



1949 / 2024



SALCEF GROUP

Leading the **Railway**



1Q 2024 Results Presentation

16 May 2024

Speakers



Fabio De Masi

Chief Corporate &
Financial Officer



Alessio Crosa

Chief Communication &
Sustainability Officer

Key messages

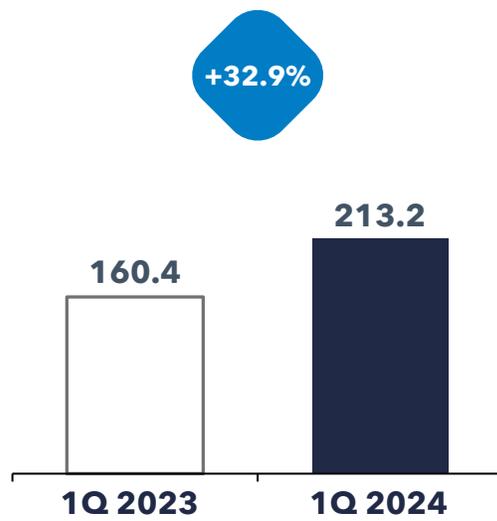
- Positive start to the year with consistent delivery in line with expectations
- **Revenue growth at 33%** (of which 30% organic)
- **EBITDA at € 40.9 mln**, with lower profitability YoY at 19.2% as expected
- **Backlog further growing vs. YE 2023 and reaching € 2.34 Bn**, with book-to-bill at 1.55x
- Guidance for FY 2024 confirmed



