



SALCEF GROUP

Leading the Railway

1H 2024 Results Presentation



1949 / 2024

9 August 2024

Speakers



Fabio De Masi

Chief Corporate &
Financial Officer



Alessio Crosa

Chief Communication &
Sustainability Officer

Key Messages

- 1H results consistently confirming growth trends and strong operating performance
- **Revenue growth at 35%** (of which 32% organic)
- **EBITDA at € 92.6 mln**, with profitability at 19.0% in line with 1Q and expectations
- **Backlog further growing vs. 1Q 2024 and reaching € 2.4 Bn**, with book-to-bill at 1.38x
- Guidance for FY 2024 confirmed

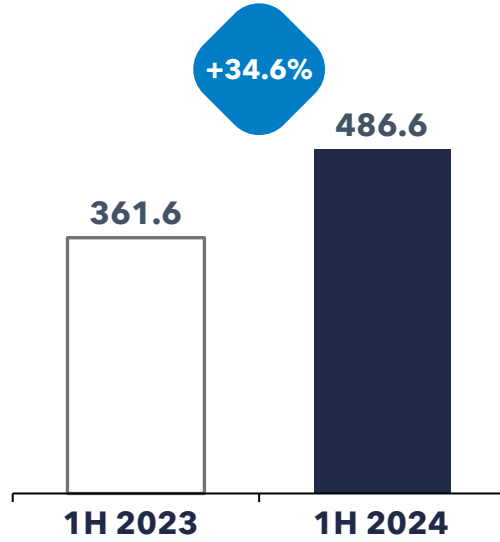




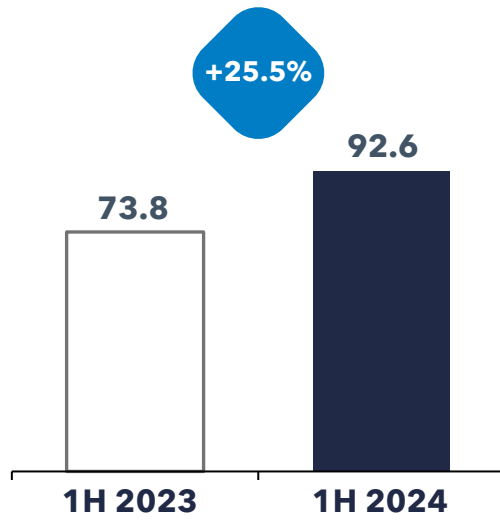
1H 2024 Highlights

€ Mln

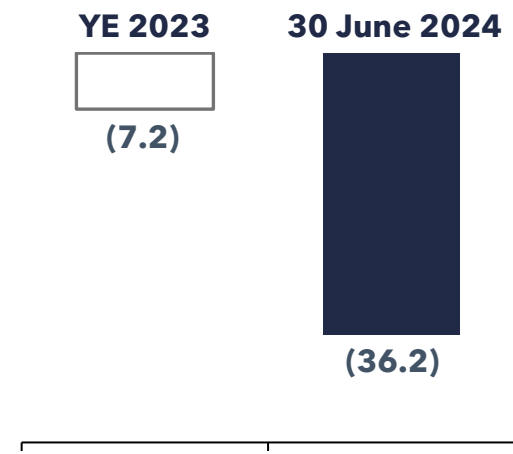
Revenues



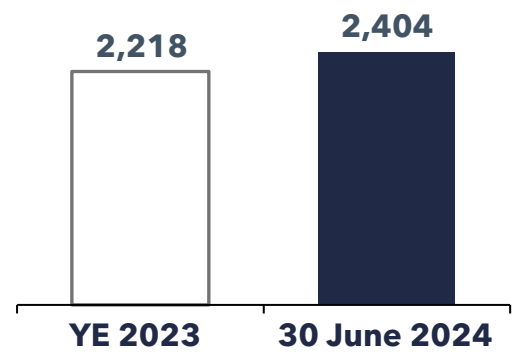
EBITDA



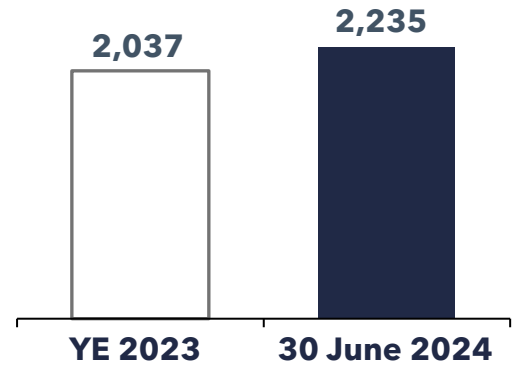
NFP¹



Backlog



Headcount



1. Figure at 30 June 2024 reflects the dividend payment for € 33.5 mln

Revenues By Business Unit

€ Mln

- Consolidated **Revenues** at **€ 486.6 Mln**, up 34.6% YoY mainly due to:
 - **Organic growth at 31.6%**, mainly supported by **Heavy Civil Works (82.1%)**, **Energy, Signalling & Telecom (43.9%)** and **Track & Light Civil Works (23.3%)**
 - **Railway Machines up 163.9%** benefitting from the consolidation of Colmar (€ 10.9 mln) but still with a remarkable **28.3%** organic growth
 - **Railway Grinding** still **down 26.9%** but confirming the recovery vs. 1Q

