

TREWIGroup

| Conference call on 1H24 Results

August 8th, 2024

A leading team with recognised experience





Giuseppe Caselli Group CEO (since Oct. 1st, 2019)



Significant experience in managing Offshore and Onshore EPC contracts in many countries, not only in Oil&Gas business but also in other infrastructural projects such as High-Speed Trains, Industrial RailRoad, Large Civil / Infrastructure Works for Oil&Gas like Jetties, Port and Major Geotechnical Interventions



Massimo Sala Group CFO (since Oct. 1st, 2019)



Significant experience in Edison and former Chief Financial Officer of Edipower, Aeroporti di Roma, Gianni Versace and Cementir Holding

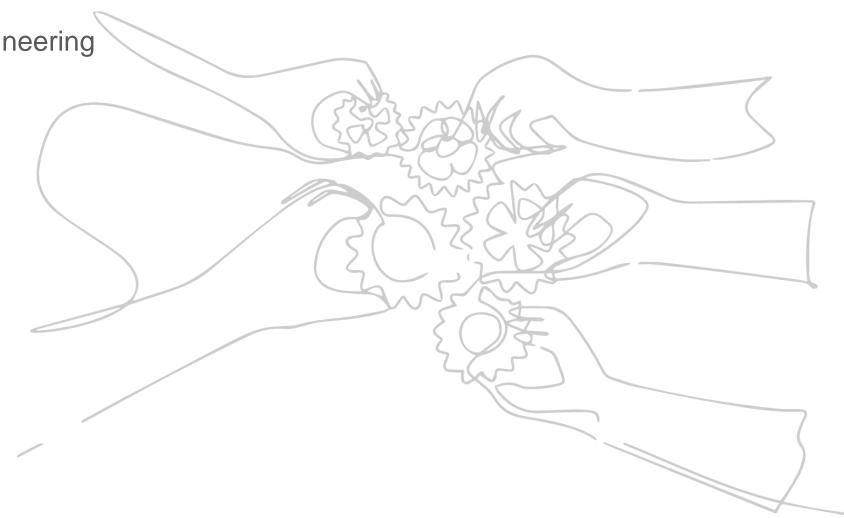
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I. Leading Underground Engineering

II. 1H24 Group Results

III. Sustainable Journey

Appendix





Trevi Group stands out on the international stage for its exceptional executive and technological expertise in foundation works

Since many years, Trevi, worldwide leader in dam construction and rehabilitation, has been committed to enhancing a crucial asset for mankind, that is water

> 170
Projects
around
the world
over the
years



Dams & Levees

TREVIGROUP

> 700
Projects
around
the world
over the
years



In civil engineering, foundations are troublesome and, at the same time, crucial to a project's success

Trevi boasts a wide experience in the realisation of important and complex marine projects and works



Marine Works

> 200
Projects
around
the world
over the
years

Ground & Underground Transportation



> 60
Projects
around
the world
over the
years

Trevi's involvement in the construction of large rail, land, air and marine routes

Trevi Group 1H24 Results – Key Highlights

1H24 results confirm the strategy of Trevi Group's diversified business model. The Group has been able to manage the delay of some significant projects and to achieve performances in line with expectations, thanks to its exposure to different markets

Economic performance

- Group revenues at €262.3 m down 6.4% H/H, while +4.8% excluding NEOM project
- Group rec. EBITDA at €26.9 m vs 32.5 m in 1H23, despite delays in starting projects works in Saudi Arabia, USA and Philippines
- 1H24 net profit at €0.6 m and net operating profit at €4.1 m

Backlog and new orders

- Group order intake at €293.5 m with a strong boost in orders awarded in 2Q24 (€165 m)
- The highest backlog over the last years at €789 m

TREVIGROUP

Financial Position

- Net debt broadly stable vs Dec-23, mainly affected by IFRS9 reversal impact of €4.9 m
- Ordinary Free Cash Flow from Operations ("FCFO") positive at €7.9 m
- Leverage ratio (defined as NFP/LTM Recurring EBITDA) at 3.0x in 1H24

Regulatory updates

 Consob allowed, from August 2024, Trevi to provide on a quarterly basis (and not anymore monthly) the disclosure on net debt and additional required information (Art. 114 Law Decree 58/1998)

Outlook

- 2H24 Group performance results expected in line with Company's current evolution
- 2024 guidance: revenues in the range of €639-665 m and rec. EBITDA of €76-82 m. Net debt expected slightly up between €210-225 m

