



REVERSE ROADSHOW TP ICAP MIDCAP

June, 6th | Carini (PA)



KEY FIGURES



30 YEARS of expertise in rolling stock manufacturing



3 INDEPENDENT PRODUCTION SITES (2 in Italy & 1 in the USA)



7 PRODUCTION FACILITIES fully integrated and digitized



82,000 SQM of which **33,700 COVERED SQM** 



450 DEDICATED STAFF



2,000+ TRAINS in operation worldwide with interiors developed and produced by OMER



€ 124 MM Backlog as at March 31, 2024

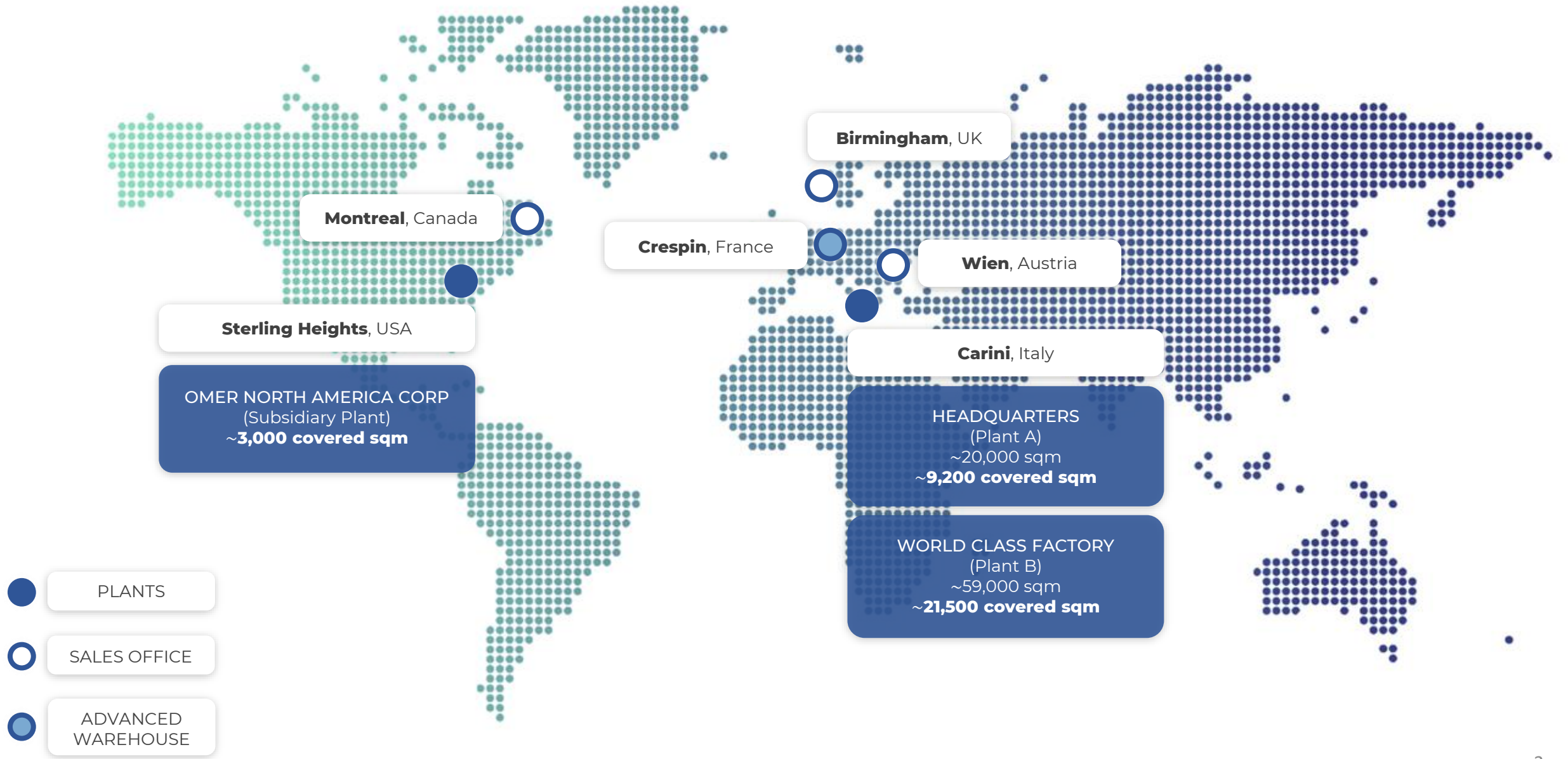


€ 370 MM Backlog & Soft Backlog as at March 31, 2024



