

# **COMPANY PRESENTATION**



**COMPANY OVERVIEW**  
FY 2025 RESULTS  
Q&A  
ANNEX



**SOMEC GROUP,  
WORLD LEADING EXPERT  
IN THE CONSTRUCTION OF  
COMPLEX TURNKEY PROJECTS  
IN BOTH CIVIL AND NAVAL SECTORS**





# INNOVATION-DRIVEN WORK CULTURE



## MISSION

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Be a credible and reliable  
partner of excellence

## VISION

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To become the hub  
of Italian construction quality

## VALUES

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The freedom enjoyed by each individual,  
engineers, specialists and craftsmen,  
constantly searching for innovative  
solutions and processes



# 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

**2018**

Listing on the **Italian stock exchange (AIM)**

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

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

**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

**2023-25**

The Group acquires Gino Ceolin company through its direct subsidiary Mestieri

It continues its business and geographic **diversification strategy**

# 3 DIVISIONS OF THE GROUP



\* A brand of GICO / \*\* A brand of Pizza Group

# HORIZONS

## ENGINEERED SYSTEMS OF NAVAL ARCHITECTURE AND BUILDING FAÇADES

Horizons companies are recognised as major players in North America and Europe when it comes to the design, engineering, production, installation and maintenance of complex and innovative construction systems in the naval and civil sectors, characterised by the highest quality standards and certified durability.

### EXPERTISE

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MARINE GLAZING  
FOR LARGE CRUISE SHIPS

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ARCHITECTURAL  
ENVELOPES



**M** <sup>SOMEC</sup> **NAVALE**

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Marine glazing newbuilding

**M** <sup>SOMEC</sup> **NAVALTECH**

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Marine glazing refitting  
in North America

**M** <sup>SOMEC</sup> **SINTESI**

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Marine glazing refitting  
in Europe

**M** <sup>SOMEC</sup> **SOTRADE**

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Marine glazing installation



**F** **FABBRICA**

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Architectural envelopes  
In North America

**F** **FABBRICA**  
WORKS

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Glazing units  
for curtain walls

**F** **AFM**

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Design and  
engineering studio

 **bluesteel**

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Architectural envelopes  
in Europe

**SQUADRA**

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Design and  
engineering studio

ICON OF THE SEAS  
Royal Caribbean



MEIN SCHIFF 7  
Tui Cruises



ILMA  
The Ritz Carlton



STAR OF THE SEAS  
Royal Caribbean



NORWEGIAN PRIMA  
Norwegian Cruise Line



SUN PRINCESS  
Princess Cruises



DISNEY TREASURE  
Disney Cruise Line



MSC MERAVIGLIA  
MSC Crociere



CELEBRITY APEX  
Celebrity Cruises





SVEN  
Long Island City, NY - USA



UMASS MEDICAL SCHOOL  
Worcester, MA - USA

# TALENTA

## PROFESSIONAL KITCHEN SYSTEMS AND PRODUCTS

At Talenta, we produce bespoke integrated systems for professional kitchens in the naval and civil sectors, 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

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MARINE  
CATERING  
EQUIPMENT

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BESPOKE  
PROFESSIONAL  
KITCHENS

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PROFESSIONAL  
CATERING  
EQUIPMENT



**M** SOMEC  
**OXIN**

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Marine catering  
equipment



**■ ■ GICO**

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Bespoke professional  
kitchens

**■ ■ INOXTREND**

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Professional  
multipurpose ovens

**■ ■ PIZZAGROUP**

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Ovens and equipment  
for pizzerias

**■ ■ PRIMAX**

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Cold management  
systems

**■ ■ OXIN**

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Innovative bespoke  
kitchen system







# MESTIERI

## DESIGN AND PRODUCTION OF BESPOKE INTERIORS

Mestieri is a group of Italian excellences dedicated to the bespoke creation of high-end interiors and architectural elements, for land-based and marine applications. It combines engineering and project management with an integrated supply chain of artisan specializations to support professionals in complex projects.

### CAPABILITIES

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DECORATIVE MARBLE  
ORNAMENTAL METAL  
INTERIOR MILLWORK

### APPLICATIONS

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EXCLUSIVE  
WINDOWS &  
ICONIC FAÇADES

SCULPTURAL  
STAIRCASES

LUXURY  
SURFACES

TAILORED  
INTERIORS



Marine complex  
projects management



Engineering +  
Project Management



Marble workshop



Metal workshop



Metal workshop



Wood workshop

MUSÉE DE LA MARINE  
Paris - France



TEMPÊTES  
ET NAUFRAGES  
STORMS  
AND SHIPWRECKS

PRINTEMPS  
New York - USA



DUO MILAN HOTEL  
Milan - Italy



TIFFANY  
Stuttgart - Germany



SHEIKH ZAYED  
GRAND MOSQUE CENTER  
Abu Dhabi - UAE



SEVEN SEAS SPLENDOR  
Regent Seven Seas Cruises



NORWEGIAN PRIMA  
Norwegian Cruise Line



SUN PRINCESS  
Princess Cruises



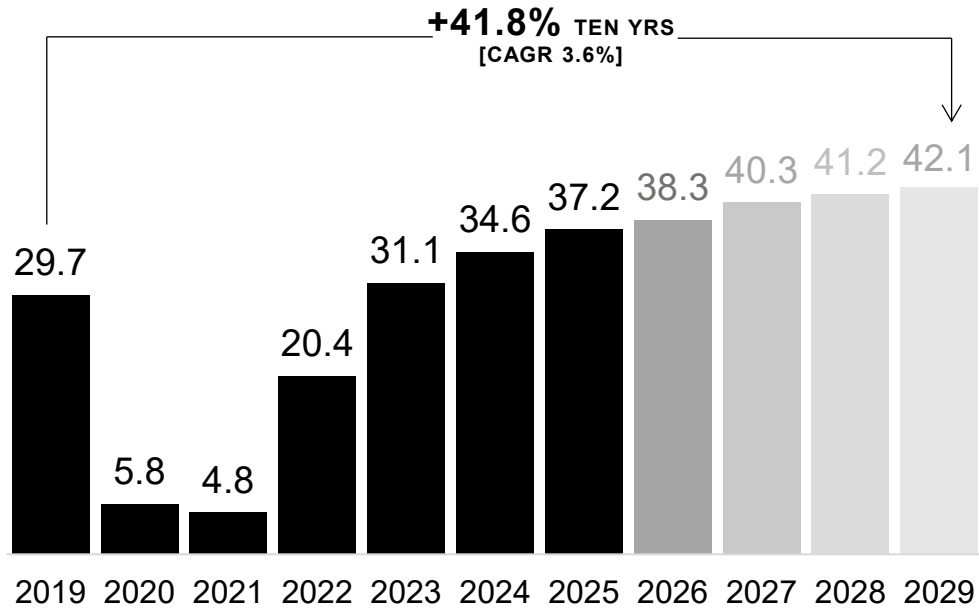
NORWEGIAN VIVA  
Norwegian Cruise Line



# FOCUS ON MARINE & CRUISE INDUSTRY



# 37 MILLION PASSENGERS GLOBALLY IN 2025



## GROWTH DRIVERS

### PASSENGER GROWTH & PREMIUM DEMAND

Rising number of cruise passengers combined with strong momentum in premium/luxury segments

