

PRESS RELEASE

OMER BOARD OF DIRECTORS EXAMINED THE MANAGEMENT DATA OF THE THIRD QUARTER OF 2023

THE POSITIVE GROWTH TREND CONTINUES

- Value of Production: **47.6 million Euro (up about 7% YoY)**
- EBITDA: **9.4 million Euro, up 16% YoY**
- EBITDA Margin: **20% compared to 18% recorded in the first 9 months of 2022**
- Net Financial Position: **positive (cash) amounts to 14.7 million Euro (positive equal to 16.9 million Euro as of June 30th 2023)**
- *Backlog*: **130 million Euro, up 12% compared to December 2022**

Carini (PA), November 20th, 2023 – OMER S.p.A. (the “Company” or “OMER”, ISIN IT0005453748) – a company active in the sector of components and interior furnishings for railway transport vehicles – examined the management data relating to the first nine months of 2023, not subject to audit review, which registered a growth in the main economic indicators.

Giuseppe Russello, Chairman and Chief Executive Officer of OMER, commented: *“The results achieved in this third quarter confirm the positive growth trend already outlined over the previous months. The order book records a growth of 12% compared to 2022, as well as the soft backlog stands at around 242 million Euro, important signs that demonstrate the soundness of the choices made by the management. For the future, we are confident that this positive trend will continue, also in consideration of the increased investments in Europe and in the United States in the railway industry, significant investments which will certainly have a positive influence in the coming years as well. With the aim of confirming ourselves as a reference player for the sector, both in Italy and abroad, we will continue in R&D activities and investments in our plants, to increase production capacity and to aim for a constant improvement in company performance”.*

The **Value of Production** is equal to approximately 47.6 million Euro, up 7% (+ 3.3 million Euro) compared to the same period of 2022. The growth is determined both by an increase in production volumes, as response to growth in orders, and to the recognition of a part of the price revisions agreed with customers to take into account the inflationary and contractualized effects during the second part of the previous year. In particular, during the nine months, the Group was committed to the continuation of the contracts acquired in recent years, mainly for the customers of the Hitachi group and the Alstom group.

EBITDA stands at approximately 9.4 million Euro, an increase of approximately 16% compared to the first 9 months of 2022, with an EBITDA margin - ratio between EBITDA and Value of Production - of approximately 20% compared to 18% in the first 9 months of 2022. This result, in line with the values already recorded on the 2023 half-yearly report, is to be considered positive, given that the cost of the main production factors, even though with a gradual reduction trend, is still significantly higher than the values recorded before the outbreak of the Russian-Ukrainian conflict. The cost of energy recorded a reduction in recent months, both in terms of purchase rate and thanks to the full operation of the 1 MW photovoltaic system installed at the beginning of 2023, which allowed a reduction of approximately 40% of Plant B consumption, compared with

the same period of the previous year. On the other hand, we note an increase in the cost of labour, already noted in previous months, resulting both from an increase in the number of direct and indirect resources and from an increase in the average per capita contractual cost, as well as from the disappearance of some contribution allowances following the achievement of the maximum limit.

The Group's consolidated **Net Financial Position** is positive (cash) equal to approximately 14.7 million Euro, compared to a value as of June 30th, 2023 of approximately 16.9 million Euro, with a reduction of approximately 2.2 million Euro. This reduction is mainly a consequence of the payment of the 2022 income tax balance and the normal dynamics of payments and collections for the period.

The **backlog**¹ amounts to 130 million Euro, up 12% compared to December 31st, 2022; the **soft backlog**² is equal to 242 million Euro.

This press release is available in the Investor Relations section of the website <https://omerspa.com>.

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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.



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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