



TESMEC

Q1.2026 RESULTS
Grassobbio, May 8th, 2026

Q1.2026

RESULTS

- HIGHLIGHTS, GROUP FINANCIALS & KEY METRICS
- 2026 GUIDELINES
- ANNEX

HIGHLIGHTS, FINANCIALS & KEY METRICS

Q1.2026 HIGHLIGHTS

WHAT WORKED WELL

- Revenues up 7,4% vs. Q1.2025, driven by Energy, with Stringing accelerating both in volumes and margins
- Profit before taxes 1,9€M against -0,7€M loss in Q1.2025, leading to Profit of 1,1€M, vs. -1.4€M loss of Q1.2025
- Net Financial Position improving by ca. 27€M vs. Mar-2025 and by ca. 4€M vs. Dec-2025, triggering lower financial charges
- Further backlog growth at 474€M, driven by Energy, with backlog now at approximately 240€M and Rail increase following the award of the 71€M Slovenian Railways tender

WHERE WE ARE MAKING PROGRESS

- EBITDA +6,4% vs. Q1.2025 with an EBITDA margin at 15,3% still not fully reflecting the Group's potential, with acceleration expected in the next quarters
- Rail: despite the delayed start-up of new tenders, which temporarily affected revenues and margins, results do not yet fully reflect the contribution of recently awarded contracts, with improvement expected in H2.2026
- Cost efficiency resulting in a reduced operating costs' incidence on revenues

WHAT COULD HAVE WORKED BETTER

- Trenchers: Lower volumes vs. Q1.2025, while showing sequential improvement vs. Q4.2025 and further recovery expected from Q2.2026.

Q1.2026 PROFIT&LOSS STATEMENT

(€M)

PROFIT & LOSS (€M)	Q1.2025	Q1.2026	Δ	Δ%
REVENUES	61,4	65,9	4,6	+7,4%
EBITDA	9,5	10,1	0,6	+6,4%
% on Revenues	15,5%	15,3%		
EBIT	4,3	4,7	0,4	+8,8%
% on Revenues	7,0%	7,1%		
NET FINANCIAL CHARGES	(4,1)	(3,5)	0,6	(14,2%)
RESULT BEFORE FOREX AND BEFORE TAXES	0,2	1,2	1,0	
NET FOREIGN EXCHANGES	(0,9)	0,7	1,5	
TAX	0,8	(0,8)	(1,6)	
PRE-TAX RESULT	(0,7)	1,9	2,5	
NET RESULT FROM DISCONTINUED OPERATIONS	(1,6)	n.a.		
TOTAL NET RESULT	(1,4)	1,1	2,5	

NFP (€M)	Dec.31, 2025	Mar.31,2026	Δ
NFP ante IFRS16	102,8	99,9	(2,9)
NFP post IFRS16	130,4	126,0	(4,4)

- **REVENUES increasing by 7,4%**, driven by the growth of the Energy segment, while the Rail division does not yet fully reflect the contribution from recently awarded tenders. The Trencher segment showed overall signs of improvement versus Q4.2025, despite weaker performance in Australia and West Africa compared to Q1.2025, partially offset by other markets, with a gradual recovery expected over the year
- **EBITDA increasing by 6,4%**, reflecting revenue dynamics, sustained by the increasing contribution of Energy, which showed a +84,6% vs. Q1.2025
- **RESULT BEFORE FOREX AND TAXES showed strong acceleration, and RESULT BEFORE TAX increased at 1,9€M**, supported by lower financial expenses and positive Forex effects (largely unrealized)
- **NET PROFIT of 1,1€M progressing by 2,5€M vs. -1,4€M loss of Q1.2025**
- **NET FINANCIAL POSITION (incl. IFRS16) at 126,0€M** decreasing by -26,6€M vs. Q1.2025 and -4,4€M vs. Dec-2025

Q1.2026 STATEMENT OF FINANCIAL POSITION

(€M)

