



PRESS RELEASE

OMER BOARD OF DIRECTORS EXAMINED THE PRELIMINARY CONSOLIDATED DATA AS OF DECEMBER 31st, 2023

- Value of Production: **66.8 million Euro (up by about 6% YoY)**
- EBITDA: **14.3 million Euro, up by 4% YoY**, with an EBITDA Margin equal to **21.4%**
- Net Financial Position: **positive (cash) amounts to 19.7 million Euro (positive equal to 9.6 million Euro as of December 31st, 2022)**
- *Backlog*: **125 million Euro, up by about 8% compared to December 31st, 2022**

Carini (PA), February 26th, 2024 – 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* – during today’s Board of Directors meeting, examined the preliminary consolidated data as of December 31st, 2023, prepared in accordance with Italian accounting principles and not yet subject to audit review.

The **Value of Production** amounted to approximately € 66.8 million, up by about 6% compared to € 63.3 million of 2022 financial year. The increase was mainly determined by the growth in production volumes of the Parent Company Omer S.p.A..

The Value of Production was achieved 48% in Italy, 21% in France, 10% in Germany, 10% in the United Kingdom, 5% in the USA and the remaining 6% in other countries. In terms of product, 77% of the Value of Production consists of interiors, followed by 12% of toilet modules, 8% of fairings and 3% of other revenues.

EBITDA stands at approximately € 14.3 million, an increase of approximately 4% compared to € 13.8 million in 2022, with an EBITDA Margin – ratio between EBITDA and Value of Production – equal to about 21.4% compared to 21.8% in 2022. This result, in line with market estimates, is to be considered positive, taking into account that the cost of the main raw materials used in the production cycle, even though with a gradual reduction trend, is still higher than the values recorded before the outbreak of the Russian-Ukrainian conflict. Furthermore, in the second part of the year an increase in labour costs was recorded relating both to the increase in the number of direct and indirect resources, with the aim of increasing production capacity, and to the increase in the average per capita contractual cost.

The Group’s consolidated **Net Financial Position** was positive (cash) for approximately € 19.7 million, an increase compared to € 9.6 million as of December 31st, 2022. This value is significantly higher than the 2022 figure thanks to the strong cash generation deriving from operating activities.



The backlog¹ is equal to € 125 million, with an increase of approximately 8% compared to 2022 figure (equal to € 116 million). The soft backlog² is equal to € 243 million, a slight reduction compared to 2022 figure (equal to € 250 million) due to the backlog conversions recorded during the year.

Giuseppe Russello, Chief Executive Officer of OMER S.p.A., commented: *“The preliminary 2023 results highlight a positive picture, however still characterized by the uncertainty of the political-economic scenario which unfortunately has repercussions on the costs of raw materials. Taking into consideration the growing backlog compared to the 2022 financial year, as well as the value of production and the consequent strong cash generation, an absolutely positive and concrete trend is highlighted which will favour the natural and progressive evolutionary development of the business. Moreover, with the aim of further increasing our production capacity, we intend to continue investing both in the HR area, aiming to include new professionals in the workforce, and in the technological field by adding new machinery to our production line”.*

Please note that the Board of Directors for the approval of the Draft Financial Statements and the Consolidated Financial Statements as of December 31st, 2023 is set for March 27th, 2024.

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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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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.



Contacts:

Investor Relations Officer

Salvatore Giosuè

Email: investor.relations@omerspa.com

Tel: +39 091 868 0667

Euronext Growth Advisor

EnVent Capital Markets

Paolo Verna

Email: pverna@enventcapitalmarkets.co.uk

Tel. +39 335 75 18 312

Investor Relations

CDR Communication SRL

Vincenza Colucci

Email: vincenza.colucci@cdr-communication.it

Tel. +39 335 69 09 547

Eleonora Nicolini

Email: eleonora.nicolini@cdr-communication.it

Tel. +39 333 97 73 749

Media Relations

CDR Communication SRL

Stefania Trevisol

Email: stefania.trevisol@cdr-communication.it

Tel. +39 347 87 82 490