→ increasing demand for higher-quality onboard experiences

### FLEET EXPANSION & UPGRADE CYCLE

Growing fleet size and capacity: new ships + refurbishment of existing ones

→ continuous pipeline of investments across the lifecycle to increase the life of existing ships

### SUSTAINABLE FLEET TRANSFORMATION

Acceleration toward eco-friendly and multi-fuel ships is reshaping the industry

→ opportunity to support new builds and refitting across the value chain

SOMEC IS UNIQUELY POSITIONED TO **COVER THE ENTIRE SHIP LIFECYCLE** (NEWBUILD, REFITTING AND MAINTENANCE), CAPTURING VALUE ACROSS ALL THREE GROWTH DRIVERS

# MARKET OUTLOOK

Impact across the divisions



## GEOPOLITICAL TENSION

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Subsequent to the close of the financial year, the international geopolitical context was characterized by a significant escalation of tensions in the Middle East, particularly the escalation of the conflict between the United States/Israel and Iran.

The situation and potential future developments remain unpredictable at this time.

The Group is constantly monitoring the situation to assess its potential indirect impacts on operations, particularly regarding raw material price trends.

**< 1%**

**Net sales in the Middle Eastern markets affected by the conflict are not significant and represent less than 1% of the Group's revenues in 2025.**

## CRUISE INDUSTRY

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**The cruise industry outlook remains broadly positive, supported by resilient demand, pricing strength, and continued investment in fleet expansion, premium offerings, and onboard experience, although earnings visibility is being tempered by fuel-cost uncertainty linked to geopolitical tensions.**

Booking momentum and yield management continue to support revenue visibility, helping offset part of the pressure from input cost volatility.

## HOSPITALITY

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**The luxury hospitality and interiors market continues to benefit from resilient high-end demand, sustained capex on renovations and repositioning, and a robust pipeline of premium projects, particularly in experience-led and wellness-focused form.**



# 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.



# 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.

COMPANY OVERVIEW  
**FY 2025 RESULTS**  
Q&A  
ANNEX



# FY 2025 RESULTS HIGHLIGHTS



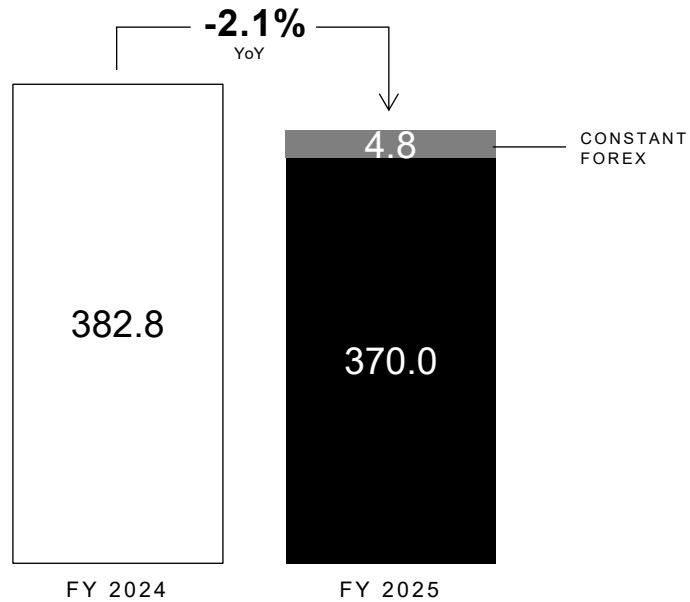
INDICATOR	FY 2024 RESULT	FY 2025 RESULT	YoY	VS TARGET
TOTAL REVENUES	382.3 €M	370.0 €M	(-3.3 %) <b>-2.1 %</b> Constant forex	≈
EBITDA ADJUSTED	30.1 €M	34.3 €M	<b>+14 %</b>	✓
EBITDA MARGIN ADJUSTED	7.9 %	9.3 %	<b>+140 BPS</b>	✓
NET RESULT	-0.5 €M	7.1 €M	<b>STRONG RESULT</b>	✓
NET FINANCIAL POSITION (ex. IFRS16-DEBT)	36.1 €M	13.8 €M	<b>ACCELERATED DELEVERAGE</b> (-22.3 €M)	✓
BACKLOG	744 €M	771 €M	<b>+3.6 %</b>	✓

# TOTAL REVENUES



## TOTAL REVENUES

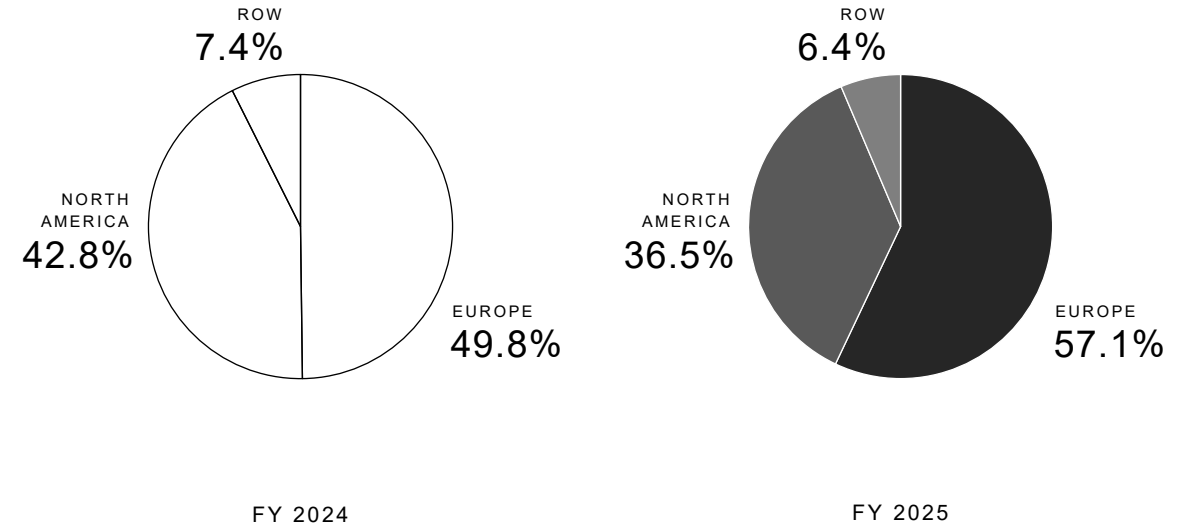
€M



**Total revenues** stood at 370.0 million Euro, down slightly from the previous year (-2.1% at constant exchange rates), reflecting a progressive focus on higher value-added contracts.

