

PRESS RELEASE

OMER BOARD OF DIRECTORS EVALUATED FIRST QUARTER 2023 ECONOMIC AND FINANCIAL CONSOLIDATED DATA WHICH SHOW A CONTINUOUS POSITIVE GROWTH

- Value of Production: **15,6 million euro (about +12% YoY)**
- EBITDA: **3,1 million euro in line with the first quarter 2022**
- EBITDA Margin: **20% compared to 22% recorded in the first quarter 2022**
- Net financial position: **positive (cash), amounts to 13,5 million euro (9,6 million euro as of December 31st 2022)**
- *Backlog*: **137 million euro, up by 18% compared to December 2022**

Carini (PA), May 15th, 2023 – OMER S.p.A. (the “Company” or “OMER”, ISIN IT0005453748) – *a company active in the field of interior components and furnishings for railway transportation* – evaluated the economic and financial consolidated data as of March 31st, 2023, not subjected to audit review, that register a growth of the main economic and financial indicators.

The Value of Production amounts to approximately 15,6 million euro, up by 12% (+1,7 million euro) compared of the first quarter 2022. This growth is due both to the increase in volumes of production, to answer the increase in orders, and to the relevant price revisions agreed with clients to consider inflation effects and contractualized during the second part of last year.

The **EBITDA** amounts to approximately 3,1 million euro, in line with the first quarter 2022, with an EBITDA margin – ratio between EBITDA and the Value of Production – equal to approximately 20%, a slight decrease compared to about 22% of 2022. Overall, the results of the quarter must be considered positive given that the costs of materials are on average higher compared to the values of beginning 2022. On top of the above, it is important to consider an increase in the cost of the organizational structure in the first quarter 2023, determined by the hiring of new professionals necessary to ensure an adequate level of company performance.

The consolidated **Net Financial Position** of the Group is positive (cash), equals to approximately 13,5 million euro, compared to a value as of December 31st, 2022 of approximately 9,6 million euro. The growing value of the NFP is the result of both the earnings from the price revisions recognized in the year 2022, and the reduction of working capital employed (inventory and customer receivables).

The *backlog*¹ amounts to 137 million euro, growing by 18% compared to December 31st, 2022. The *soft backlog*² is equal to 256 million euro.

¹ The value of the *backlog* is equal to the residual value of the not already completed contractual orders, calculated as the quantities still to be delivered multiplied by the unit order price on a given date.

² The *soft backlog* is equal to the value of the options contractualized in the framework agreements, exercisable by customers, and not yet exercised at a given date.



Giuseppe Russello, President and CEO of OMER S.p.A., commented: *"The results achieved in this first quarter of 2023 are positive and confirm our ability to grow and achieve profitability, even in a complex international environment characterized by high inflation, which has led to increased costs of key raw materials, energy, and services. The growth of the value of production shows that the company has still room to grow within the market it operates in. We are confident about the future, thanks to various factors, including the growth in investments in railway transportation by the Public Administration and private entities both in Europe and in the United States, and the fact that we have successfully structured the company, also with the recruiting of new talents, to seize all the opportunities that the market will offer us".*

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About OMER

OMER S.p.A., founded in Palermo in 1990 as a manufacturer of components for road vehicles, in 1993 began operating in the sector of components and interior furnishings for railway vehicles. Today OMER is an important international operator in the design and production of railway components with a high engineering, design and innovative content, intended for the preparation of high-speed, regional and underground trains. The Company is positioned as a partner of the manufacturers of railway trains, which receive their orders from railway transport operators. The Group is recognized by the main manufacturers of rolling stock and is specialized in the design and production of railway interiors, i.e. internal coatings intended for all areas of the vehicle, of cabins for sanitary modules (so-called toilet module cabins), as well as of the external components of the carriage, such as fairings and doors. The Group's commitment is also made clear by an ESG (Environmental, Social, Governance) profile. The Issuer's products are in fact intended for a sector which cares for the environmental impact such as the railway sector. In this regard, the prevalent use of aluminium inside the trains is oriented towards high recyclability. For more information visit our website: www.omerspa.com

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