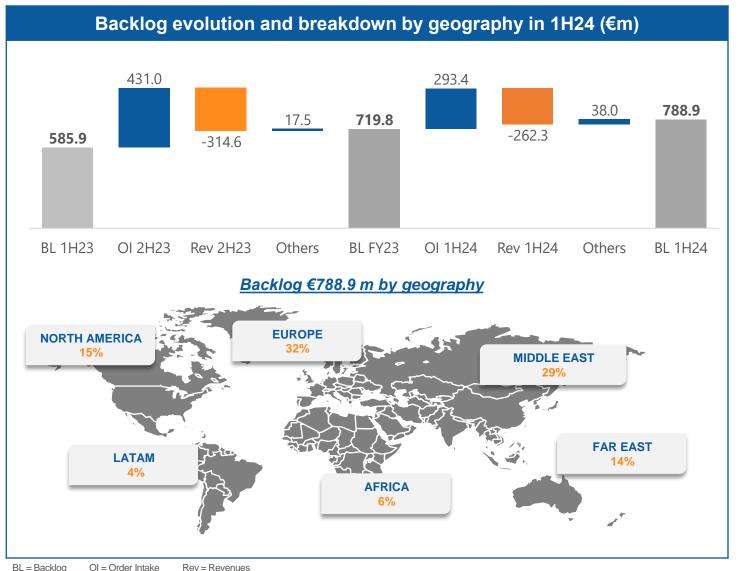
1H24 results mainly affected by delays in starting project works in some countries. To be remarked the different economic phasing between 2023 and 2024: 1H23 very strong (frontloaded), 2024 expected with a stronger economic performance in 2H



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The highest backlog over the last years with well balanced geographical mix



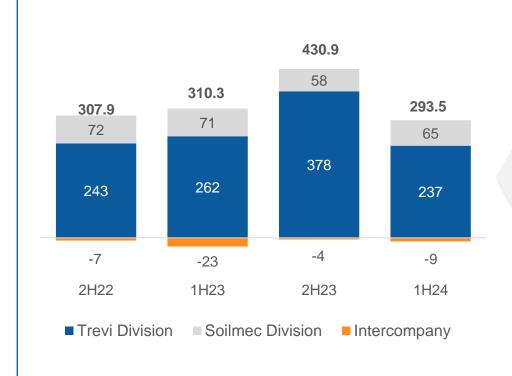




Order intake at €293.5 m with Italy, USA and UAE as the most dynamic geographies

Order Intake and main projects to be delivered (€m)

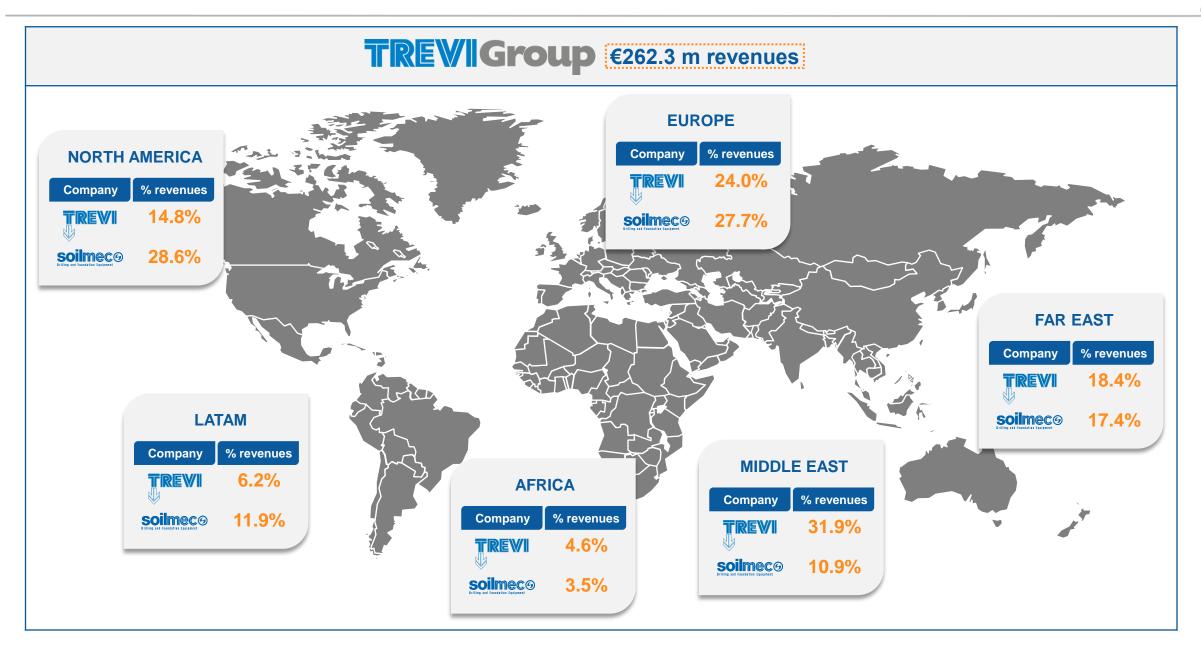
In addition to its current endeavours, Trevi has acquired the following projects as of June 30, 2024: Philippines: MRT 7 Station V.O.; UAE: Hail & Ghasha Development – Package; United States: SOTC (Southerly Tunnel and Consolidation) – Ohio; Italy: Montesyndial Container Terminal; UAE: DMCC Uptown Phase 2; Italy: Securing Malagrotta Landfill – Rome; UAE: Portland Investment Mixed-Use Development