## TOTAL REVENUES BREAKDOWN BY GEOGRAPHY

% ON TOTAL



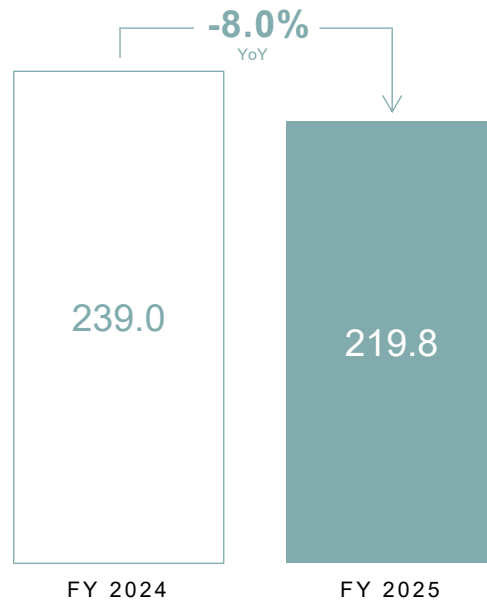
**The breakdown of revenues by geographic area** shows a strengthening in Europe (including Italy), which contributed a total of 57.1%, compared to the United States, which accounted for 36.5% during the year. The rest of the world represented 6.4%.

# REVENUES BY DIVISION



## HORIZONS REVENUES

€M



This drop is primarily due to the dollar exchange rate effect, which impacted results by approximately 4 million Euro, as well as minor extensions in the completion of certain contracts in civil glass façade projects across both Europe and the United States, particularly during the final quarter of 2025; it also reflects the strategic decision to focus commercial activities on high-value-added glass façade projects.

## TALENTA REVENUES

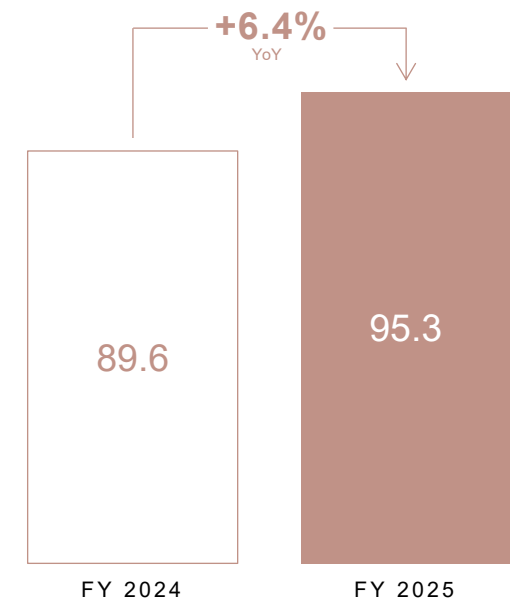
€M



The growth is driven by an increase in the volume of projects for kitchens and catering areas in the shipbuilding sector, underpinned by a stronger presence in overseas shipyards, thereby consolidating the company's position among the sector's leaders.

## MESTIERI REVENUES

€M



The growth was driven by the significant contribution of marine interior projects and increasing synergies across the three divisions. The major, high-prestige contracts secured in recent months bear out the effectiveness of our commercial approach, underpinned by increasing operational integration across the Group's areas of expertise.

