned with Directive EU 2014/95 (the Barnier Directive).

Here are recent actions taken according to the approved Sustainability Plan.

GHG inventory expansion: covering the entire corporate perimeter and adding more Scope 3 categories.

Corporate Social Reporting Directive Compliance: from double materiality analysis and stakeholder engagement to updating data points for the 2024

Sustainability Report.

Active participation: engaging in discussions and work tables, such as the Sustainability Group at Confindustria Veneto Est and the Polytechnic University of Milan's Digital & Sustainable Observatory.

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Q1 2025 REVENUES*

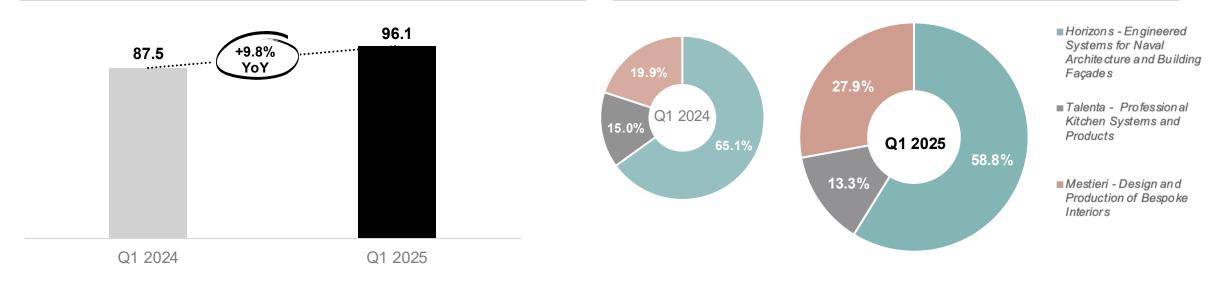


CONSOLIDATED REVENUES

TOTAL REVENUES AS 31 MARCH 2025*



% on total



- Revenues reached 96.1 €m in Q1 2025, marking a +9.8% YoY growth, supported by geographic and business line diversification.
- Mestieri division surged +53.4%, driven by bespoke interior projects across Europe and the U.S., reaffirming the strategic value of artisanal excellence.
- Horizons and Talenta divisions remained stable, with Horizons and Talenta in line with expectations and ongoing project continuity.

2024 FINANCIAL HIGHLIGHTS: STRONG FULL-YEAR PERFORMANCE



REVENUES GROWTH, EXCELLENT EBITDA IMPROVEMENT, AND STRENGTHENED FINANCIAL POSITION



NET FINANCIAL POSITION

(ex. IFRS16)

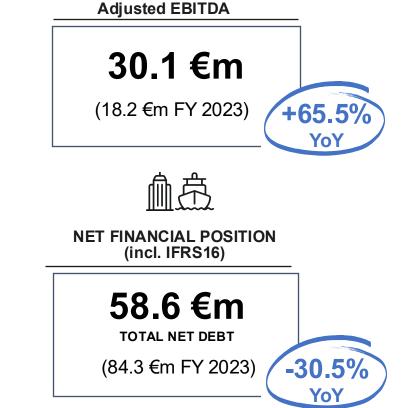
36.1 €m

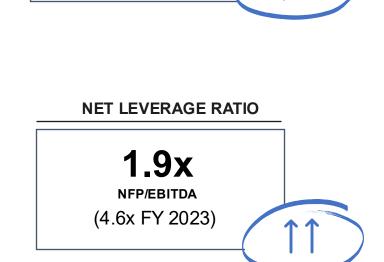
NET DEBT

(60.1 €m FY 2023)

-39.9%

YoY





Adjusted NET RESULT

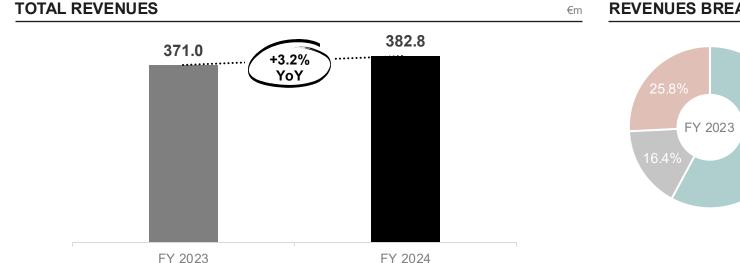
4.8 €m

(-10.4 €m FY 2023)