	1H 2024	1H 2023	Δ (%)
Track and Light Civil Works	270.0	219.0	23.3%
Energy, Signalling & Telecom	74.3	51.6	43.9%
Heavy Civil Works	87.3	47.9	82.1%
Rail Grinding & Diagnostics	8.2	11.3	(26.9%)
Railway Materials	25.7	23.8	8.0%
Railway Machines	21.2	8.0	163.9%
Total	486.6	361.6	34.6%



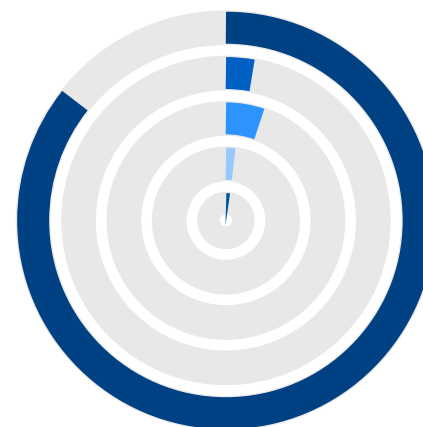
- 55.5% Track & Light Civil Works** (60.6% in 1H 2023)
- 15.3% Energy, Sign. & Telecom** (14.3% in 1H 2023)
- 17.9% Heavy Civil Works** (13.3% in 1H 2023)
- 1.7% Rail Grinding & Diagnostics** (3.1% in 1H 2023)
- 5.3% Railway Materials** (6.6% in 1H 2023)
- 4.3% Railway Machines** (2.2% in 1H 2023)

Revenues by Geography

€ Mln

- **Domestic** revenues growing **35.7%** (32.2% organic)
- **North America** confirmed as the second market for the Group at **+15.9% fully organic**
- Activities in **North Africa**, mainly Egypt, expected to ramp up in the coming months

Revenues	1H 2024	1H 2023	Δ (%)
Italy	418.0	308.1	35.7%
Europe [Excluding Italy]	30.5	19.1	59.5%
North America	34.6	29.8	15.9%
Middle East	0.7	4.6	(84.3%)
North Africa	2.8	0.0	n.m.
Total	486.6	361.6	34.6%



- 85.9%** Italy (85.2% in 1H 2023)
- 6.3%** Europe (excl. Italy) (5.3% in 1H 2023)
- 7.1%** North America (8.2% in 1H 2023)
- 0.1%** Middle East (1.3% in 1H 2023)
- 0.6%** North Africa (0.0% in 1H 2023)