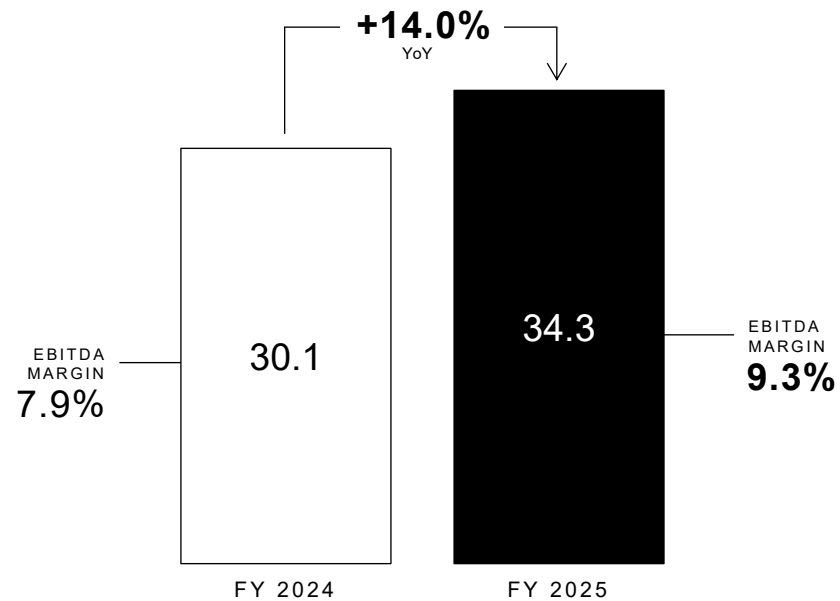
# EBITDA ADJUSTED

Group improved its profitability



## EBITDA ADJUSTED

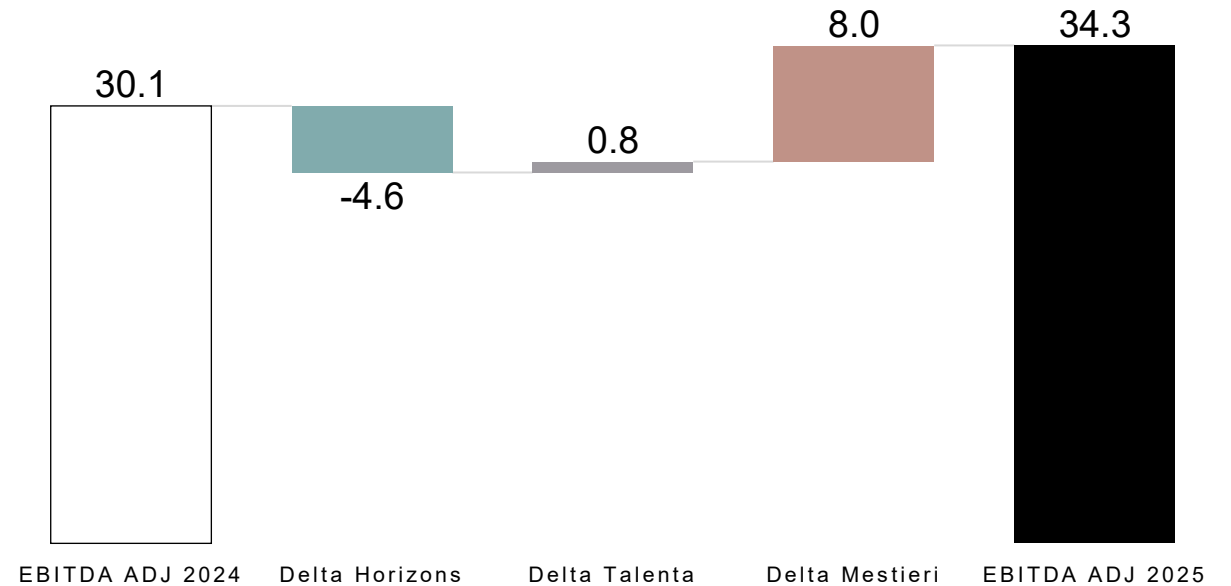
€M / %



Group improved its profitability, confirming its commitment to prioritising project quality over volume. The improvement in margins reflects the Group's multi-year strategy, focused on selecting higher-value-added contracts, progressively rebalancing the business mix and increasing operational efficiency.

## EBITDA ADJUSTED BRIDGE

€M



Performance across divisions was led by Mestieri, which recorded an adjusted EBITDA of 8.3 million Euro, reflecting an 8.8% margin; this result was driven by the strong performance of marine interior projects, which bear out the successful completion of actions taken in recent years, including a significant management reorganisation.

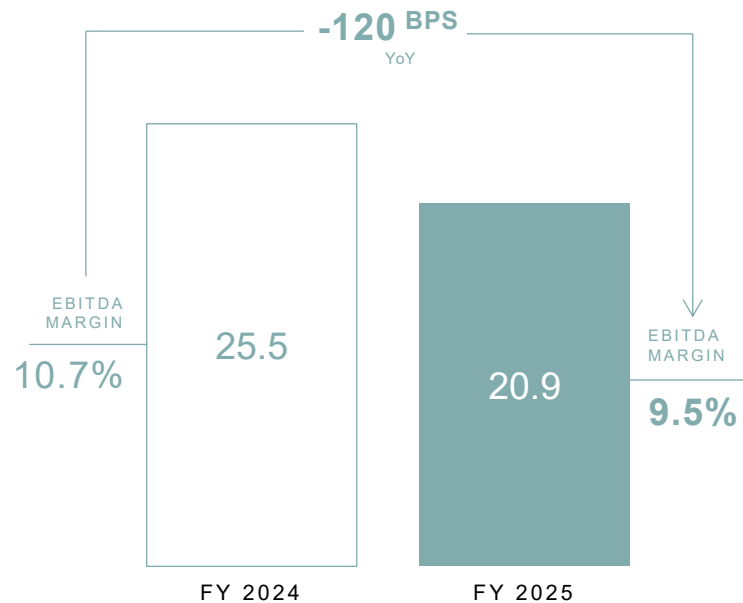
# EBITDA ADJUSTED BY DIVISION



Strong contribution by Mestieri Division

## HORIZONS EBITDA ADJUSTED

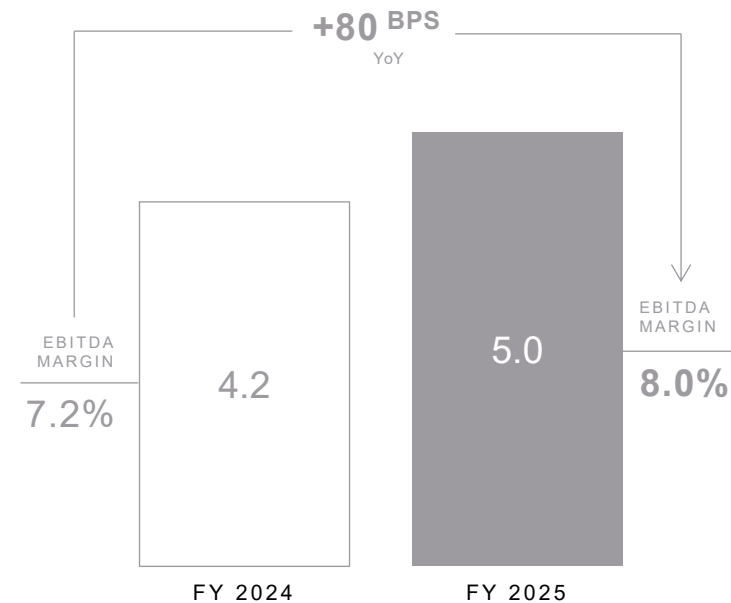
€M / %



Margins within Horizons division contracted slightly (9.5% of revenues), reflecting the glass façade market performance, which was impacted by duties on raw materials for the US market. While reflecting a decline in profitability, this result highlights the division's ability to adapt to an international landscape marked by new challenges and increasing complexity, reinforcing its commitment to increasingly resilient operational management.

## TALENTA EBITDA ADJUSTED

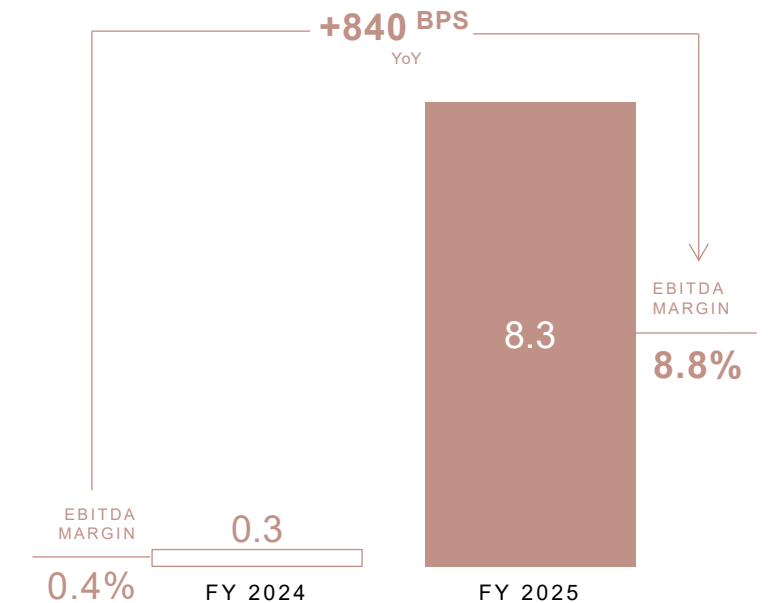
€M / %



For the year ended 31 December 2025, Talenta's adjusted EBITDA stood at 5.0 million Euro, up from the previous year, with an 8% margin on revenues. This result is attributable to the strong performance achieved in marine kitchen projects.