STEADY AND CONSISTENT TOP LINE GROWTH WITH REVENUES AT € 383 MILLION

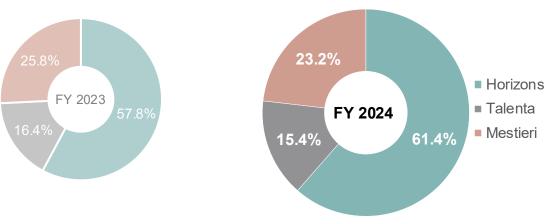


REVENUES UP 3.2%, DRIVEN BY THE STRONG PERFORMANCE OF THE HORIZONS DIVISION



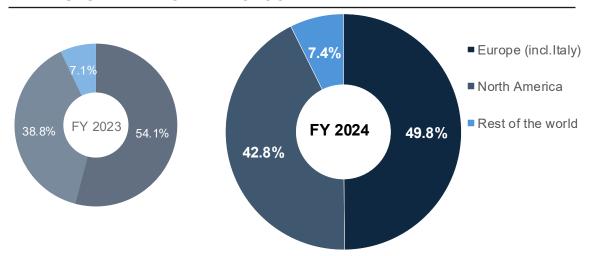
REVENUES BREAKDOWN BY DIVISION





REVENUES BREAKDOWN BY GEOGRAPHY





- Total revenues growth driven by a positive performance of the **Horizons** division with excellent results achieved by the refitting division;
- Revenues in the U.S. market continued to grow steadily, confirming the Group's increasing penetration.

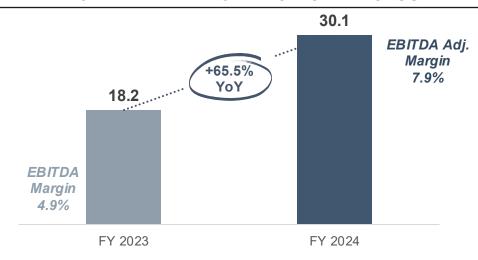
EXCELLENT IMPROVEMENT OF MARGINALITY, EBITDA ADJUSTED UP 65.5%



POSITIVE RESULTS BOOSTED BY HIGH-PERFORMING CONTRACTS IN THE MARINE GLAZING

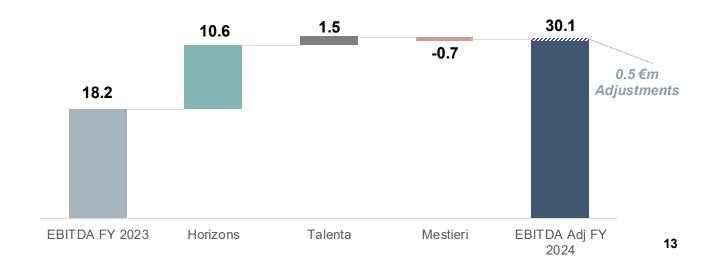
EBITDA ADJ. AND EBITDA ADJ. MARGIN OF THE GROUP





- Adjusted EBITDA up to 30.1 €m (7.9% margin) driven mainly by Horizons division, thanks to growth in naval glazing and high-value refitting orders;
- Civil glazing also strengthened its leadership in complex U.S. façade projects.

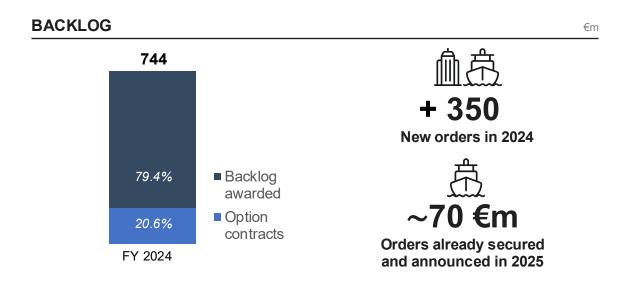
- Margin recovery was significantly supported by the Horizons division (+10.6 €m), driven by operational improvements resulting from refitting activities in the glazing segment;
- Adjustments totalling 0.5 €m refer to non-recurring items related to the organizational restructuring within the Mestieri and Horizons divisions.



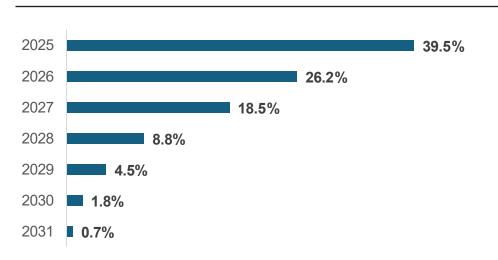
ORDER BACKLOG AS 31 DECEMBER 2024



UNLOCKING OPPORTUNITIES IN HIGH-GROWTH MARKETS WITH STRONG MOMENTUM



BACKLOG BREAKDOWN BY SCHEDULED YEAR



BACKLOG EVOLUTION

nr. ships



%

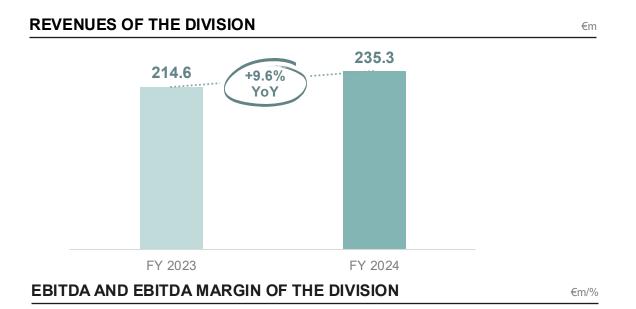
52 new cruise ships scheduled for delivery over the coming years **by major cruise operators**, confirming a robust pipeline of future opportunities.