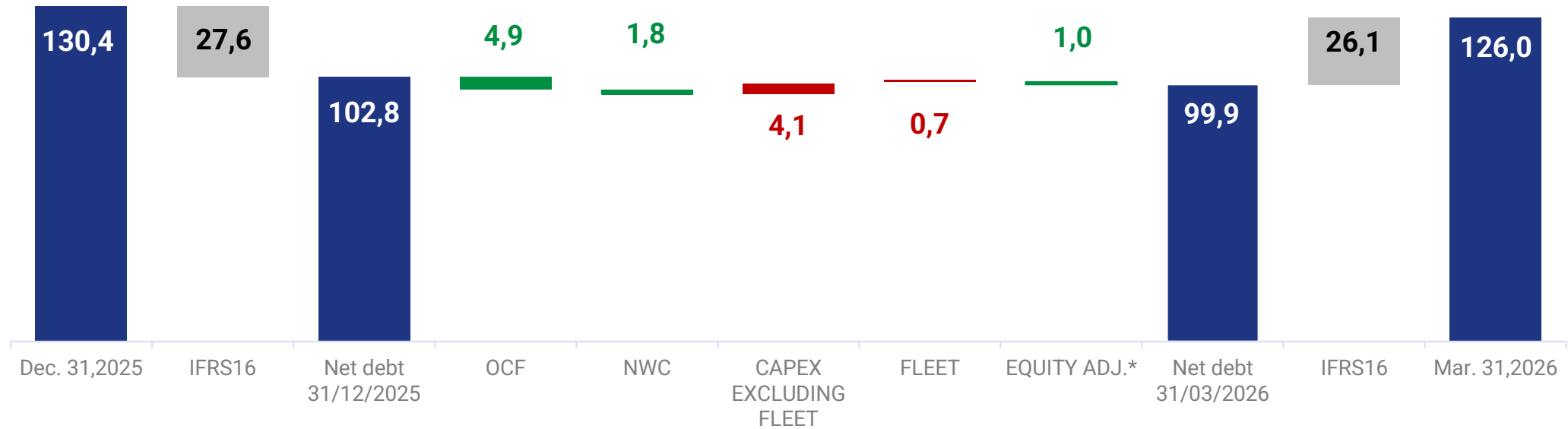
€M	Mar.31, 2025	Dec.31, 2025	Mar.31, 2026	Δ Mar.31, 2026 vs Mar.31, 2025	Δ Mar.31, 2026 vs Dec.31, 2025
NET WORKING CAPITAL	103,0	71,8	70,0	(33,0)	(1,8)
FIXED ASSETS	105,2	116,8	116,4	11,2	(0,4)
OTHER LONG-TERM ASSETS/LIABILITIES	22,8	15,5	15,4	(7,4)	(0,1)
CAPITAL EMPLOYED HELD FOR DISPOSAL	(5,1)	n.a.	n.a.	5,1	n.a.
NET INVESTED CAPITAL	225,9	204,2	201,8	(24,1)	(2,3)
NET FINANCIAL INDEBTNESS ANTE IFRS16	122,1	102,8	99,9	(22,2)	(2,9)
LEASE LIABILITY - IFRS 16/IAS 17	30,5	27,6	26,1	(4,4)	(1,5)
NET FINANCIAL POSITION	152,6	130,4	126,0	(26,6)	(4,4)
EQUITY	73,3	73,7	75,8	2,5	2,1
SOURCES OF FUNDING	225,9	204,2	201,8	(24,1)	(2,3)

- **NET INVESTED CAPITAL decreasing by 2,3€M vs. Dec-2025, driven by:**
 - Net working capital decreased by 1,8€M vs. Dec-2025, driven by a 14,3€M reduction in inventories/work-in-progress, partially offset by an increase in A/R.
 - Net fixed capital and other medium/long-term assets and liabilities broadly stable
 - The Energy segment, historically operating with negative working capital, continued to contribute positively to the overall mix, while the Rail division benefited from positive cash flows from newly awarded contracts

- **NET FINANCIAL POSITION at 126,0€M** confirming positive trend vs Dec. 2025, further progressing:
 - **-26,6€M improvement vs Mar-2025**
 - **-57,6€M improvement vs. peak of Jun-2024**

Q1.2026 NET FINANCIAL POSITION EVOLUTION

(€M)