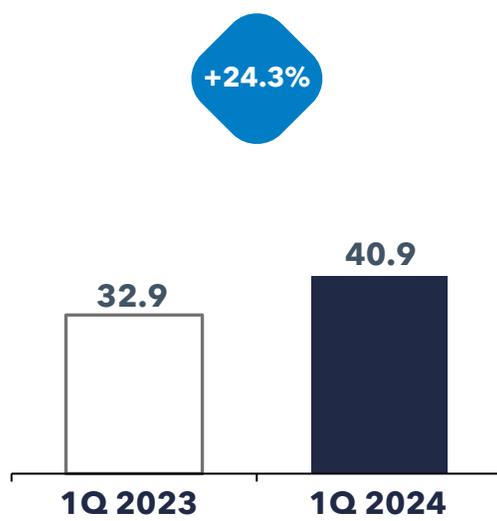
1Q 2024 Highlights

€ Mln

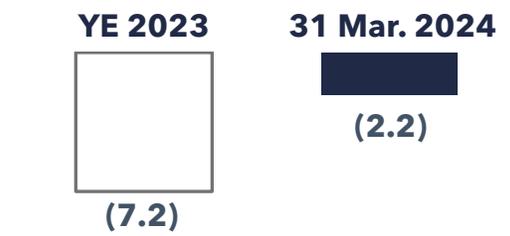
Revenues



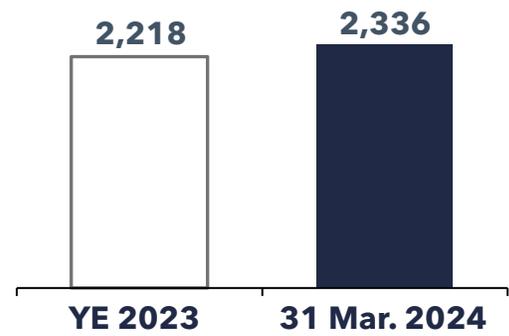
EBITDA



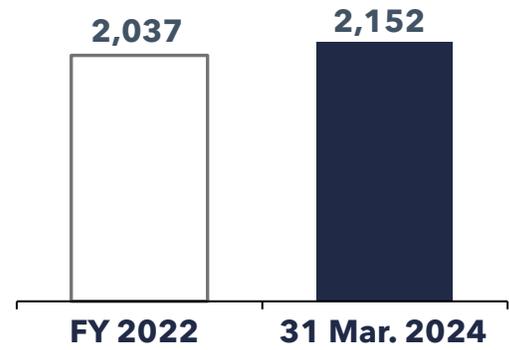
NFP



Backlog



Headcount



Revenues by Business Unit

€ Mln

- Consolidated **Revenues** at **€ 213.2 Mln**, up 32.9% YoY mainly due to:
 - **Organic growth at 30.2%**, mainly supported by **Heavy Civil Works (63.1%)**, **Track & Light Civil Works (29.9%)** and **Energy, Signalling & Telecom (26.7%)**
 - **Railway Machines up 157.9%** benefitting from the consolidation of Colmar (€ 4.4 mln) but still with a remarkable **38.8%** organic growth
 - **Railway Grinding down 45.1%** due to the start of new contracts expected later in the year. Gap to be recovered in the second half

	1Q 2024	1Q 2023	Δ (%)
Track and Light Civil Works	119.1	91.6	29.9%
Energy, Signalling & Telecom	31.9	25.2	26.7%
Heavy Civil Works	36.0	22.1	63.1%
Rail Grinding & Diagnostics	4.0	7.3	(45.1%)
Railway Materials	12.6	10.4	20.6%
Railway Machines	9.6	3.7	157.9%
Total	213.2	160.4	32.9%



- 55.9%** **Track & Light Civil Works** (57.1% in 1Q 2023)
- 15.0%** **Energy, Sign. & Telecom** (15.7% in 1Q 2023)
- 16.9%** **Heavy Civil Works** (13.8% in 1Q 2023)
- 1.9%** **Rail Grinding & Diagnostics** (4.6% in 1Q 2023)
- 5.9%** **Railway Materials** (6.5% in 1Q 2023)
- 4.5%** **Railway Machines** (2.3% in 1Q 2023)

Revenues by Geography

€ Mln

- **Domestic** revenues growing **32.4%** (29.2% organic)
- **North America** confirmed as the second market for the Group at **+41.9% fully organic**

	1Q 2024	1Q 2023	Δ (%)
Italy	184.8	139.6	32.4%
Europe [Excluding Italy]	10.0	6.9	45.5%
North America	16.7	11.8	41.9%
Middle East	0.7	2.1	(68.5%)
North Africa	1.0	0.0	n.m.
Total	213.2	160.4	32.9%



86.7% Italy (87.0% in 1Q 2023)

4.7% Europe (excl. Italy) (4.3% in 1Q 2023)

7.9% North America (7.4% in 1Q 2023)

0.3% Middle East (1.3% in 1Q 2023)

0.5% North Africa (0.0% in 1Q 2023)