Cruise line	Nr.ship on orderbook	Year of exp. delivery
Norvegian Cruise Line	8	2025-2036
Disney Cruise Line	7	2027-2031
MSC Cruises	6	2025-2030
Carnival Cruise Line	5	2027-2033
Vicking Cruises	5	2025 -2031
Royal Carribean	4	2025-2028
Oceania Cruises	3	2025 -2029
Crystal Cruises	3	2028-2032
Emerald Cruises	3	2026-2027
Regent Seven Seas	2	2026-2036
Celebrity Cruises	2	2025-2028
TUI Cruises	2	2025-2026
Princess Cruises	1	2025
Cunard Line	1	2025
TOTAL	52	

A growing share of the orderbook is coming also from **new players** and **emerging luxury brands** (Ritz-Carlton Yacht Collection, Four Seasons Yachts) which are entering the market with **exclusive**, **highly customized projects**.

HORIZONS

SOLID TOP-LINE GROWTH (+9.6%) WITH SIGNIFICANT IMPROVEMENT IN PROFITABILITY





 Growth was driven by the expansion of refitting and newbuilding activities in the naval segment, confirming the Group's proven ability to secure and deliver complex, highquality projects for leading shipyards and shipowners worldwide.



FY 2024

FY 2023

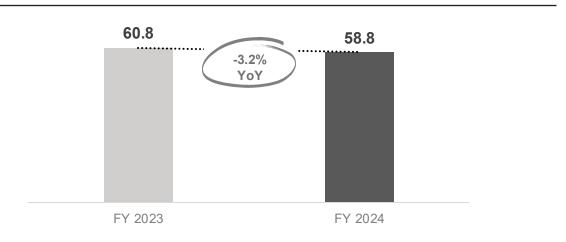
- EBITDA to 22.5 €m from 11.9 €m in the previous year, with the EBITDA margin improving to 9.6% due to of increasing high-value refitting projects;
- Glazing in the civil sector also recorded a solid performance improvement, further consolidating its leadership in the U.S. market for complex, engineering-intensive façade projects.

TALENTA

RESILIENT PROFITABILITY DESPITE 3.2% REVENUE DECLINE

REVENUES OF THE DIVISION

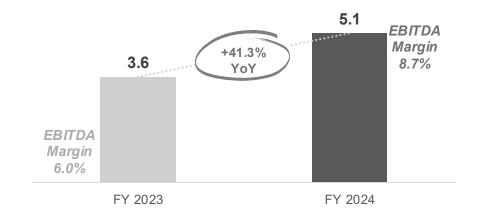




 Slight revenues contraction, down 3.2% to 58.8 €m compared to 60.8 €m in the previous year.

EBITDA AND EBITDA MARGIN OF THE DIVISION





- Improvement in profitability thanks to strong performance in naval kitchen projects;
- Additional contribution from companies focused on professional kitchen products, progressively benefiting from production efficiencies linked to ongoing industrial integrations.

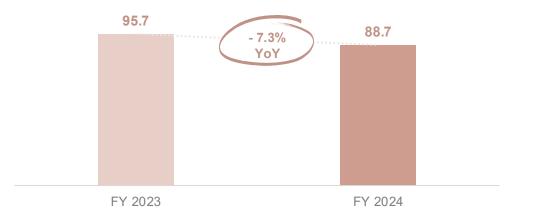
MESTIERI

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REDUCED VOLUMES WEIGHING ON PROFITABILITY

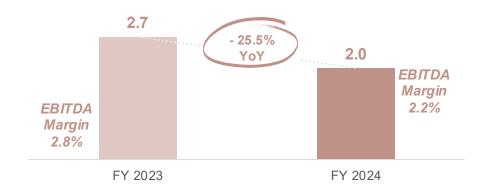
REVENUES OF THE DIVISION





EBITDA AND EBITDA MARGIN OF THE DIVISION





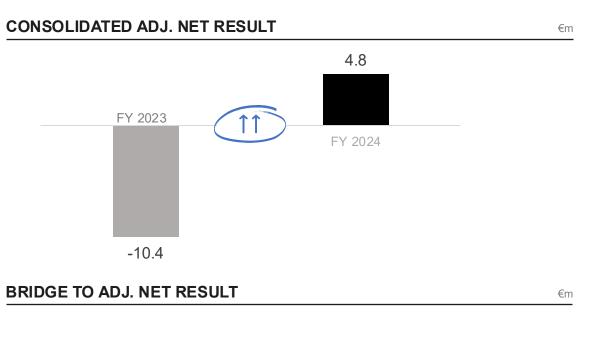
- Reported revenues of 88.7 €m, down 7.3% from 95.7 €m in 2023;
- The decrease is primarily attributable to a slowdown in activity at one Group company focused on naval interior projects.