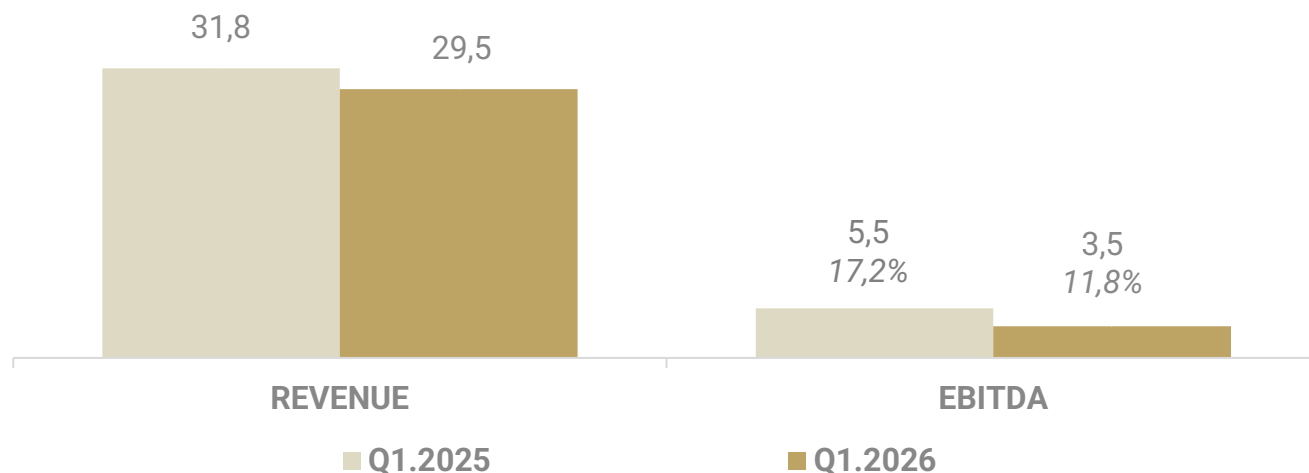


€M	Mar. 31, 2025	Dec.31,2025	Mar. 31, 2026
INVENTORIES	94,2	87,7	95,7
WORK IN PROGRESS CONTRACTS	40,6	34,3	11,9
TRADE RECEIVABLES	61,2	61,1	80,0
TRADE PAYABLES	(86,3)	(103,8)	(104,7)
OTHER CURRENT ASSETS/(LIABILITIES)	(6,8)	(7,4)	(12,9)
NET WORKING CAPITAL	103,0	71,8	70,0

* Equity Adjustments: mainly reflecting the net variations of the translational adjustment reserve due to forex

TRENCHERS: Q1.2026 FACTS & FIGURES

(€M)



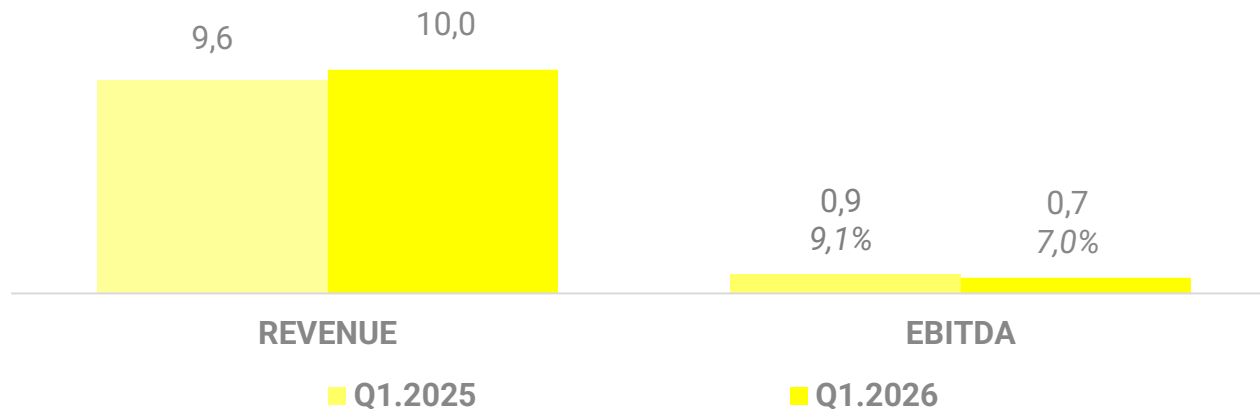
- **REVENUES AT 29,5€M, -7,2% vs Q1.2025**, considering a still weak start to the year in Australia (reflecting a selective approach to projects) and temporary slowdowns in West Africa, dynamics partially offset by the positive performance in North Africa and South America.
- **EBITDA AT 3,5€M, -36,0% vs Q1. 2025** because of volume dynamics, only partially offset by a strong recovery in margins in the United States.
- **BACKLOG AT 73€M**

KEY FACTS

- Trencher entering a gradual recovery phase, supported by broader market diversification, higher production volumes and new order intake, after the challenges experienced in 2025
- Sustainable growth strategy is driven by a focus on high-potential markets with solid and selective positioning in high-productivity, high-value applications such as pipelines and mining
- In the United States demand signals showed improvement, supported by pipeline opportunities and the progressive recovery of the fiber market, underpinned by a solid commercial pipeline
- Positive momentum in Latin America and North Africa, while the Middle East remained resilient amid a complex geopolitical context

RAIL: Q1.2026 FACTS & FIGURES

(€M)



- **REVENUES AT 10,0€M, +4,7% vs Q1.2025** driven by the progress of old job orders; however, the level of activity for the quarter does not yet fully reflect the expected contribution from recently acquired new tenders.
- **EBITDA AT 0,7€M, -19,6% vs Q1.2025**, similarly, the profitability for the period was affected by a transition phase related to the timing of the start-up of new orders, with effects expected to materialize progressively over the course of H2.2026.
- **BACKLOG AT 161€M**, supported by a solid commercial pipeline for 2026. The Group is progressively repositioning toward higher value-added contracts and increased international diversification, with benefits expected to emerge over the coming quarters.