## MESTIERI EBITDA ADJUSTED

€M / %



Mestieri, which recorded an adjusted EBITDA of 8.3 million Euro, reflecting an 8.8% margin; this result was driven by the strong performance of marine interior projects, which bear out the successful completion of actions taken in recent years, including a significant management reorganisation.

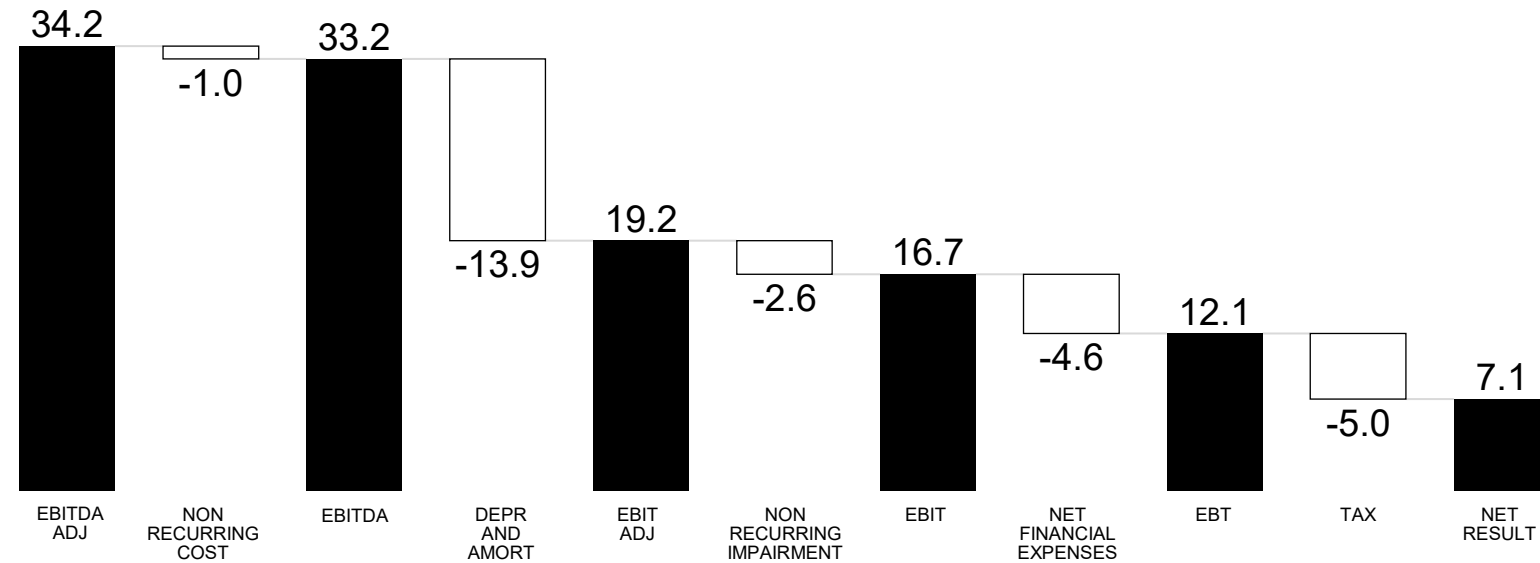
# NET RESULT

Group's return to robust profitability



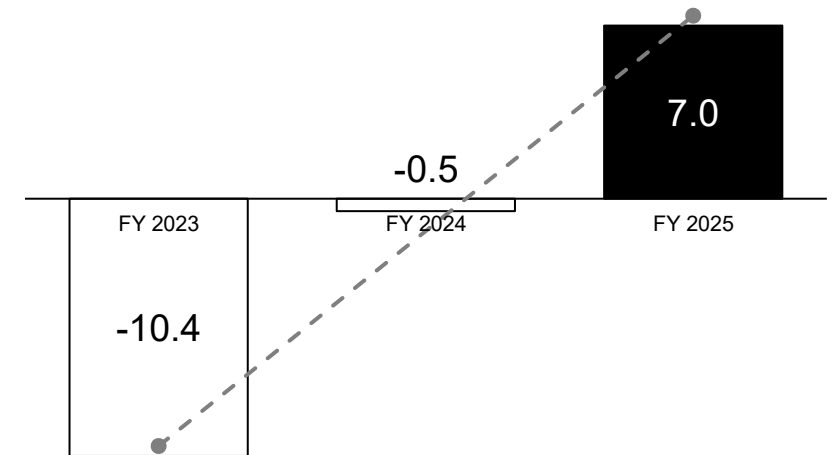
## BRIDGE EBITDA ADJ - NET RESULT

€M



## NET RESULT

€M



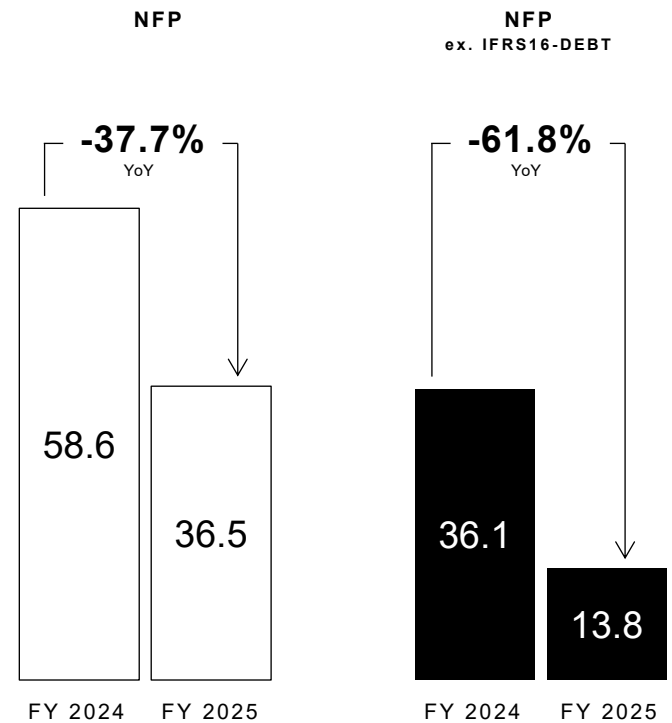
# NET FINANCIAL POSITION



Strong cash conversion, debt profile heading in the right direction

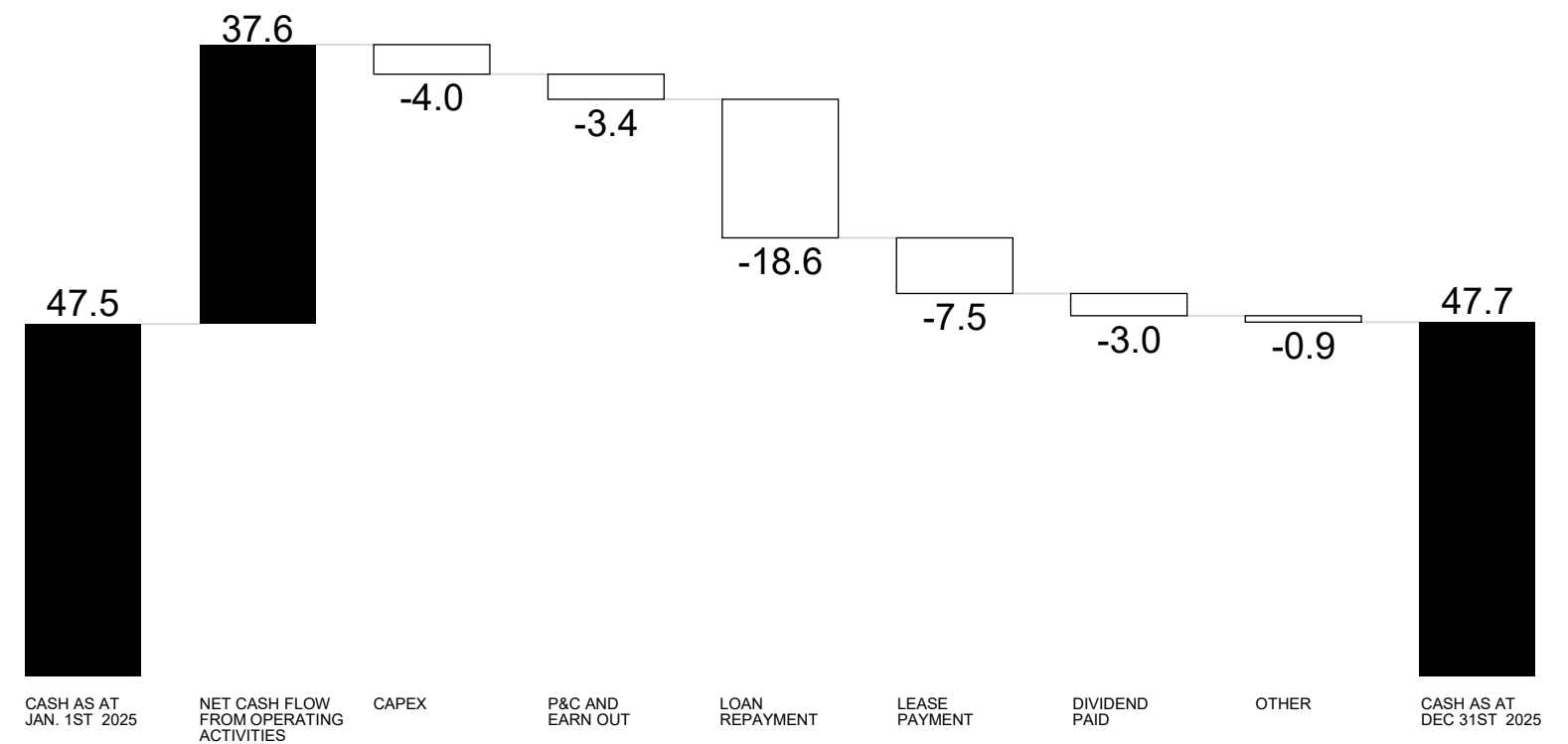