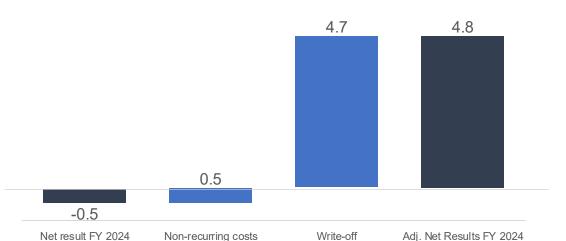
- EBITDA decline by 25.5% delivering a performance below expectations;
- Within the division, contrasting trends emerged: the naval interior segment continued to face margin pressure on currentyear orders, while the remaining areas recorded growth in both volumes and profitability.

NET RESULT AS 31 DECEMBER 2024



FROM LOSS TO RESILIENCE: PROFITABILITY BACK ON TRACK





- Adjusted consolidated net profit amounted to 4.8 €m, confirming the Group's ability to recover margins through a focus on high valueadded segments and operational efficiency;
- Reported consolidated net result was close to break-even, with a limited loss of 0.5 €m — a sharp improvement compared to the 10.4€m loss recorded in 2023;
- The recovery reflects the Group's strategic operating management efficiency and cost discipline, despite the continued impact of amortization and impairments related to recent acquisitions.

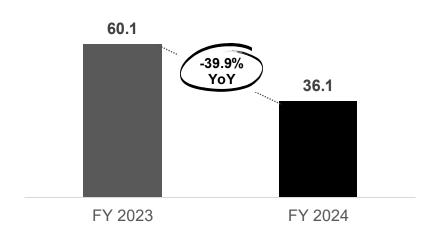
EXCELLENT IMPROVEMENT OF FINANCIAL POSITION



ROBUST DELEVERAGING REFLECTS SOUND FINANCIAL AND OPERATING MANAGEMENT

FINANCIAL POSITION EX-IFRS16 - net debt

€m/%

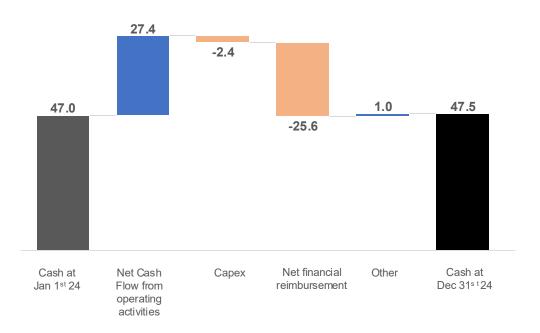


- Net Financial Position (excluding IFRS16 effects) improved significantly to 36.1 €m as of December 31, 2024, compared to 60.1 €m in 2023;
- NFP including IFRS16 decreased to 58.6 €m in 2024 from 84.3 €m in the previous year;
- Net leverage ratio improved to 1.9x.

CASH FLOW

€m

- Strong cash flow improvement driven by enhanced focus on operational management;
- High EBITDA-to-cash conversion supported by improved efficiency in working capital management;
- Disciplined capital expenditure policy contributing to overall cash generation.





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SHAREHOLDING STRUCTURE



SHAREHOLDER	# OF SHARES	%
Venezia S.p.A.*	5,547,175	76.18%
Oscar Marchetto **	55,259	0.76%
Gian Carlo Corazza ***	10,000	0.14%
Alessandro Zanchetta ****	8,000	0.11%
Treasury shares	968	0.01%
Free float	1,660,473	22.80%
Total	7,281,175	100.00%

^{*} of which 381,875 shares (equal to 5.24%) through VIS S.r.l., a company fully owned by Venezia S.p.A..which is a company of Oscar Marchetto, Gian Carlo Corazza and Alessandro Zanchetta

^{**}of which n. 9,324 shares (0.14%) through Fondaco S.r.l., of which Oscar Marchetto is Sole Director and Shareholder

^{***}Through Gicotech S.r.l., of which Gian Carlo Corazza is Sole Director and Shareholder

^{****}Through Ellecigi S.r.l., of which Alessandro Zanchetta is Sole Director and Shareholder

GOVERNANCE AND MANAGEMENT



BOARD OF DIRECTORS AND MANAGEMENT

Oscar Marchetto – Chairman of the Board Director and CEO

Gian Carlo Corazza – Managing Director and General Manager Somec Navale

Alessandro Zanchetta – Managing Director and Chief Corporate Officer

Davide Callegari – Managing Director and Group General Manager

Gianna Adami – Independent Director and Lead Independent Director (1)