KEY FACTS

Internationalization path

- €71M award in Slovenia confirms the Group's expertise and track record in complex railway projects
- Bulgaria: advanced completion of the supply to NRIC, with strong customer satisfaction
- Advancement in certifications for key markets, marking an important step in broadening access to the European market.

Domestic market

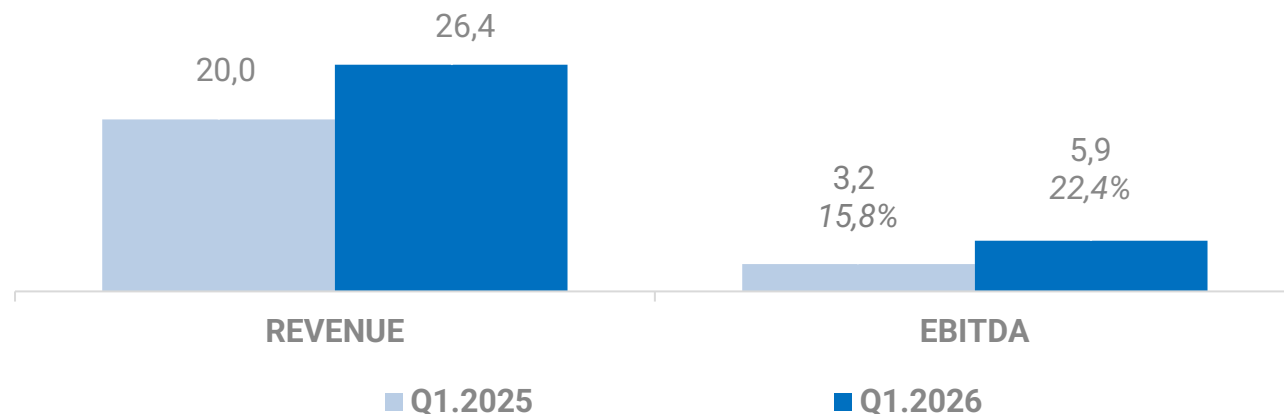
- Positive outlook supported by order intake and improved visibility

Strategic enablers

- Industrial optimization initiatives to enhance efficiency and scalability (railway connection works planned from H2.2026)
- Ongoing organizational strengthening to support higher execution and volumes

ENERGY: Q1.2026 FACTS & FIGURES

(€M)



- **REVENUES AT 26,4€M, +31,9% vs Q1.2025**, driven by strong growth in Stringing segment and progress of the Automation backlog. Stringing reached 18,3€M, performing +43.8% vs Q1.2025, while Energy-Automation reached 8,1€M, +11,1% YoY
- **EBITDA AT 5,9€M, +86,4% vs. Q1.2025**, driven primarily by the Stringing segment, benefiting from a favorable mix, operating leverage, operational and supply-chain optimization, and the increasing contribution of the U.S. joint venture. Automation also provided a positive contribution, with increasing weight expected as multi-year contracts awarded progressively enter the execution phase.
- **BACKLOG AT 240€M, up from 177€M at Q1.2025**. Energy Automation accounted for 185€M supported by multi-year contracts and offering strong visibility. Backlog strength reflects favorable energy infrastructure trends and validates Tesmec strategic positioning.

KEY FACTS

STRINGING

- Continued growth supported by a favorable investment environment, with solid demand and visibility, with backlog increased to ca. 54€M vs. 31€M in Q1.2025
- Supportive U.S. market confirmed by the solid performance of the U.S. JV, and selective market and product focus ongoing, with revenues and product mix concentration, supporting profitability