Economic and Financial KPI

€ Mln

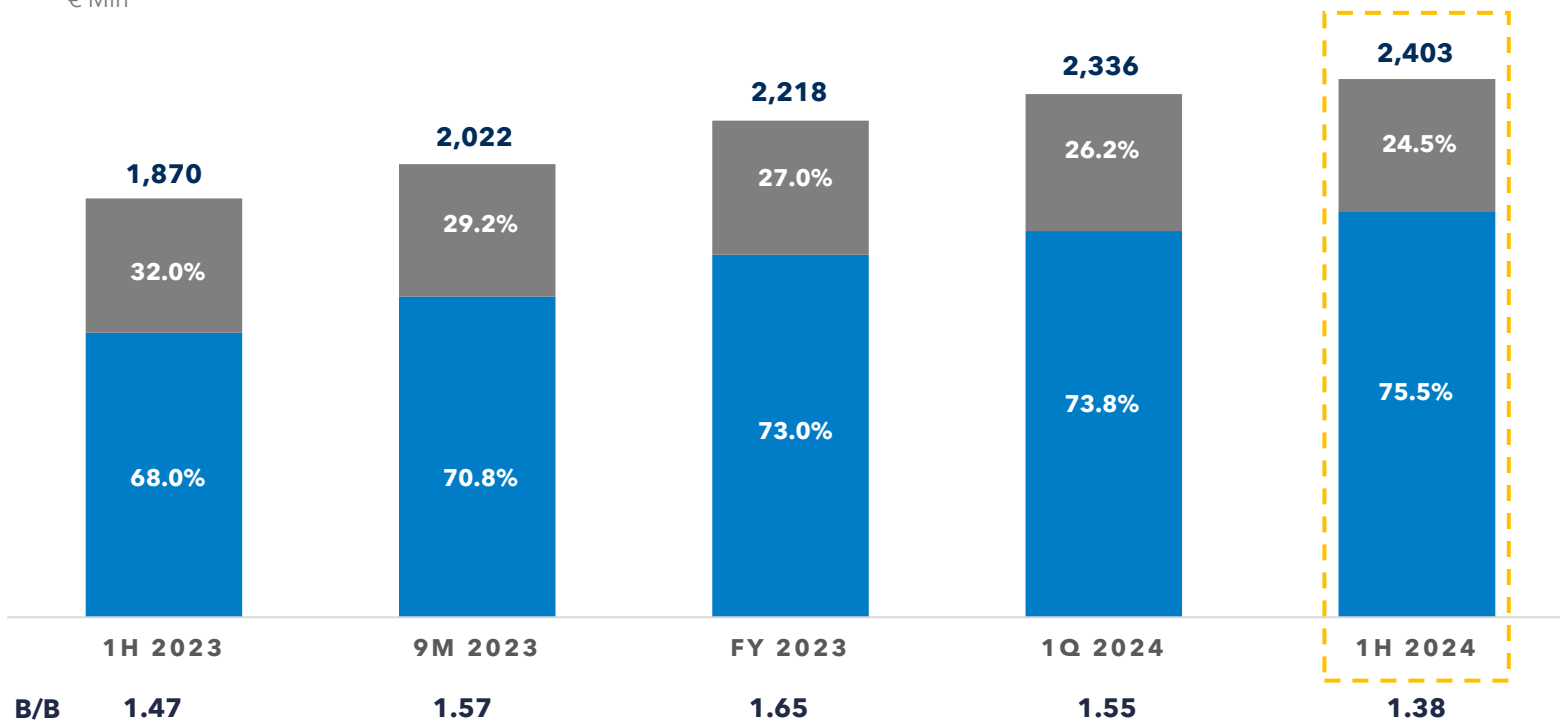
	1H 2024	1H 2023	Δ (%)
Revenues	486.6	361.6	34.6%
EBITDA	92.6	73.8	25.5%
<i>EBITDA Margin</i>	19.0%	20.4%	-
D&A	(29.8)	(25.3)	17.7%
EBIT	62.8	48.5	29.6%
<i>EBIT Margin</i>	12.9%	13.4%	-
<i>Adjusted Net Financial Income (Expenses)*</i>	(6.7)	(4.7)	43.0%
Adjusted EBT	56.1	43.8	28.2%
<i>Adjusted Income Taxes**</i>	(18.2)	(12.8)	42.0%
Adjusted Net Profit	37.9	31.0	22.4%
* Fair value change of financial investments	1.9	2.3	(13.8%)
** DTA on fair value changes, DTA reversal related to revaluations and non-recurring tax expenses	(4.8)	(2.1)	127.3%
Net Profit	35.1	31.1	12.7%
Net Financial Position	(36.2)	(7.2)	n.m.

- **EBITDA Margin** lower YoY as expected at 19.0% due to the larger consolidation perimeter
- **Higher D&A for € 4.5 mln** on the back of higher Capex made both in 1H 2024 and previous years, as well as € 3.2 mln for the depreciation of the assets following the purchase price allocations made starting from June 2023
- **P&L adjustments** related to:
 - Change in fair value of financial investments
 - DTA reversal
- **NFP at € 36.2 Mln** (Net Debt) increased vs. € 7.2 mln of Net Debt at YE 2023 mainly due to the payment of the dividend for € 33.5 mln in May



Backlog

- **Backlog¹ at € 2.40 Bn**, of which **€ 1,814 mln (75.5%)** from **Italian market** and **€ 590 mln (24.5%)** from **foreign markets**
- **Track & Light and Civil Works** and **Energy Signalling & Telecommunication** confirmed as the core Business Units, with **91.7%** of the total backlog
- **Book-to-bill ratio at 1.38x**
- The Backlog covers **3 years** of equivalent production