Elena Nembrini – Independent Director (1)

Giuliana Borello – Independent Director (1)

Daniel Bicciato – Chief Financial Officer

Diego Frattarolo – Group Director, HR and Organization

BOARD OF STATUTORY AUDITORS

Michele Furlanetto – Chairman of Statutory Auditors

Luciano Francini – Statutory Auditor

Annarita Fava – Statutory Auditor

Lorenzo Boer – Alternate Auditor

Barbara Marazzi – Alternate Auditor

⁽¹⁾ Director with the independence requirements pursuant to art. 148, paragraph 3 of the TUF



RECLASSIFIED

'000 Euro	31.12.2024	%	31.12.2023	%	Δ	Δ%
Revenues from contracts with customers	377,627	98.6%	367,658	99.1%	9,969	2.7%
Other revenues and income	5,196	1.4%	3,386	0.9%	1,810	53.5%
Revenues	382,823	100.0%	371,044	100.0%	11,779	3.2%
Materials, services and other costs	(285,631)	-74.6%	(289,827)	-78.1%	4,196	-1.4%
Personnel costs	(67,101)	-17.5%	(63,036)	-17.0%	(4,065)	6.4%
Operating costs	(352,732)	-92.1%	(352,863)	-95.1%	131	0.0%
EBITDA adjusted	30,091	7.9%	18,181	4.9%	11,910	65.5%
Non-recurring costs	(508)	-0.1%	-	0.0%	(508)	n.d.
EBITDA	29,583	7.7%	18,181	4.9%	11,402	62.7%
Depreciation and amortisation	(16,672)	-4.4%	(18,028)	-4.9%	1,356	-7.5%
EBIT Adjusted	12,911	3.4%	153	0.0%	12,758	8338.6%
Write-off	(4,749)	-1.2%		0.0%	(4,749)	n.d.
EBIT	8,162	2.1%	153	0.0%	8,009	5234.6%
Net financial income (expenses)	(3,521)	-0.9%	(11,430)	-3.1%	7,909	-69.2%
Net results from associate companies	3	0.0%	85	0.0%	(82)	-96.5%
EBT	4,644	1.2%	(11,192)	-3.0%	15,836	-141.5%
Income taxes	(5,104)	-1.3%	818	0.2%	(5,922)	-724.0%
Adjusted Consolidated Net Result	4,797	1.3%	(10,374)	-2.8%	15,171	-146.2%
Consolidated Net Result	(460)	-0.1%	(10,374)	-2.8%	9,914	-95.6%
Non-controlling interests	2,843	0.7%	1,273	0.3%	1,570	123.3%
Group Net Result	(3,303)	-0.9%	(11,647)	-3.1%	8,344	-71.6%





RECLASSIFIED

'000 Euro	31.12.2024	31.12.2023 restated
Intangible assets	46,012	55,143
of which Goodwill	33,063	37,423
Tangible assets	18,012	19,109
Right-of-use assets	21,933	23,936
Investments in associates	289	339
Non-current financial assets	326	257
Other non-current assets and liabilities	(1,630)	(548)
Employee benefits	(5,884)	(5,841)
Net fixed assets	79,058	92,395
Trade receivables	79,671	73,511
Inventory and payments on account	19,897	23,699
Contract work in progress	24,939	36,200
Liabilities for contract work in progress and customer advances	(45,645)	(49,052)
Trade payables	(79,994)	(74,904)
Provisions for risk and charges	(1,095)	(1,086)
Other current assets and liabilities	(562)	3,202
Net working capital	(2,789)	11,570
Net invested capital	76,269	103,965
Group equity	(13,680)	(16,910)
Non-controlling interest in equity	(4,011)	(2,748)
Net financial position	(58,578)	(84,307)
Sources of funding	(76,269)	(103,965)





000	Euro	31.12.2024	31.12.2023
A.	Cash and cash equivalents	65	46
B.	Bank deposits	47,413	46,916
Ç.	Total liquidity (A+B)	47,478	46,962
D.	Current financial assets	28,149	21,888
E.	Current bank debt	(43,302)	(35,356)
F.	Current portion of long-term debt	(45,567)	(62,432)
G.	Other current financial liabilities	(3,755)	(4,467)
H.	Current financial position (E+F+G)	(92,624)	(102,255)
l.	Current net financial position (C+D+H)	(16,997)	(33,405)
J.	Non-current financial assets	320	631
K.	Non-current bank debt	(7,324)	(12,842)
L.	Other non-current financial liabilities	(12,129)	(14,512)
M.	Non-current financial position (J+K+L)	(19,133)	(26,723)
N.	Net financial position before IFRS 16 (I+M)	(36,130)	(60,128)
Q.	IFRS 16 – Lease impact	(22,448)	(24,179)
	Current portion	(4,712)	(5,188)
	Non-Current portion	(17,736)	(18,991)
P.	Net financial position (N+O IFRS 16 impact)	(58,578)	(84,307)