AUTOMATION

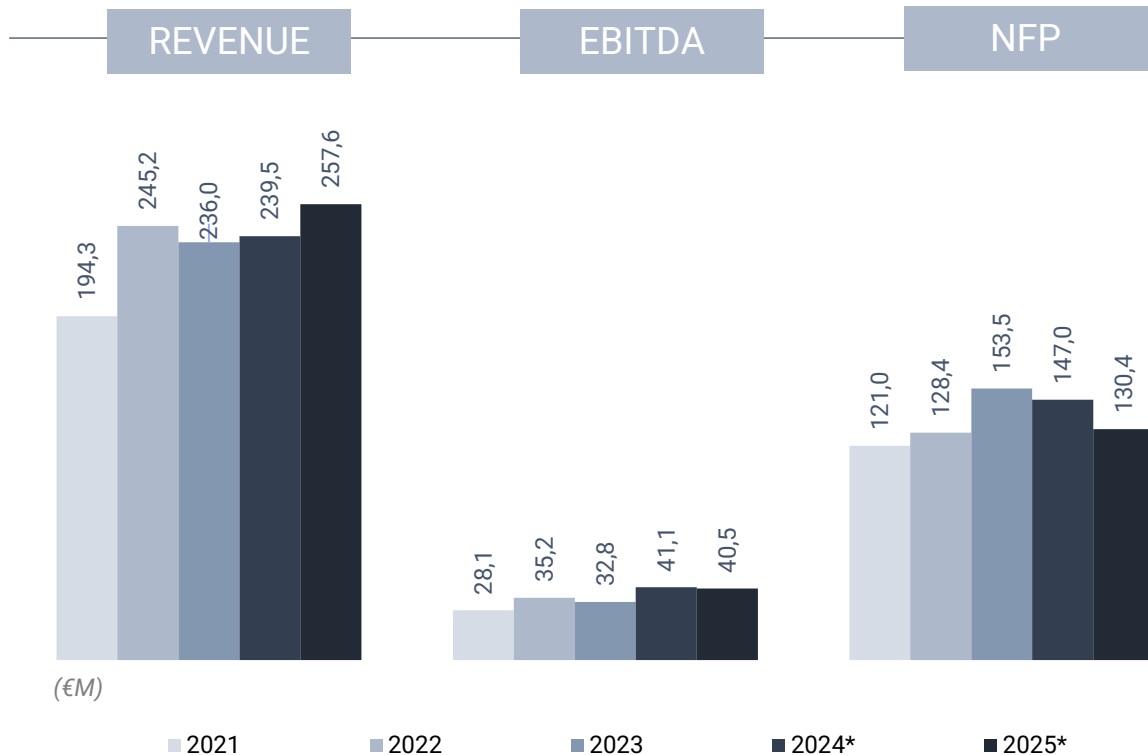
- Execution on digital substations advancing as planned, with successful initial completions, confirming delivery capabilities on advanced, technology-driven solutions
- Progressive diversification in line with the BU's strategy, through expansion across multiple end-markets, a wider technological offering, and a increasingly diversified customer base, strengthening resilience supported by a more balanced business mix

2026 GUIDELINES

2021-2025* EQUITY STORY and 2026 OUTLOOK

- THE GEOPOLITICAL CONTEXT, TOGETHER WITH INFLATIONARY PRESSURES, LOGISTICAL AND TARIFF DYNAMICS, CONTINUE TO LIMIT VISIBILITY. TESMEC MAINTAINS A PRUDENT STANCE, MONITORING MARKET AND COST TRENDS THAT MAY AFFECT THE OUTLOOK, AIMED AT MITIGATING POTENTIAL RISKS.

- 2026 EXPECTATION: GROWTH IN THE MAIN ECONOMIC INDICATORS VS. FY.2025 AND FURTHER REDUCTION IN NET FINANCIAL INDEBTENESS VERSUS MARCH 31, 2026, WITH A PROGRESSIVE ACCELERATION OVER THE COURSE OF THE YEAR COMPARED TO THE FIRST QUARTER



*2024-2025 revenues, EBITDA and NFP reflecting deconsolidation of Groupe Marais

- Solid, high-quality order backlog, enduring visibility on revenues
- Revenue mix toward higher-value mix
- Operational efficiency, scale effects and synergies
- Financial discipline, with optimized working-capital management
- Production footprint in Italy and the U.S enhancing flexibility and supporting resilience in a complex macroeconomic and geopolitical environment

BUILDING A SUSTAINABLE, HIGH-VALUE GROWTH PATH

TECHNOLOGY, MARKETS AND BUSINESS MODEL

INNOVATION FOR STRATEGIC INFRASTRUCTURES

DIGITALIZATION, ENERGY TRANSITION, SUSTAINABILITY AND SAFETY

SELECTIVE MARKET EXPANSION

PREMIUM MARKET FOCUS AND STRATEGIC SUBSIDIARY INTEGRATION

ENHANCED BUSINESS MODEL

SERVICE AS A DRIVER OF ADDED VALUE

REVENUE QUALITY, EFFICIENCY, EXECUTION

GROWTH IN HIGH VALUE-ADDED PRODUCTION

QUALITY OF REVENUES: PROFITABILITY & CASH FLOW GENERATION

EFFICIENCY & FINANCIAL DISCIPLINE

OPERATING LEVERAGE, STRATEGIC CAPEX AND LOWER NET FINANCIAL POSITION

EXECUTION

ACCOUNTABILITY, MONITORING AND RISK MITIGATION

ANNEX

HIGH SPEED LINE- Egypt
Commissioning of a Vehicle Set for the Electrification of the High-Speed Rail 'HSR Green Line'



Strong upward trend in the pipeline sector throughout the Americas, including both the USA and LATAM



New EVO range launched for wiches and machines models



Workshop session focused on recent European blackouts and how Tesmec technologies can strengthen grid security and resilience



Tesmec @ Euronext STAR Conference 2026, hosted and organized by Borsa Italiana at Palazzo Mezzanotte.