+25% Total revenues CAGR 2018-2023

OUR WORLDWIDE SITES



- PLANTS
- SALES OFFICE
- ADVANCED WAREHOUSE



INTERIORS



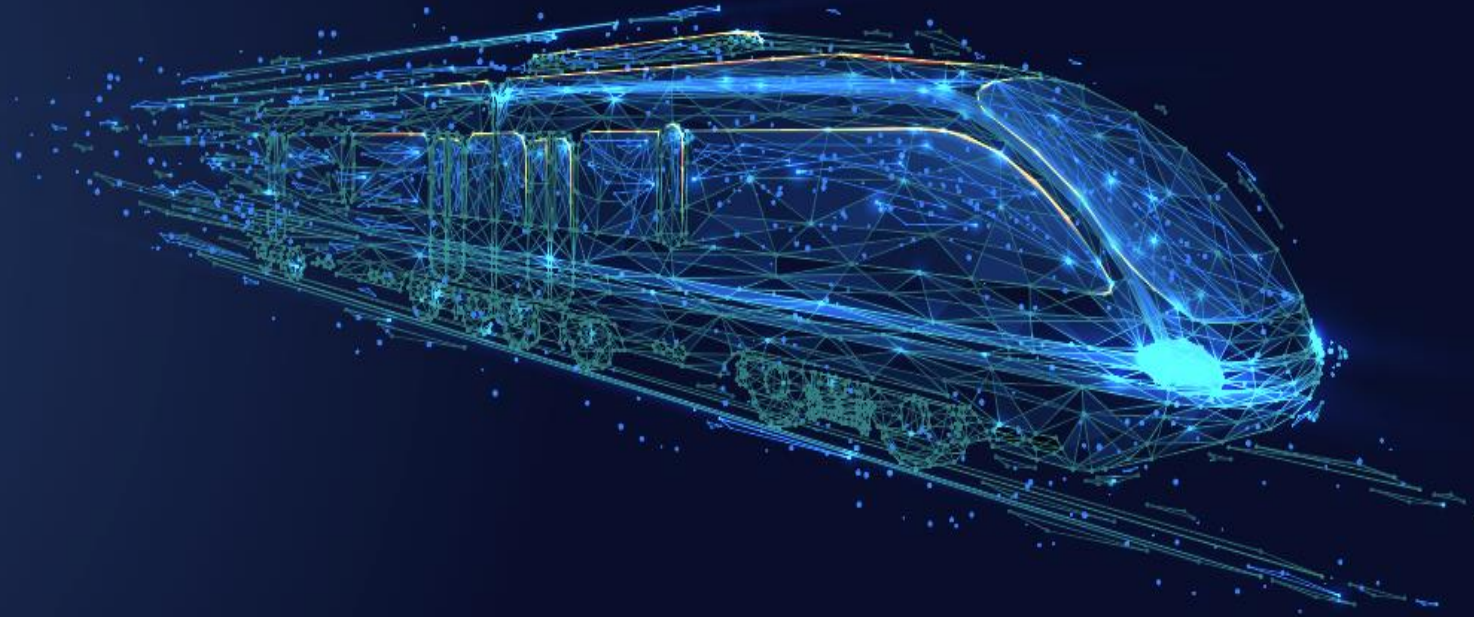
DOORS



TOILETS



FAIRINGS



ALSTOM**HITACHI**
Inspire the Next **KNORR-BREMSE****SIEMENS****STADLER** **TRENITALIA** **EVAC**



The 'ORIENT EXPRESS - LA DOLCE VITA' Experience

A NEW RAILWAY BUSINESS MODEL



The 'ORIENT EXPRESS - LA DOLCE VITA' Experience

A NEW RAILWAY BUSINESS MODEL

The train journey is no longer just moving passengers.
It becomes the main part of the travel experience and holiday.