RECLASSIFIED

'000 Euro	31.12.2024	31.12.2023
Cash flows from operating activities	27,444	125
Cash flows from investing activities	(5,254)	(4,340)
Free Cash Flow	22,190	(4,215)
Cash flows from financing activities	(22,703)	(2,321)
Effect of exchange rate changes on cash and cash equivalents	1,029	(846)
Net cash flow	516	(7,382)
Cash and cash equivalents at the beginning of the period	46,962	54,344
Cash and cash equivalents at the end of the period	47,478	46,962

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.

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.

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.

3 5 SELECTING MATERIALS INSTALLATION PRE-SALES The most complex phase, Somec Group works With more than 300 major with different materials projects delivered, tested which includes references, preliminary engineering depending on the sector. and approved, Somec Group is a reliable provider of installed with the analysis of customised The sourcing, selection, solutions for each design negotiation, ordering and turnkey solutions. specification, a quotation, and receiving of materials such as items in aluminium, glass, an implementation schedule. steel, timber or marble are the key to imaginative customisation. TIME AND COST INDUSTRIAL ARTISAN ACTIVE CUSTOM ANALYSIS ENGINEERING CRAFTMANSHIP WORKFORCE LOGISTICS Order 99 **PROCESS** PRODUCT COMPLEXITY GLOBAL LOCAL INNOVATION INNOVATION RESOLUTION **OPERATIONS OPERATIONS** DESIGN The solutions formulated PRODUCTION in the pre-sales phase are designed With numerous production in detail, completing the customisation facilities and material processing

and reducing complexity. Somec Group plays a crucial role in finding common ground between stakeholders in the project i.e. architects, customers and general contractors.

plants close to installation sites, production easily meets agreed delivery timescales. Every component is made using a customised approach and produced to the utmost perfection.

AFTER-SALES

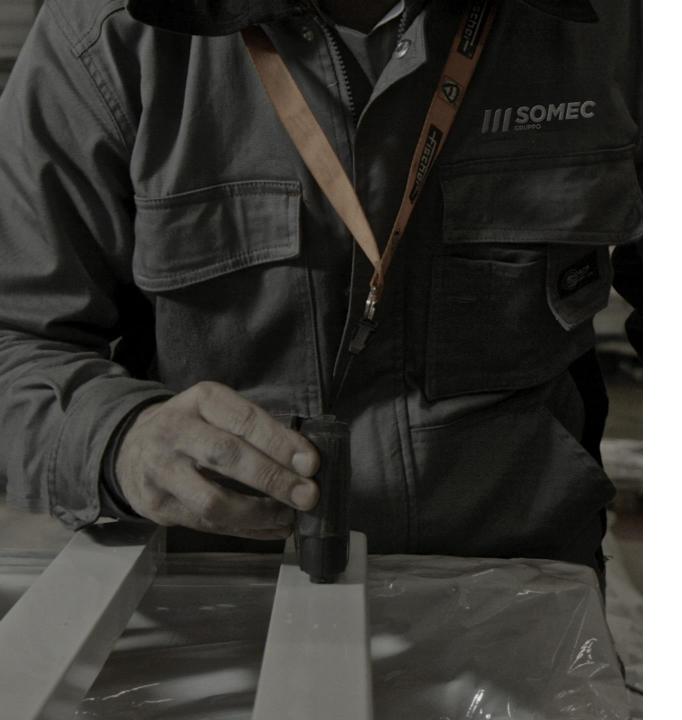
In whichever market Somec Group is operating, refits on completed works and scheduled maintenance are part of every order cycle.

Delivery

....×

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INVEST IN PEOPLE, INVEST 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

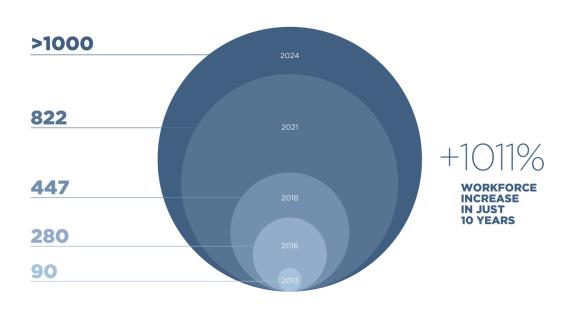
Attracting, retaining and valuing talent is pivotal in the Group's strategy to maintain a constant and high level of competitiveness.