Tesmec punta ai servizi digitali con l'alta formazione in azienda

L'accordo. Il gruppo e l'Università di Bergamo svilupperanno progetti comuni Caccia Dominioni: «Potenziamo le competenze in un settore in evoluzione»



Da sinistra il rettore Sergio Cavalieri e l'ad Carlo Caccia Dominioni

... Un progetto integrato dunque, che sarà sviluppato

8th Mediobanca Italian Mid Cap Conference



Tesmec @ 8th Mediobanca Italian Mid Cap Conference and @ 2nd edition of the Mid & Small | Paris 2026 Conference, organized by Virgilio IR and Mediobanca.



Major achievements in North Africa, especially in Algeria with the award of two major tenders



We welcomed our long-standing partners for a constructive exchange on ongoing projects and to showcase the capabilities of our TEO CTRL ROOM remote monitoring and maintenance service



Diagnostic vehicle TIPO 4 in the RFI fleet, marking a milestone in the deployment of next-generation diagnostic solutions

Q1.2026 EBITDA TREND BY BU

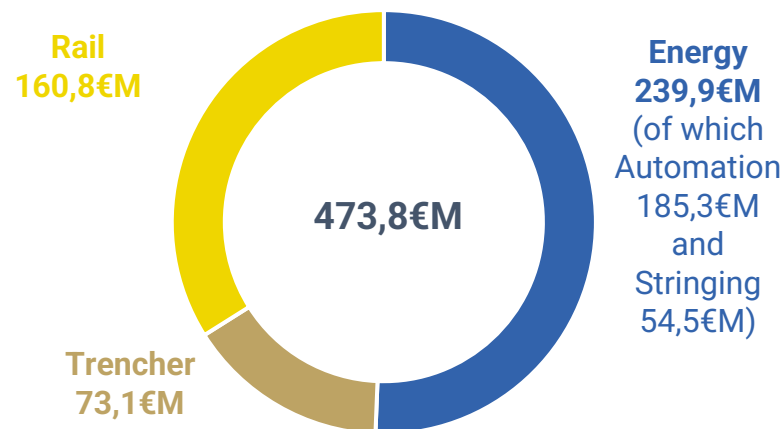
(€M)



