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SEBINO SPA: COMMUNICATION OF THE CHIEF EXECUTIVE OFFICER ON BUSINESS PERFORMANCE AND NEW ORDERS IN SEBINO ROMANIA AND ITALY: BUSINESS FUNDAMENTALS ARE SOLID, LEADERSHIP UNCHALLENGED

Madone (BG), 22 NOVEMBER 2021 - Sebino S.p.A. ("Sebino" or "Company"), a leading system integrator in fire prevention and security systems, provides information on the general trend of the business and on new orders acquired by the Group in Italy and Romania.

Gianluigi Mussinelli, Chief Executive Officer: *"The news have become dominant for some time now that we are experiencing a generalized increase in the prices of raw materials and energy that has no comparison with the past. Our Company is also experiencing this anomalous market condition, which has made the immediate transfer of these price increases to orders from our customers difficult to apply in recent months. I am referring exclusively to the firefighting plants sector, where, naturally, there is a time lapse between the moment in which the value of the order is negotiated and fixed with the customer and that in which the construction site is started and the related component procurement phase. We have worked to mitigate this phenomenon of negative hysteresis to keep our margins unchanged as much as possible but, despite this, due to the intensity and suddenness of the increases in raw material prices, we must expect an overall decrease in order margins for 2021. On the other hand, it should also be noted that the Group has been not affected by particular shortages or delays in the supply of materials, which would otherwise have slowed down the execution of the works with further increase in costs. This was possible thanks to the long-standing relationships with our suppliers, combined with the financial solidity of the Sebino Group, which allowed us to always guarantee favorable payment conditions. Naturally, with our most recent orders we have re-established the usual historical profitability of the plant engineering business, already incorporating in the offers, where possible, the further increases expected in the short-medium term in the prices of materials.*

In particular the services sector, strengthened by the acquisition made in July 2020, has not suffered any noteworthy impacts. We consider these market conditions an event that is difficult to repeat both for its magnitude and for what preceded it, namely an unprecedented health emergency. Furthermore, we do not exclude that with a reversal in the trend of raw material prices, the Group can recover what has been left on the ground in the current year, benefiting from an inverse phenomenon of positive hysteresis. What we can certainly affirm is the extreme solidity of the fundamentals of both the logistics and industrial sectors and our unrivalled leadership, and, in fact, we are pleased to record the recent acquisition in Romania and Italy of the following important orders:

In Romania:

Approximately € 2.5 million for the construction of a logistics platform for the retail operator LIDL located in Craiova;

Approximately € 1.2 million to structure the retail site for the IKEA customer located in Timisoara; this is the second Ikea project in Romania after the one in Bucharest, whose fire extinguishing system was carried out by Sebino about two years ago.

In Italy:

Sebino SpA has defined a "package" of contracts with the Akno Group for a value of approximately € 3.8 million. These are four projects for logistics activities of different sizes and locations in northern Italy.

Most of the aforementioned orders will be completed and delivered in 2022.

Furthermore, the selection of target companies continues, mainly in the services sector, with the clear strategic purpose of increasing the share of our recurring revenues."

This press release is available on the Company's website www.sebino.eu in the "Investors Relations" section.



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Sebino (EGM: SEB), Sebino, present for 40 years on the Italian market and 10 on the Romanian one, is one of the main System Integrators in the two countries, active in the design, development and installation of fire and security systems mainly for multinationals. and Main Contractors. Sebino also offers an innovative maintenance service through remote control 24/7, trademark registered as SEBINO CONNECT.

For more information

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