The 'ORIENT EXPRESS - LA DOLCE VITA' Experience

Technological solutions that enable comfort and lightweight and that combine the project style with the railway requirements.





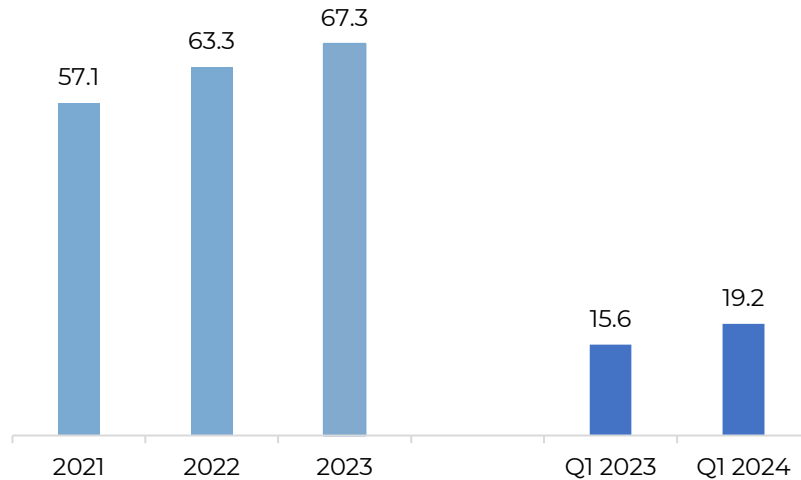
KEY FINANCIALS

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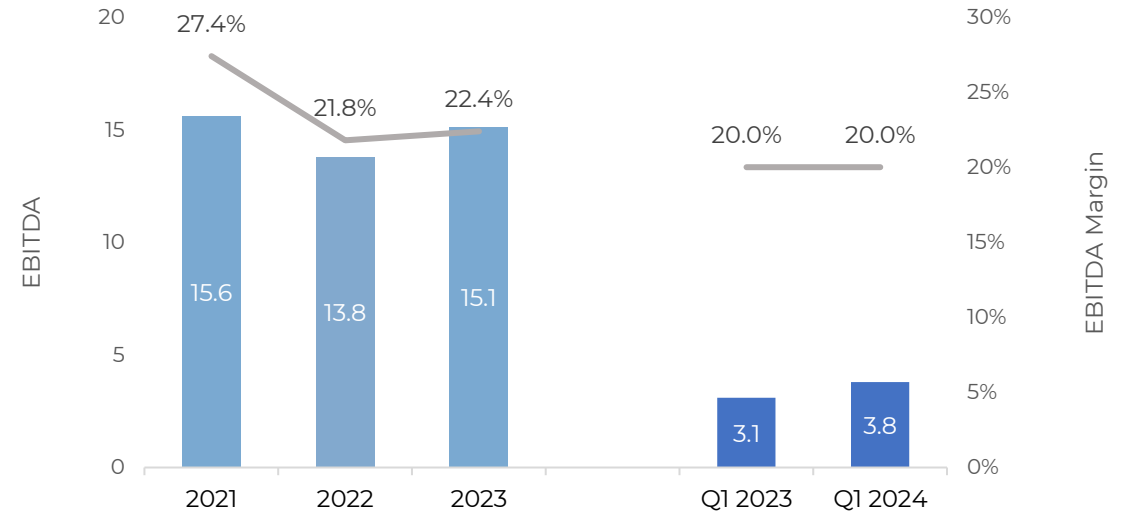
POSITIVE GROWTH PICTURE CONFIRMING ...