Only through human capital can innovation be pursued, practising an approach and process method that links experience, creative effort and experimentation, in partnership with customers. All the design, research and development departments of the various companies of the Group work in synergy to develop unique solutions of excellence, able to respond to the constant technical and aesthetic challenges that the market demands.

PEOPLE EMPOWERMENT



TEAM GROWTH



HEADCOUNT BY DEPARTMENT





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.

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



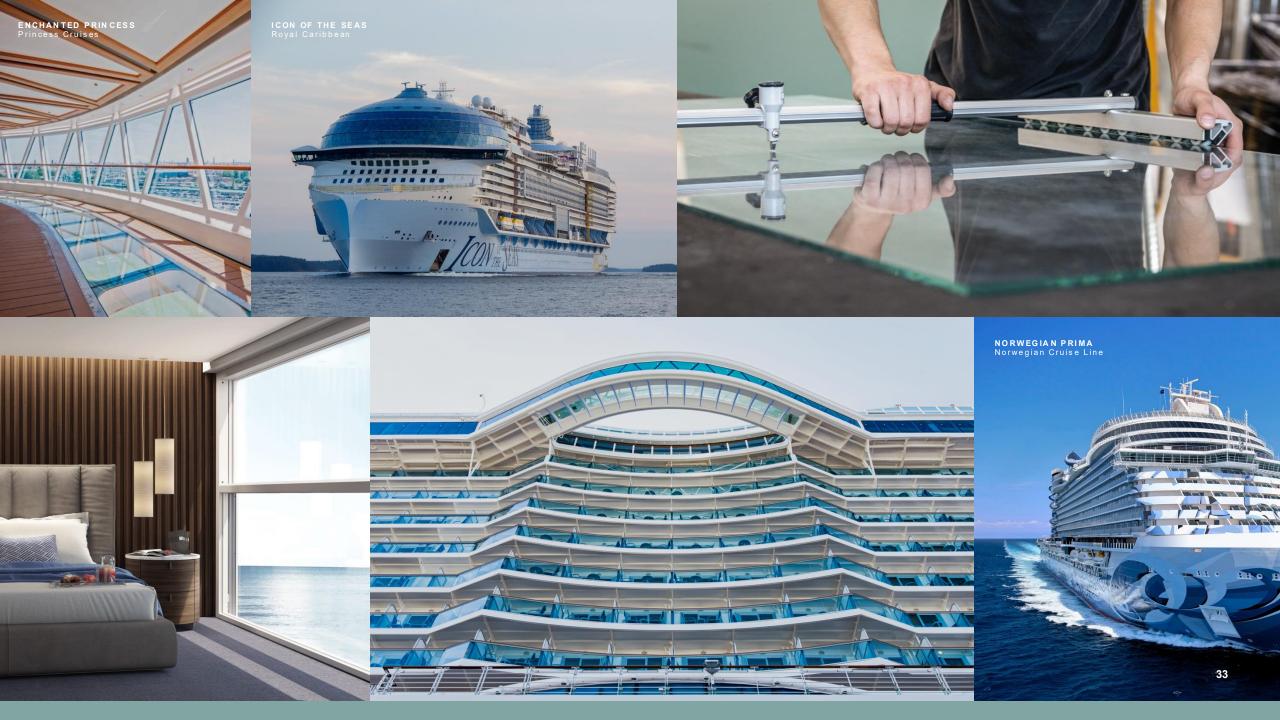