Q1.2026 KPI

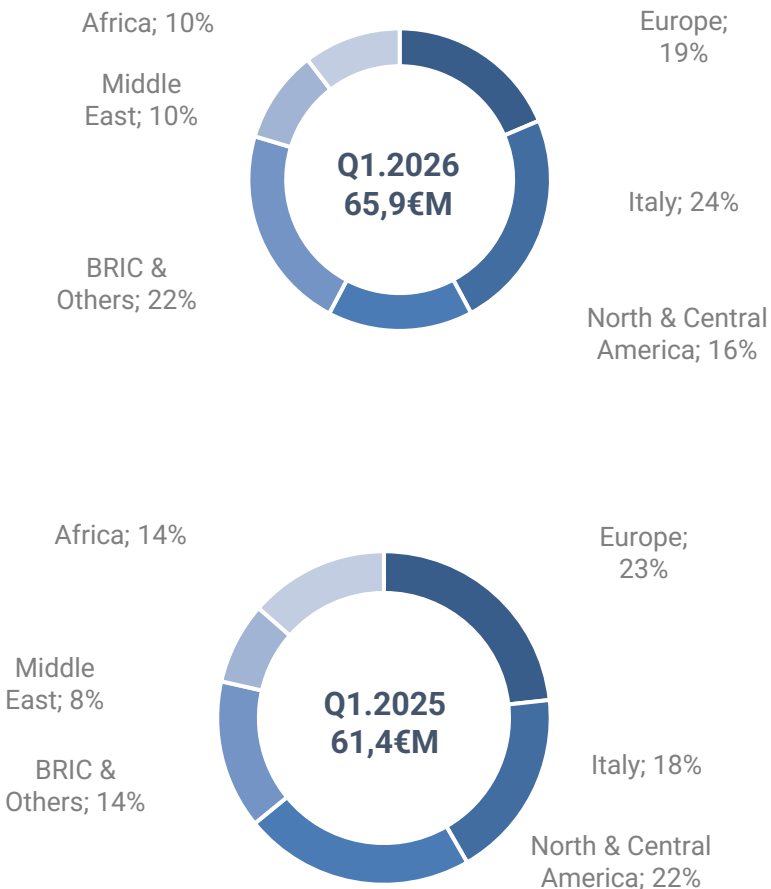
BACKLOG

- Long-term backlog in Automation and Rail



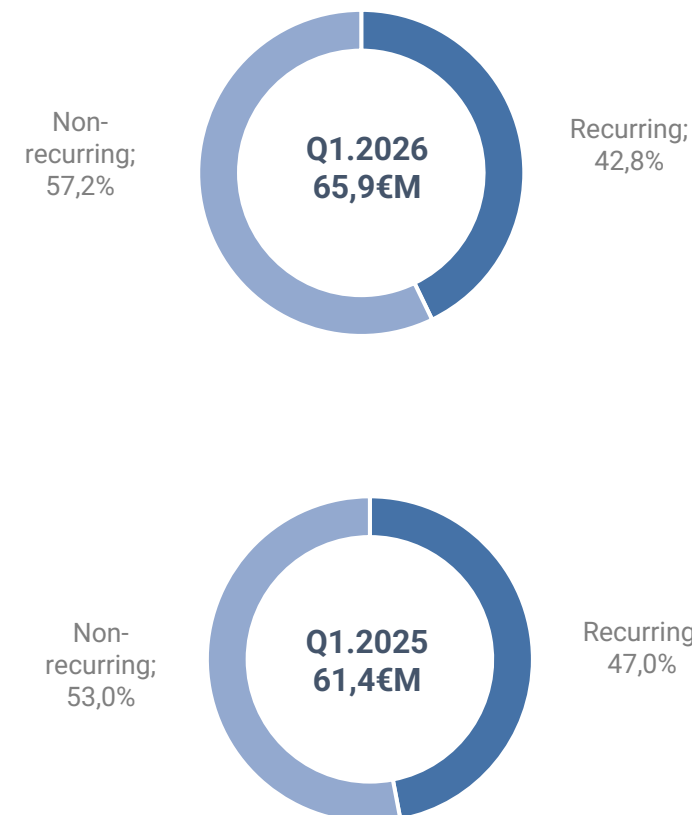
€M	31/03/2026	31/12/2025
Energy	239,9	227,5
Trencher	73,1	72,1
Railway	160,8	116,6
Total	473,8	416,2

MARKETS



RECURRING BUSINESS

- Recurring: Rental, Projects, Spare Parts, Services (maintenance, revamping & refurbishing, consulting & training), LT backlog;
- Non-recurring: Sales of goods



Q1.2026 SUMMARY

(€M)

PROFIT & LOSS	Q1.2026	Q1.2025
NET REVENUES	65,9	61,4
Raw materials costs (-)	(31,4)	(28,6)
Cost for services (-)	(11,9)	(11,0)
Personnel Costs (-)	(14,0)	(13,6)
Other operating revenues/costs (+/-)	(1,2)	(1,5)
Non recurring revenues/costs (+/-)	-	-
Portion of gain/(losses) from equity investments evaluated using the equity method	(0,0)	0,3
Capitalized R&D expenses	2,7	2,6
Total operating costs	(55,8)	(51,9)
% on Net Revenues	(84,7%)	(84,5%)
EBITDA	10,1	9,5
% on Net Revenues	15,3%	15,5%
Depreciation, amortization (-)	(5,4)	(5,2)
EBIT	4,7	4,3
% on Net Revenues	7,1%	7,0%
Net Financial Income/Expenses (+/-)	(3,5)	(4,1)
Taxes (-)	(0,8)	0,8
Net Income (Loss) from Continuing Operations	1,1	0,1
Net Income (Loss) from Discontinued Operations	n.a.	(1,6)
NET INCOME (LOSS)	1,1	(1,4)
Minorities	0,0	0,0
GROUP NET INCOME (LOSS)	1,0	(1,5)
% on Net Revenues	1,5%	(2,4%)