Economic and Financial KPI

€ Mln

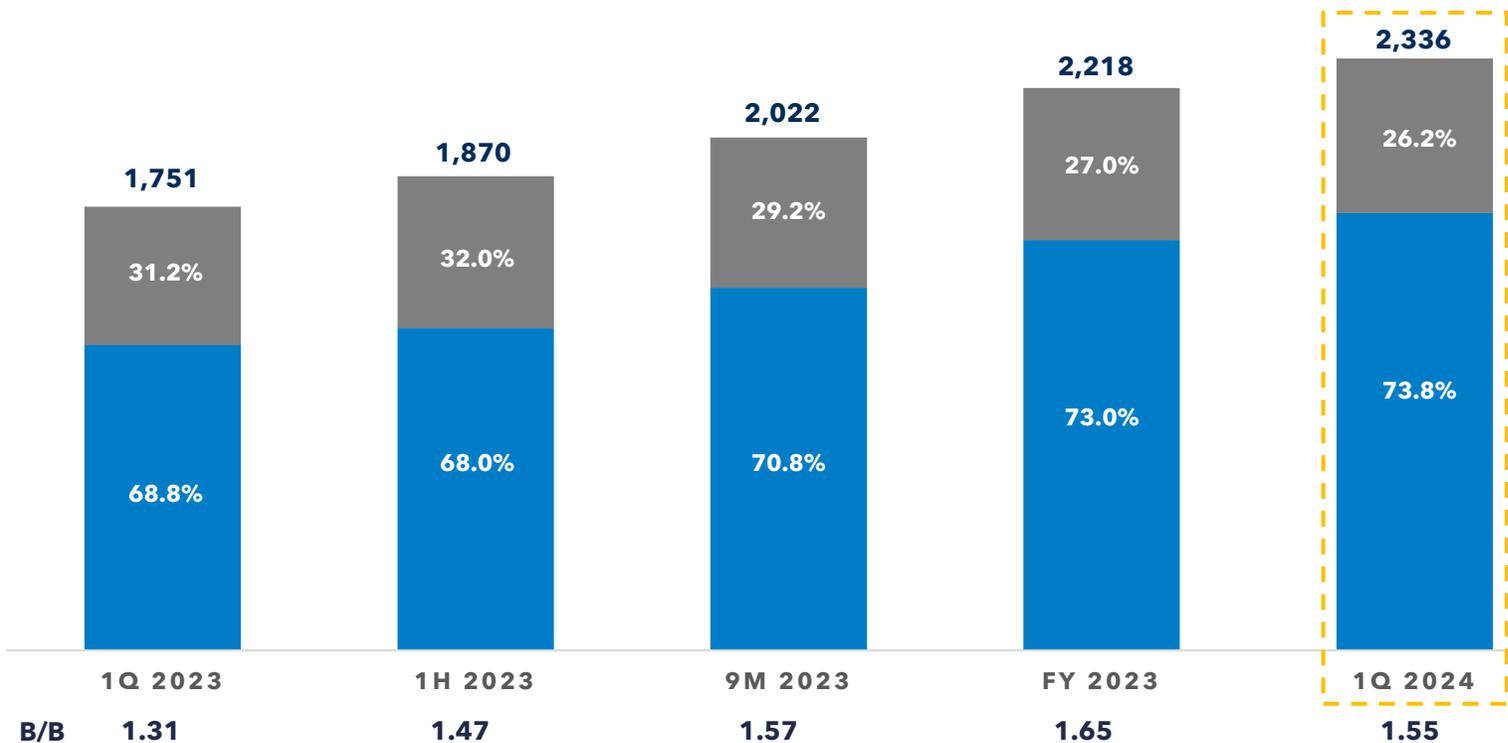
	1Q 2024	1Q 2023	Δ (%)
Revenues	213.2	160.4	32.9%
EBITDA	40.9	32.9	24.3%
<i>EBITDA Margin</i>	19.2%	20.5%	-
D&A	(14.0)	(10.5)	33.1%
EBIT	26.9	22.4	20.2%
<i>EBIT Margin</i>	12.6%	14.0%	-
<i>Adjusted Net Financial Income (Expenses)*</i>	(3.4)	(2.9)	18.8%
Adjusted EBT	23.5	19.5	20.4%
<i>Adjusted Income Taxes**</i>	(7.7)	(5.7)	34.5%
Adjusted Net Profit	15.8	13.8	14.6%
* Fair value change of financial investments	1.4	1.7	(15.3%)
** DTA on fair value changes, DTA reversal related to revaluations and non-recurring tax expenses	(1.0)	(1.2)	(11.7%)
Net Profit	16.2	14.3	13.3%
Net Financial Position	(2.2)	(7.2)	(70.0%)

- **EBITDA Margin** lower YoY as expected at 19.2% due to the bigger consolidation perimeter
- **Higher D&A for € 3.5 mln** on the back of higher Capex made both in 1Q 2024 and previous years, as well as € 1.6 mln for the depreciation of the assets following the purchase price allocations made starting from June 2023
- **P&L adjustments** related to:
 - Change in fair value of financial investments
 - DTA reversal
- **NFP at € 2.2 Mln** (Net Debt) improving from € 7.2 mln of Net Debt at YE 2023 thanks to the cash generated in the period