Design and engineering studio

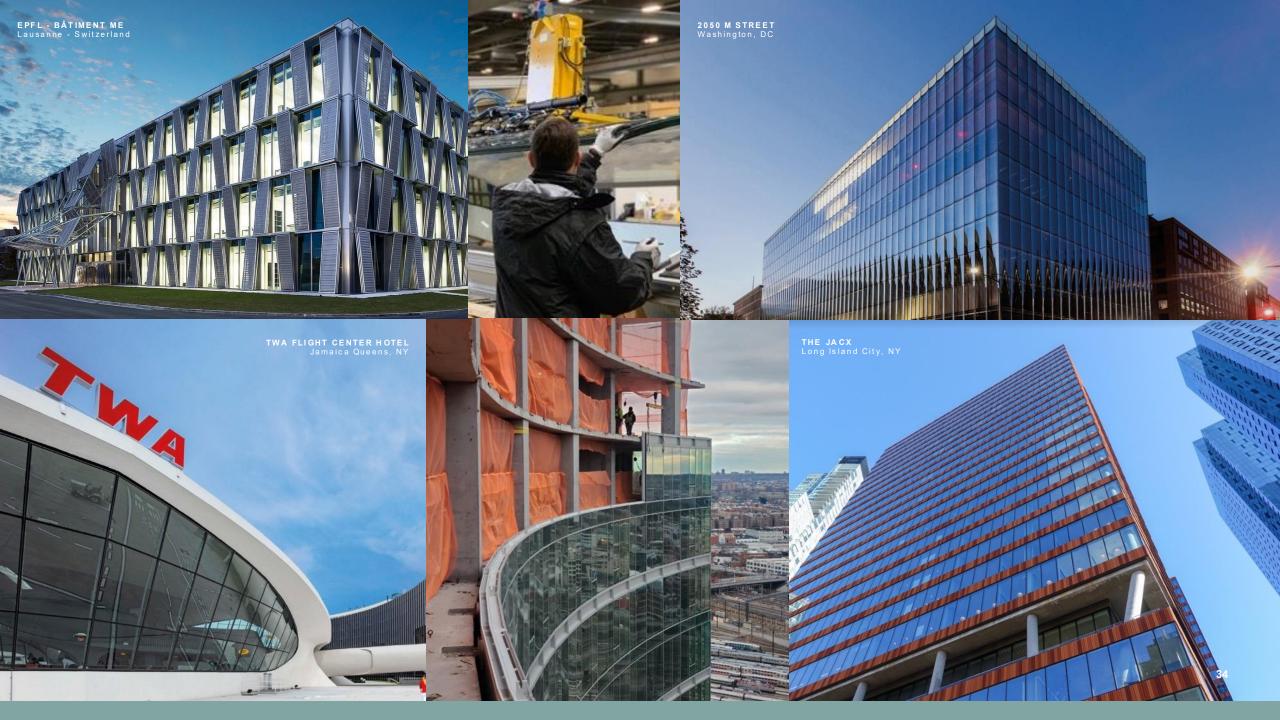


Architectural envelopes in Europe



Design and engineering studio





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

INOXTREND

Professional multipurpose ovens

PIZZAGROUP

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	







Marine interiors





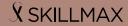
Marble haute couture



Tailored metal architecture

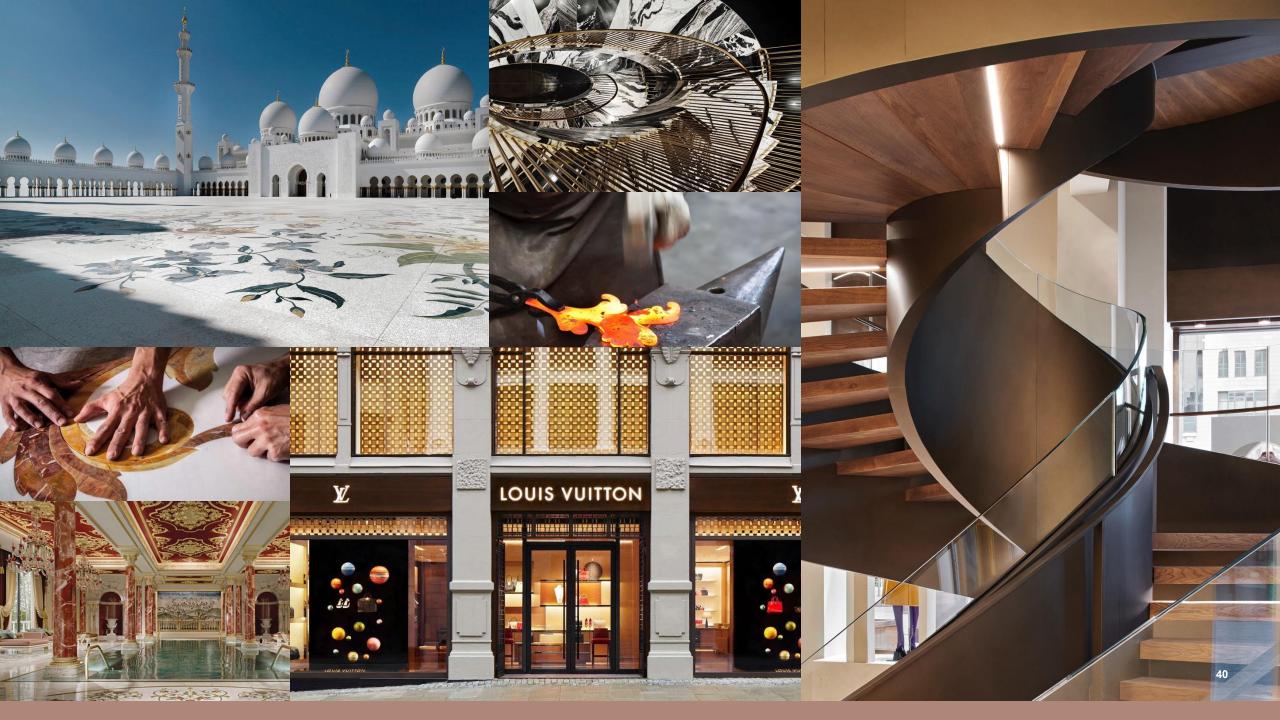


Metal design creations



turnkey luxury interiors







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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