BALANCE SHEET (€ Mln)	Mar.31,2026	Dec.31, 2025
Inventory	95,7	87,7
Work in progress contracts	11,9	34,3
Accounts receivable	80,0	61,1
Accounts payable (-)	(104,7)	(103,8)
Op. working capital	82,9	79,2
Other current assets (liabilities)	(12,9)	(7,4)
Net working capital	70,0	71,8
Tangible assets	37,5	37,4
Right of use - IFRS 16/IAS 17	19,0	19,8
Intangible assets	46,6	46,4
Financial assets	13,4	13,2
Fixed assets	116,4	116,8
Net long term assets (liabilities)	15,4	15,5
NET INVESTED CAPITAL	201,8	204,2
Cash & near cash items (-)	(30,5)	(40,6)
Short term financial assets (-)	(44,6)	(22,4)
Lease liability - IFRS 16/IAS 17	26,1	27,6
Short term borrowing	95,6	83,9
Medium-long term borrowing	79,3	81,8
Net financial position	126,0	130,4
Equity	75,8	73,7
FUNDS	201,8	204,2

Q1.2026 RESULTS CONFERENCE CALL



Friday 8th May, 2026



2.30 PM CET



[Diamond Pass Registration](#)



ir@tesmec.com



[Investors | Tesmec](#)



2026 FINANCIAL CALENDAR

- 5 August 2026 Approval of the Company's Half-Year Report as of 30th June 2026
- 6 November 2026 Approval of the Company's Quarterly Report as of 30th September 2026

DISCLAIMER

This presentation has been prepared by Tesmec S.p.A. (“Tesmec”, the “Company” or the “Group”). As used herein, “Presentation” means this document, any oral presentation, the question and answer session and any written or oral material discussed or distributed during the presentation. The Presentation comprises written material/slides which provide information on the Company and its subsidiaries. The information contained in this Presentation has not been verified, approved or endorsed by or independently verified by any independent third party. Save where otherwise indicated, the Company is the source of the content of this Presentation. Care has been taken to ensure that the facts stated in this Presentation are accurate and that the opinions expressed are fair and reasonable. However, no representation or warranty, express or implied, is made or given by or on behalf of the Company, or the management or employees or advisors of the Company, or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this document or any other material discussed at the Presentation. None of the Company nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection therewith.

This Presentation is not intended for potential investors and do not constitute, or form part of, any offer or invitation to underwrite, subscribe for or otherwise acquire or dispose of, or any solicitation of any offer to underwrite, subscribe for or otherwise acquire or dispose of, any debt or other securities of the Company (“Securities”) and is not intended to provide the basis for any credit or any other third party evaluation of Securities nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment whatsoever. If any such offer or invitation is made, it will be done so pursuant to separate and distinct documentation in the form of a prospectus, or a translation of the prospectus into English language (a “Prospectus”) and any decision to purchase or subscribe for any Securities pursuant to such offer or invitation should be made solely on the basis of such Prospectus and not this Presentation.

This Presentation may contain projections and forward looking statements which are based on current expectations and projections about future events, based on numerous assumptions regarding the Company’s and the Company’s subsidiaries’ present and future business strategies and the environment in which the Company will operate in the future. Any such forward looking statements involve known and unknown risks, uncertainties and other factors which are in some cases beyond the Company’s control and which may cause the Company and the Company’s subsidiaries actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. Further, any forward-looking statements will be based upon assumptions of future events which may not prove to be accurate. Any such forward-looking statements in this Presentation will speak only as at the date of this Presentation and no one undertakes any obligation to update or revise any such forward-looking statements, whether in the light of new information, future events or otherwise. Given the aforementioned risks, uncertainties and assumptions, you should not place undue reliance on these forward-looking statements as a prediction of actual results or otherwise. The information and opinions contained in this Presentation are provided as at the date of this presentation and are subject to change without notice.

This Presentation is not an offer of Securities for sale in the United States or any other jurisdiction. 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 as that term is defined in the U.S. Securities Act of 1933, as amended (the “Securities Act”). Neither this Presentation nor any part or copy of it may be taken or transmitted into Australia, Canada or Japan, or distributed directly or indirectly in Canada or distributed or redistributed in Japan or to any resident thereof. Any failure to comply with this restriction may constitute a violation of U.S., Australian, Canadian or Japanese securities laws. The distribution of this Presentation in other jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions. The Company’s Securities have not been and will not be registered under the Securities Act and may not be offered or sold in the United States except pursuant to an exemption from, or transaction not subject to, the registration requirements of the Securities Act.

By attending or receiving this Presentation you agree to be bound by the foregoing limitations and represent that you are a person who is permitted to receive information of the kind contained in this Presentation. Furthermore, by attending or receiving this Presentation you represent being aware of all requirements and limitations provided by applicable securities laws and regulations regarding the distribution and dissemination of information or investment recommendations and you undertake not to breach any of such provisions. None of the Company, or any of their respective affiliates, members, directors, officers, employees or advisors nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of this Presentation or its contents or otherwise arising in connection therewith.



TESMEC