Backlog

€ Mln

- **Backlog¹ at € 2.34 Bn**, of which **€ 1,725 mln (73.8%)** from **Italian market** and **€ 611 mln (26.2%)** from **foreign markets**
- **Track & Light and Civil Works** and **Energy Signalling & Telecommunication** confirmed as the core Business Units, with **89.3%** of the total backlog
- **Book-to-bill ratio at 1.55x**
- The Backlog covers **2.9 years** of equivalent production



€x1,000

Business Unit	Amount	%
Track & Light Civil Works	1,547,112	66.2%
<i>of which Foreign</i>	557,840	23.9%
Energy, Signalling & Telecom	540,339	23.1%
<i>of which Foreign</i>	1,569	0.1%
Rail Grinding & Diagnostic	7,297	0.3%
<i>of which Foreign</i>	0	
Railway Materials	50,764	2.2%
Heavy Civil Works	138,749	5.9%
<i>of which Foreign</i>	23,496	1.0%
Railway Machines	51,469	2.2%
<i>of which Foreign</i>	28,061	1.2%
Total	2,335,730	100.0%
 Italy	1,724,764	73.8%
 Foreign	610,966	26.2%

1. Does not include agreements between Group companies, to be considered intercompany

 Italy

 Foreign

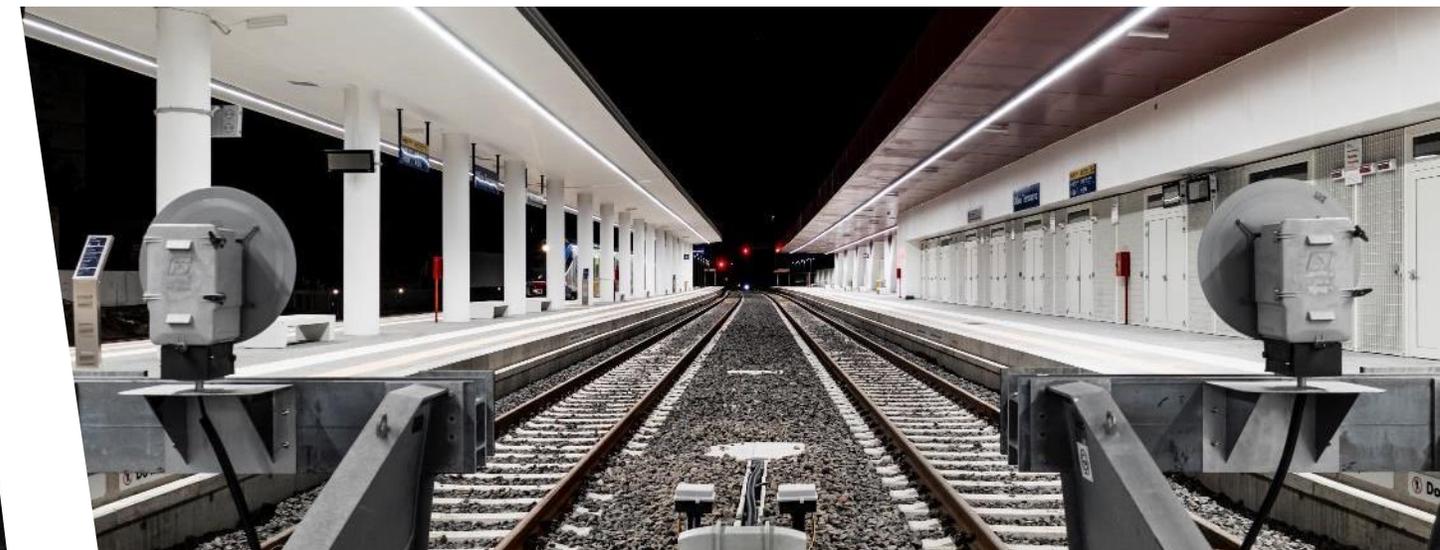
Business priorities & Outlook for 2024



- **Business volumes** expected to growth by around **20% YoY** (~ 15% organic)
- **EBITDA margin** is expected at around 19%, mainly impacted by the further widening of the consolidation perimeter with activities generating lower-than-average margins
- **Capex** expected at € 70 mln further up compared to 2022 to sustain organic growth and innovation