Ever-increasing backlog supports strong rise in revenues and growing economies of scale to boost profitability

Group Total Revenues (€ mn)



Group EBITDA (€ mn)



- Total Revenues at € 19.2 million, +23% YoY
- Growth driven by :
 - a significant increase in production volumes, to respond to the continuous growth in orders,
 - price revisions on some contracts to take into account inflation.

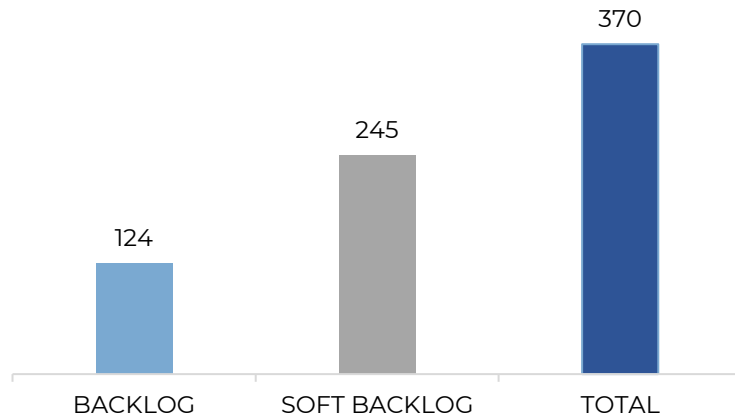
- EBITDA stands at € 3.8 million, up by 23% YoY, as results of:
 - slight decrease of costs of the main production factors (raw materials and energy),
 - price revisions on some contracts to take into account inflation,
 - increase in personnel costs, mainly due to the strengthening of the operating structure.
- The EBITDA Margin is equal to 20.0%, in line with Q1 2023.

KEY FINANCIALS

... THE BACKLOG-BASED BUSINESS MODEL ENSURING EXCEPTIONAL VISIBILITY OF RESULTS

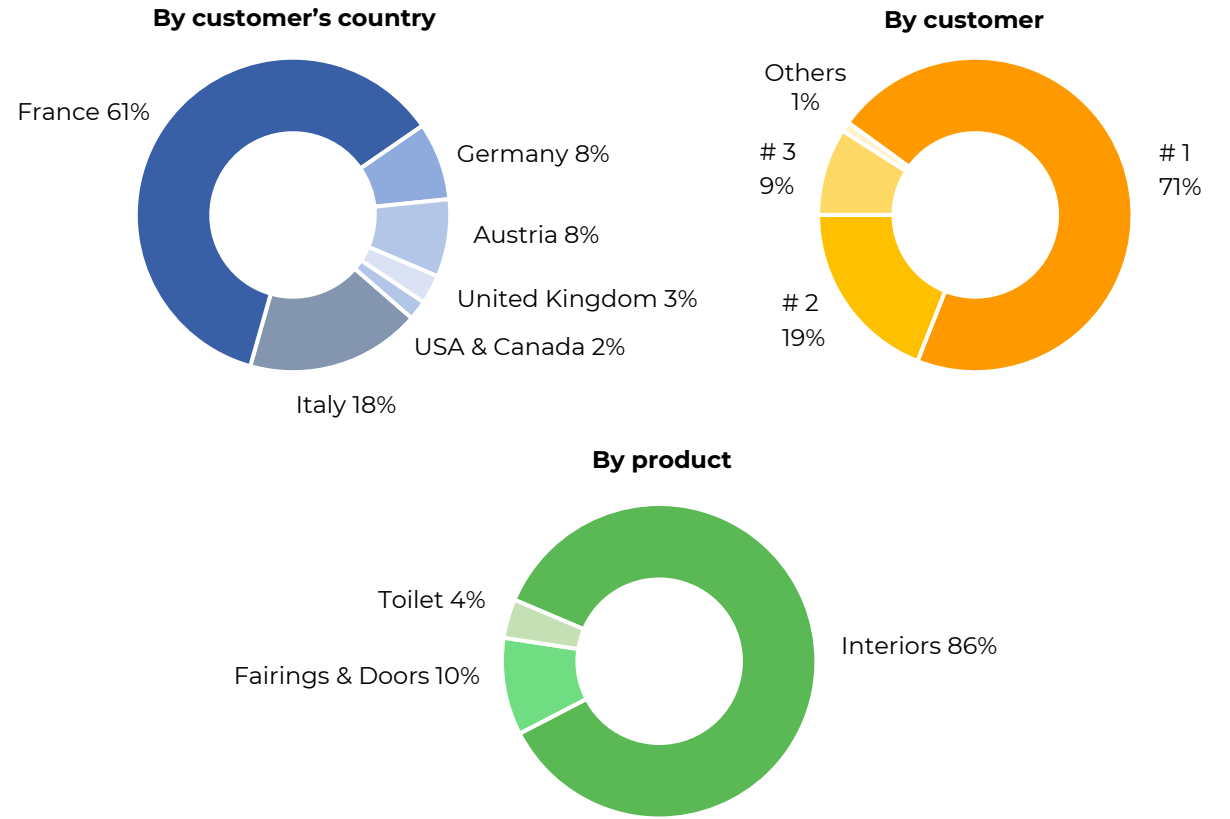
€ 370 mn of backlog and soft backlog as at 31.03.2024 with a coverage ratio of 5.5 years – no inventory risk