€ Mln

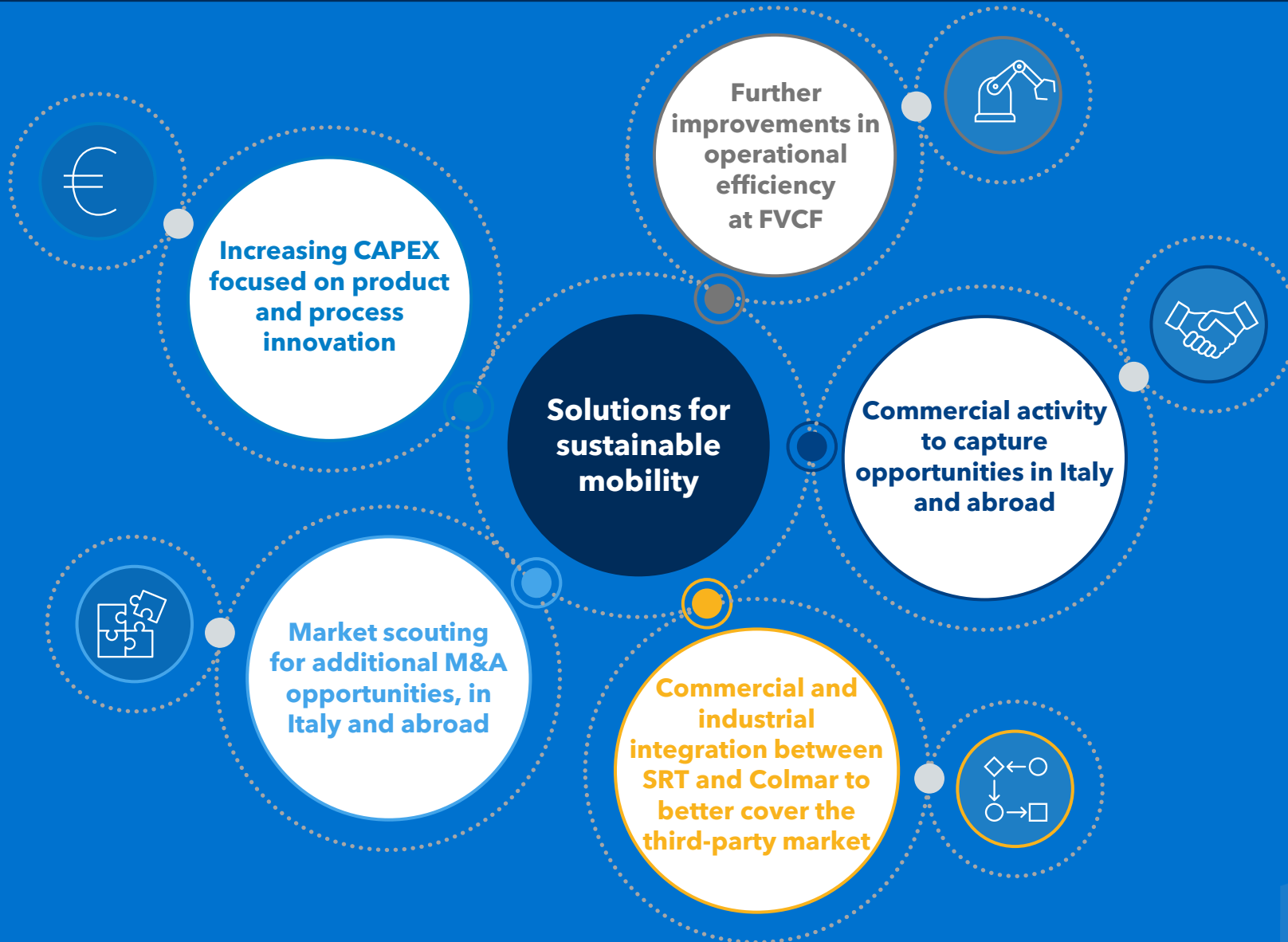


€x1,000

Business Unit	Amount	%
Track & Light Civil Works	1,499,307	62.4%
<i>of which Foreign</i>	549,351	22.9%
Energy, Signalling & Telecom	703,597	29.3%
<i>of which Foreign</i>	476	0.0%
Rail Grinding & Diagnostic	7,692	0.3%
<i>of which Foreign</i>	0	
Railway Materials	45,734	1.9%
Heavy Civil Works	94,591	3.9%
<i>of which Foreign</i>	16,695	0.7%
Railway Machines	52,646	2.2%
<i>of which Foreign</i>	23,429	1.0%
Total	2,403,568	100.0%
 Italy	1,813,616	75.5%
 Foreign	589,952	24.5%

1. Does not include agreements between Group companies, to be considered intercompany

Business Priorities & Outlook for 2024



- **Business volumes** expected to growth by around **20% YoY** (~ 15% organic)
- **EBITDA margin** is expected at around 19%, mainly impacted by the further widening of the consolidation perimeter with activities generating lower-than-average margins
- **Capex** expected at € 70 mln further up compared to 2023 to sustain organic growth and innovation

Q&A



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Contacts

Alessio Crosa

Chief Communication & Sustainability Officer

Tel: +39 06 416281

E-mail: investor.relations@salcefgroup.com

Bloomberg: SCF:IM

Reuters: SCFG.MI

Borsa Italiana: SCF