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SEBINO GROUP: THE BOARD APPROVES THE 30 JUNE 2022 CONSOLIDATED FINANCIAL ACCOUNTS: THE CORE REVENUES OF THE FIRST HALF OF 2022 UP BY 34% ON THE FIRST HALF OF 2021; CONSOLIDATED EBITDA AT 30 JUNE 2022 AT Euro 3.4 MILLION, -10% ON EBITDA OF THE FIRST HALF OF 2021 AND EQUAL TO 10.8% OF REVENUES; IFN CASH POSITIVE AND GROWING TO Euro 6.9 MILLION, FROM 4.9 MILLION AS AT 31 12 2021

- Production Value: Euro 31.5 million (Euro 25.3 million 1H 2021)
- EBITDA: Euro 3.4 million (Euro 3.8 million 1H 2021)
- Net profit: Euro 2.0 million (Euro 2.5 million 1H 2021)
- Net financial debt: Euro +6.9 million (Euro +4.9 million FY 2021)
- Net Equity: Euro 27.6 million (Euro 25.3 million FY 2021)

Madone (BG), September 28, 2022

The Board of Directors of Sebino S.p.A., chaired by Prof. Franco Amigoni, ("**Sebino**" or "**Company**"), leading system integrator in fire prevention and security systems, listed on Euronext Growth Milan, approved on 28 September 2022, the Consolidated Half-Year Financial Report as at 30 June 2022, subject to limited voluntary review.

Gianluigi Mussinelli, Chief Executive Officer of Sebino: *"Commenting rationally on the numerical data of the first half of 2022 compared to those of the first half of the previous year is an arduous undertaking, as the anomalies of 2022 have overall, in their negativity, unique characteristics. I am referring in particular to inflation driven by the cost of energy and transport. I believe that it is difficult if not impossible for every manufacturing company to pass on all this price increase to its customers. In this context, we have informed our Shareholders, in the Directors' Report accompanying the Consolidated Half-Year Accounts, of the current and foreseeable positive context in which the logistics and data center sector in particular finds itself, supporting our vision with authoritative independent testimonies. . Other positive results can be found in recent reports by sector operators or analysts such as Savills, Jones Lang LaSalle and Cushman & Wakefield, which report data on the sector in Europe and Italy. The issue of reshoring, which, as already communicated, is intended to support the logistics sector in the coming years, is widely dealt with by the Confindustria Economic Policy magazine. As far as we are concerned, we are fully satisfied with our performance relating to the Characteristic Revenues of the B.U. Fire (Italy + Romania), which recorded an increase of approximately 34.8% over the same period of the previous year, and of the B.U. Specialized Maintenance Services, which recorded an increase of approximately 21.9% over the same period of the previous year. Margins suffered from the situation already*

described, with the impact of consolidated EBITDA on Consolidated Characteristic Revenues which fell from approximately 15.4% to approximately 10.3%, due to the said increase in costs on almost all constituent components fire-fighting systems. The services sector was only marginally affected by the context described above and retains its centrality in our growth strategies.

It is well known that we have successfully overcome the pandemic period in general distrust and remain optimistic about the possibility of recovering part of this marginality in the near future; after all: “Calm seas never made skilled sailors”.

Main consolidated results as at 30 June 2022

The semester that ended on 30 June 2022 took place, for the **B.U. Fire**, in a positive context supported by the logistics construction sector, as confirmed by specialized sector reports and by the order books of the Italian main contractors. The world of logistics is and will be supported by a global shift from just in time models to safer just in case models to protect supply chain disruptions.

The **B.U. Specialized maintenance services**, concentrated in the subsidiary Sebino Service srl, **increased** its core revenues by approximately **21.8%** from approximately Euro 4.43 million to approximately **Euro 5.4 million** at 30 June 2022.

With reference to **B.U Security**, the Parent Company considered it appropriate to concentrate its activities in an ad hoc company to better allow the organization to give this plant division, whose turnover has already reached average size for the Italian market, a more marked identity of Group.

Thanks to its structural flexibility regarding installation costs, largely carried out by external installers, the Group has contained the decrease in margins while maintaining good profitability.

None of the companies of the Group has made use of the State Redundancy Fund.

The **aggregate core revenues** amounted to approximately Euro 33.7 million, with an **increase of approximately 35.4%** over the same period of the previous year when they amounted to approximately Euro 24.9 million.

In particular, the **Parent Company** records an increase in **characteristic revenues of 26.9%** over the same period of the previous year.

The following table details the characteristic revenue data **by country**:

Country	30/06/2021		30/06/2022		Variation
	Data in € million	% of total revenues	Data in € million	% of total revenues	
Italy(^)	24,3	97,6%	31,3	93,0%	Variation over the previous year 29,0%
Romania	0,6	2,4%	2,4	7,0%	294,5%
Totale(^)	24,9	100,0%	33,7	100,0%	35,4%

(^) Aggregated management data

Consolidated **EBITDA** as at 30 June 2022 amounted to approximately **Euro 3.4 million**, equal to approximately 10.3% of the consolidated characteristic revenues; it was equal to 15.4% at 30 June 2021.

The **pre-tax result** is approximately Euro 2.8 million, after depreciation of approximately Euro 507 thousand and financial charges of approximately Euro 103 thousand.

The **Net Result** is approximately Euro 2.0 million.

The **Consolidated Net Financial Debt** at 30th June 2022 was cash positive for approximately Euro 6.9 million, compared to a figure, always positive, equal to approximately Euro 4.9 million at 31 December 2021. Cash and cash equivalents at 30 June 2022 they amount to approximately Euro 29.0 million;

The **Consolidated Shareholders' Equity** is approximately Euro 27.6 million, compared to approximately Euro 25.3 million at 31 December 2021.

Collections from customers continued with substantial regularity in the semester ended June 30, 2022.

The total order **backlog** of the Group at the end of June 2022 was approximately **Euro 41.0 million**. This amount is up compared to that recorded at the end of last year, equal to approximately Euro 31.8 million, and is driven in particular by the importance of the initiatives regarding new logistics sites, intended to support the increase in e-commerce. In our country, the demand for new sites for data centers and the reshoring phenomenon caused by the risks of supply chain interruptions, as widely documented in the Management Report and destined to have a positive impact on the Group in the coming years.

Foreseeable development of operations and significant events which occurred after the end of the period.

Thanks to the consistency of the Order Portfolio at the end of the semester, the Company faces the second part of the year with determination and optimism.

The Group will focus on two main areas: the first concerns a greater penetration of the "industrial" segment of plant engineering B.U. Fire, the second concerns external growth through acquisitions in the specialist fire services sector and in adjacent and complementary sectors such as Health Safety & Environment (HSE).

The Parent Company signed in June a Euro 5.0 million 5-year loan with Banca Intesa Sanpaolo with the facilities provided for by government decrees and guaranteed by Mediocredito Centrale.

At the beginning of October, the Company will share the results of the half-yearly report with the investor community at the invitation of Euronext Growth Advisor Integrae Sim and will participate in the Next Gems 2022 event organized by Virgilio IR.

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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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