Q&A



Disclaimer

THIS PRESENTATION IS NOT AN OFFER TO SELL OR A SOLICITATION OF AN OFFER TO PURCHASE, OR SUBSCRIBE FOR, SECURITIES

IMPORTANT: Please read the following before continuing. For the purposes of this disclaimer, this presentation (the "Presentation") comprises the attached slides and any materials distributed at, or in connection with, the Presentation. This Presentation and the information, statements and opinions contained herein have been prepared by Salcef Group S.p.A. (the "Company" or "Salcef") for use during meetings with investors and financial analysts and is solely for information purposes and may not be reproduced or redistributed to any other person. The following applies to the Presentation, the oral presentation and any question and answer session that follows the oral presentation.

This Presentation may contain forward-looking statements about the Company, and/or the group headed by Salcef (the "Group"), based on current expectations and opinions developed by the Company, as well as based on current plans, estimates, projections and projects of the Group. Forward looking statements include (but are not limited to) statements identified generally by the use of terminology such as "may", "will", "should", "plan", "expect", "anticipate", "estimate", "believe", "intend", "project", "goal", "aim", "foresee", or "target" or the negative of these words or other variations on these words or comparable terminology. By their nature, forward-looking statements are based upon various assumptions, expectations, projections, provisional data, many of which are based, in turn, upon further assumptions, including, without limitation, examination of historical operating trends and other data available from third parties. Projections, estimates and targets presented herein are based on information available to Salcef as at the date of this Presentation. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of the Company and/or the Group to control or estimate. You are cautioned not to place undue reliance on the forward-looking statements or other information contained in this Presentation. The information contained herein has a merely informative and provisional nature and does not constitute investment, legal, accounting, regulatory, taxation or other advice. This Presentation speaks as of the date hereof and the information contained herein is provided as at the date of this Presentation and, except to the extent required by applicable law, Salcef nor any other person is under any obligation to update and keep current this Presentation, nor the information contained in this Presentation or any other written, electronic or oral information provided in connection with this Presentation. The information contained herein may be subject to updating, completion, revision and amendment and may change materially without notice. Any reference to past performance or trends or activities of Salcef or the Group shall not be taken as a representation or indication that such performance, trends or activities will continue in the future.

The information contained in this Presentation does not purport to be comprehensive nor to include everything which might be material to your purposes and has not been independently verified by any third party. No representation, warranty or undertaking, express or implied, is made by the Company or any of its respective affiliates or any of its of their respective directors, officers, advisers, employees or agents or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained therein or any other statement made or purported to be made in connection with the Company and its consolidates subsidiaries, for any purpose whatsoever, including but not limited to any investment considerations. Neither the Company nor any of its respective affiliates, directors, officers, advisers, agents or employees, nor any other person shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of these materials or its contents or otherwise arising in connection with this Presentation. Neither this Presentation nor any part or copy of it may be taken or transmitted into the United States or distributed, directly or indirectly, in the United States. Any failure to comply with this restriction may constitute a violation of U.S. securities laws. The information contained in this Presentation is not for publication or distribution, directly or indirectly, in Australia, Canada or Japan. Neither this Presentation nor its delivery to any recipient will or is intended to constitute or contain or form part of any offer to sell or solicitation of any offer to purchase, or subscribe for, any securities or related financial instruments, nor shall it or any part of it form the basis of or be relied upon in connection with or act as any inducement or recommendation to enter into any contract or commitment or investment decision whatsoever. By attending the meeting where this Presentation is made, by reading the presentation slides or by accessing and/or accepting delivery of this Presentation, you agree to be bound by the foregoing limitations and restrictions. The Presentation cannot be reproduced in any form, further distributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose. Any failure to comply with these restrictions may constitute a violation of applicable laws.



Contacts

Alessio Crosa

Chief Communication & Sustainability Officer

Tel: +39 06 416281

E-mail: investor.relations@salcefgroup.com

Bloomberg: SCF:IM

Reuters: SCFG.MI

Borsa Italiana: SCF