Group Backlog (€ mn) as at 31.03.2024



Coverage ratio ¹	5.5x
o/w backlog	1.8x
o/w soft backlog	3.6x

Backlog + soft backlog breakdown as at 31.12.2023



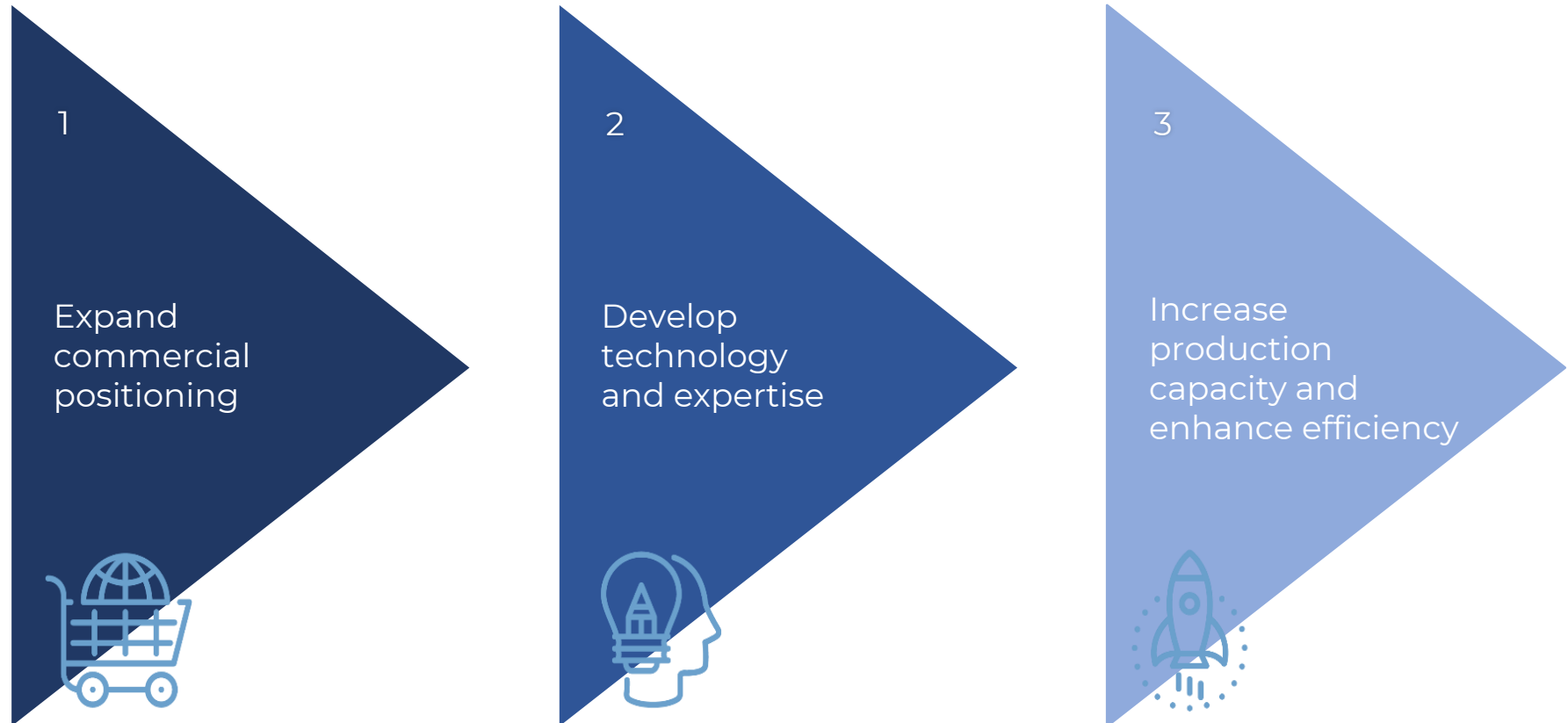
1) (Backlog + soft backlog) / Total revenues – at 31.12.2023