## NET FINANCIAL POSITION

€M



## CASH FLOW

€M



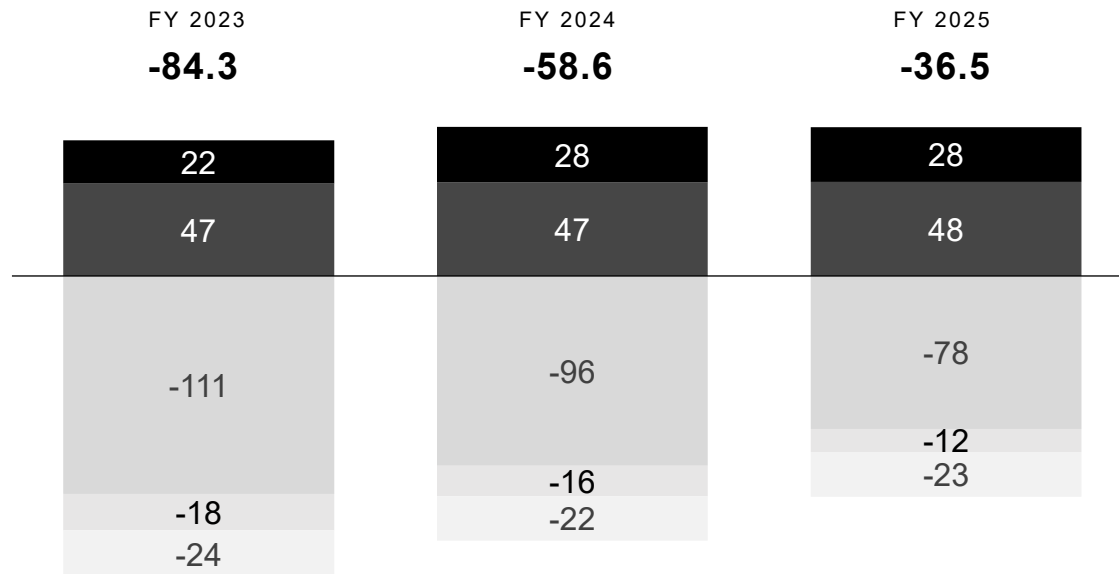
# NET FINANCIAL POSITION

Accelerated deleverage



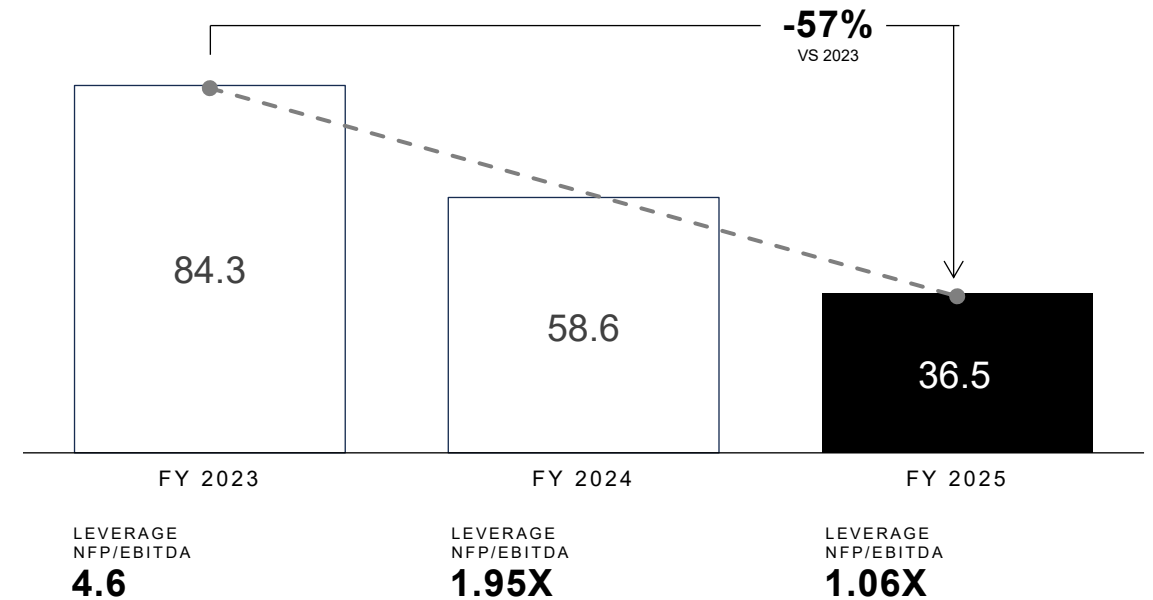
## FINANCIAL POSITION E BREAKDOWN

€M



## LEVERAGE REDUCTION PATH

€M / %



CURRENT FINANCIAL RECEIVABLES
  CASH
  BANK LOAN
  OTHER FINANCIAL LIABILITIES INCLUDING P&C
  IFRS 16-LEASE

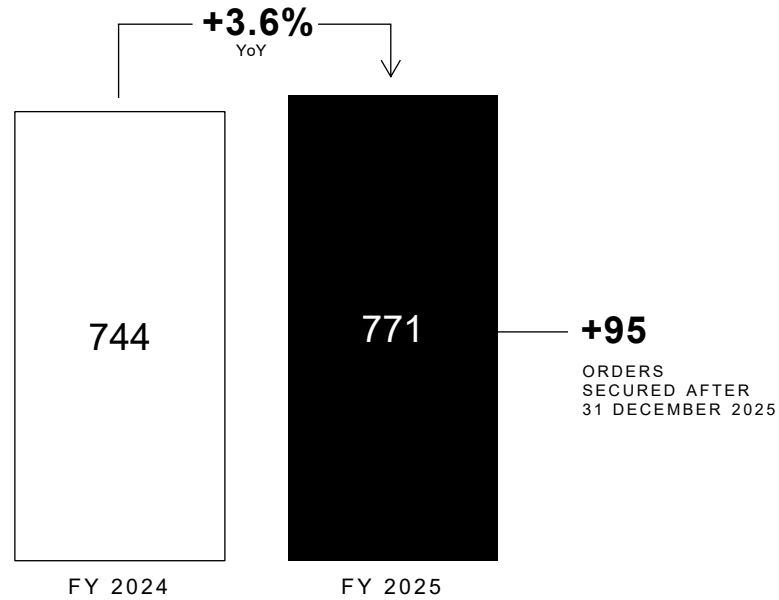
# ORDER BACKLOG AS OF 31 DECEMBER 2025



Solid growth driven by improved synergies across the three divisions

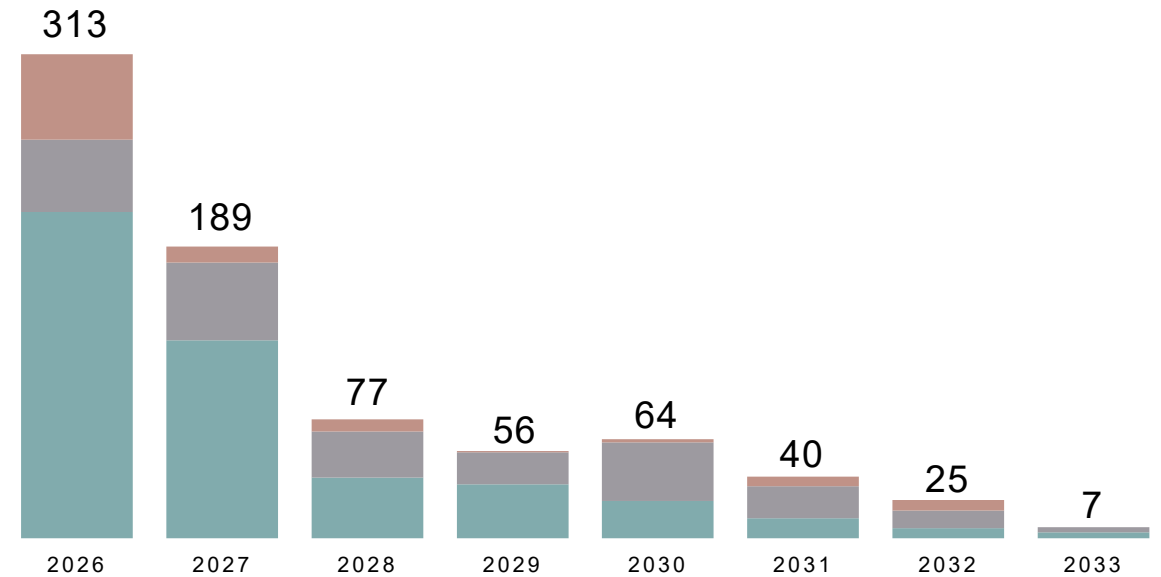
## TOTAL BACKLOG

€M / %



## TOTAL BACKLOG BREAKDOWN BY SCHEDULED YEAR AND DIVISION

€M



● HORIZONS ● TALENTA ● MESTIERI

**COMPANY OVERVIEW**  
**FY 2025 RESULTS**

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# SHAREHOLDING



SHAREHOLDERS	# OF SHARES	% SHARE CAPITAL
<b>VENEZIA S.P.A.*</b>	<b>5,547,175</b>	<b>76.18%</b>
<b>OSCAR MARCHETTO**</b>	<b>55,259</b>	<b>0.76%</b>
<b>GIAN CARLO CORAZZA***</b>	<b>10,000</b>	<b>0.14%</b>
<b>ALESSANDRO ZANCHETTA****</b>	<b>8,000</b>	<b>0.11%</b>
<b>TREASURY SHARES</b>	<b>968</b>	<b>0.01%</b>
<b>FREE FLOAT</b>	<b>1,660,473</b>	<b>22.80%</b>
<b>TOTAL</b>	<b>7,281,875</b>	<b>100.00%</b>

\* of which 381,875 shares (equal to 5.24%) through VIS S.r.l., a wholly owned subsidiary of Venezia S.p.A. (attributable to Oscar Marchetto, Gian Carlo Corazza and Alessandro Zanchetta).