Backlog = signed production order received
Soft backlog = signed framework agreement contract options, waiting for production order

STRATEGY



A CLEAR LONG-TERM VISION TO DRIVE FUTURE GROWTH





Develop commercial presence in USA

OMER North America operates with one client and has three initial relationships in place (IFE, Siemens and Stadler)



Develop commercial penetration

Increase commercial penetration towards Stadler, Siemens and CAF



2

Develop
technology
and expertise



Develop of recently introduced/brand new products

Develop of new products from scratch (i.e. seats) and increase competences in toilet system



Expand the range of products

Expand the range of products by entering new market segments with high added value

(Letter of intent signed with Arsenale Express S.p.A. in the luxury hospitality)

The expansion of Omer commercial positioning in Europe and USA and the development of technology and expertise could be achieved through both organic growth and M&A operations.



MATS

Modular Aluminium Toilet System



3

Increase production capacity and enhance efficiency



Bring the new Carini World Class Factory up to optimal economic performance

in order to meet capacity levels demanded by clients in Europe (scale, automation, industry 4.0)



Introduction of new automated, digitized and robotic processes



KEY TAKEAWAYS



A LEADING PLAYER IN THE PRODUCTION OF ALUMINIUM ALLOY TRAIN INTERIORS THANKS TO **SUPERIOR KNOW-HOW AND INTEGRATED BUSINESS MODEL**



STATE-OF-THE-ART PRODUCTION FACILITIES GRANTING LARGE CAPACITY AND SIGNIFICANT PRODUCTIVITY GAINS



A KEY PARTNER FOR LEADING MANUFACTURERS OF ROLLING STOCK WORLDWIDE, **AN INDUSTRY FEATURING SIGNIFICANT BARRIERS TO ENTRY**



ATTRACTIVE MARKET WITH LONG-TERM GROWTH POTENTIAL THANKS TO INVESTMENTS IN SUSTAINABLE MOBILITY, CONNECTIVITY AND TRANSFER OF TRAFFIC FROM ROAD TO RAIL



BACKLOG-BASED BUSINESS MODEL ENSURING EXCEPTIONAL VISIBILITY ON RESULTS, COMBINED WITH A **STRONG TREND IN GROWTH FOR REVENUES AND PROFITABILITY**



HIGHLY EXPERIENCED MANAGEMENT TEAM

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FORWARD TO THE FUTURE

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