\*\* of which 9,324 shares (equal to 0.13%) through Fondaco S.r.l., of which Oscar Marchetto is Sole Director and Sole Shareholder.

\*\*\* through Gicotech S.r.l., of which Gian Carlo Corazza is Sole Director and Sole Shareholder.

\*\*\*\* through Ellecigi S.r.l., of which Alessandro Zanchetta is Sole Director and Sole Shareholder.

# CONSOLIDATED INCOME STATEMENT

FY 2025 / Reclassified



'000 Euro	31.12.2025	%	31.12.2024	%	Δ
Revenues from contracts with customers	365,975	98.9%	377,627	98.6%	(11,652)
Other revenues and income	4,047	1.1%	5,196	1.4%	(1,149)
<b>Total revenues</b>	<b>370,021</b>	<b>100.0%</b>	<b>382,823</b>	<b>100.0%</b>	<b>(12,802)</b>
Materials, services and other costs	(266,282)	-72.0%	(285,631)	-74.6%	19,349
Personnel costs	(69,427)	-18.8%	(67,101)	-17.5%	(2,326)
<b>Operating costs</b>	<b>(335,709)</b>	<b>-90.7%</b>	<b>(352,732)</b>	<b>-92.1%</b>	<b>17,023</b>
<b>EBITDA adjusted</b>	<b>34,312</b>	<b>9.3%</b>	<b>30,091</b>	<b>7.9%</b>	<b>4,221</b>
Non-recurring costs	(990)	-0.3%	(508)	-0.1%	(482)
<b>EBITDA</b>	<b>33,322</b>	<b>9.0%</b>	<b>29,583</b>	<b>7.7%</b>	<b>3,739</b>
Depreciation and amortisation	(14,078)	-3.8%	(16,672)	-4.4%	2,594
<b>EBIT Adjusted</b>	<b>19,244</b>	<b>5.2%</b>	<b>12,911</b>	<b>3.4%</b>	<b>6,333</b>
Write-off	(2,579)	-0.7%	(4,749)	-1.2%	2,170
<b>EBIT</b>	<b>16,665</b>	<b>4.5%</b>	<b>8,162</b>	<b>2.1%</b>	<b>8,503</b>
Net financial income (expenses)	(4,596)	-1.2%	(3,521)	-0.9%	(1,075)
Net results from associate companies	32	0.0%	3	0.0%	29
<b>EBT</b>	<b>12,100</b>	<b>3.3%</b>	<b>4,644</b>	<b>1.2%</b>	<b>7,456</b>
Income taxes	(5,021)	-1.4%	(5,104)	-1.3%	83
<b>Adjusted Consolidated Net Result</b>	<b>10,648</b>	<b>2.9%</b>	<b>4,797</b>	<b>1.3%</b>	<b>5,851</b>
<b>Consolidated Net Result</b>	<b>7,079</b>	<b>1.9%</b>	<b>(460)</b>	<b>-0.1%</b>	<b>7,539</b>
Non-controlling interests	2,260	0.6%	2,843	0.7%	(583)
<b>Group Net Result</b>	<b>4,818</b>	<b>1.3%</b>	<b>(3,303)</b>	<b>-0.9%</b>	<b>8,121</b>

# CONSOLIDATED BALANCE SHEET

FY 2025 / Reclassified



<i>'000 Euro</i>	31.12.2025	31.12.2024
Intangible assets	39,831	46,012
<i>of which Goodwill</i>	31,229	33,063
Tangible assets	18,081	18,012
Right-of-use assets	29,461	21,933
Investments in associates	321	289
Non-current financial assets	335	326
Other non-current assets and liabilities	(591)	(1,630)
Employee benefits	(5,374)	(5,884)
<b>Net fixed assets</b>	<b>82,064</b>	<b>79,058</b>
Trade receivables	59,655	79,671
Inventory and payments on account	19,037	19,897
Contract work in progress	14,773	24,939
Liabilities for contract work in progress and customer advances	(33,644)	(45,645)
Trade payables	(72,193)	(79,994)
Provisions for risk and charges	(3,382)	(1,095)
Other current assets and liabilities	(3,814)	(562)
<b>Net working capital</b>	<b>(19,568)</b>	<b>(2,789)</b>
<b>Net invested capital</b>	<b>62,496</b>	<b>76,269</b>
Group equity	(23,138)	(13,680)
Non-controlling interest in equity	(2,817)	(4,011)
Net financial position	(36,541)	(58,578)
<b>Sources of funding</b>	<b>(62,496)</b>	<b>(76,269)</b>

# CONSOLIDATED NET FINANCIAL POSITION

FY 2025



'000 Euro	31.12.2025	31.12.2024
A. Cash and cash equivalents	46	65
B. Bank deposits	47,672	47,413
<b>C. Total liquidity (A+B)</b>	<b>47,718</b>	<b>47,478</b>
<b>D. Current financial assets</b>	<b>27,728</b>	<b>28,149</b>
E. Current bank debt	(30,922)	(43,302)
F. Current portion of long-term debt	(7,716)	(45,567)
G. Other current financial liabilities	(2,477)	(3,755)
<b>H. Current financial position (E+F+G)</b>	<b>(41,115)</b>	<b>(92,624)</b>
<b>I. Current net financial position (C+D+H)</b>	<b>34,331</b>	<b>(16,997)</b>
J. Non-current financial assets	194	320
K. Non-current bank debt	(39,043)	(7,324)
L. Other non-current financial liabilities	(9,259)	(12,129)
<b>M. Non-current financial position (J+K+L)</b>	<b>(48,108)</b>	<b>(19,133)</b>
<b>N. Net financial position before IFRS 16 (I+M)</b>	<b>(13,777)</b>	<b>(36,130)</b>
<b>O. IFRS 16 – Lease impact</b>	<b>(22,762)</b>	<b>(22,448)</b>
Current portion	(5,159)	(4,712)
Non-Current portion	(17,603)	(17,736)
<b>P. Net financial position (N+O IFRS 16 impact)</b>	<b>(36,539)</b>	<b>(58,578)</b>

# CONSOLIDATED CASH FLOW STATEMENT

FY 2025 / Reclassified



<i>'000 Euro</i>	<b>31.12.2025</b>	<b>31.12.2024</b>
Cash flows from operating activities	37,604	27,444
Cash flows from investing activities	(7,170)	(5,254)
<b>Free Cash Flow</b>	<b>30,434</b>	<b>22,190</b>
Cash flows from financing activities	(29,204)	(22,703)
Effect of exchange rate changes on cash and cash equivalents	(991)	1,029
<b>Net cash flow</b>	<b>239</b>	<b>516</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>47,478</b>	<b>46,962</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>47,717</b>	<b>47,478</b>

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