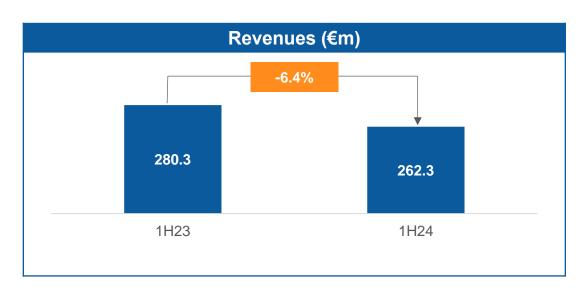


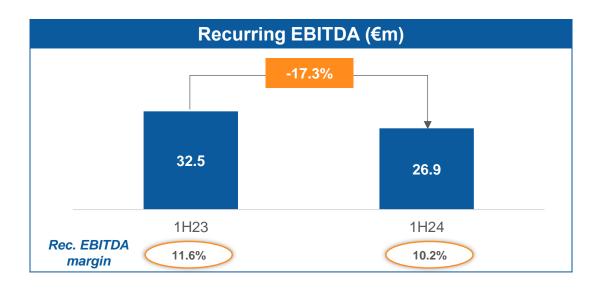


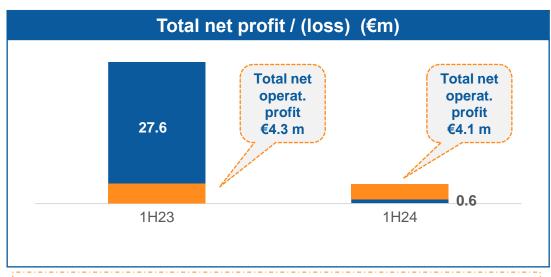
1H24 revenues geographical mix by Divisions well diversified around the world

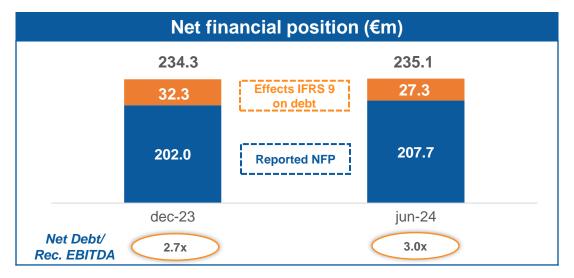


1H24 Trevi Group results show a positive net income, in spite of the delays in starting some projects works





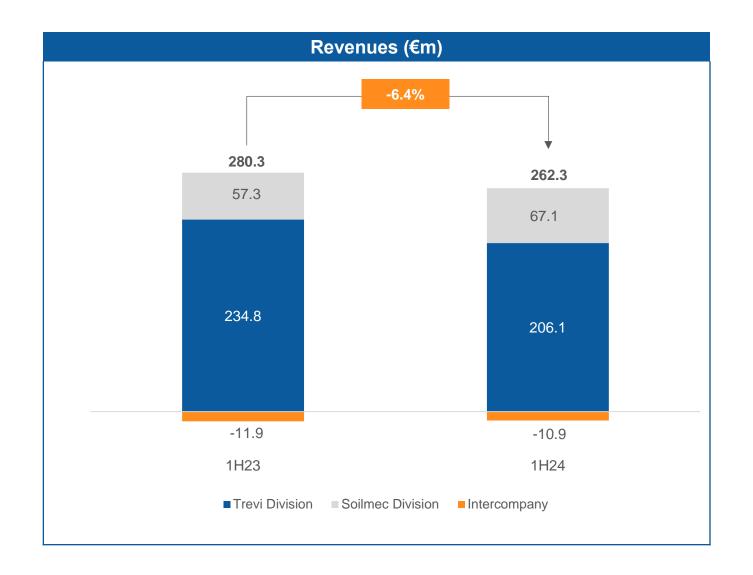




Excluding financial restructuring and share capital increase impact and extraordinary fund risk reversal, net of tax effect

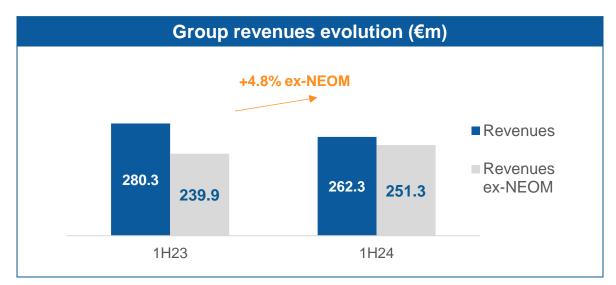
1H24 growth of Soilmec revenues and Trevi projects, excluding Neom, partially recovered the delays in starting works in Saudi Arabia, USA and Philippines

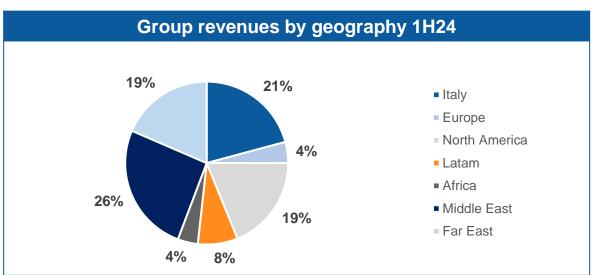




- Trevi Division revenues decreased by €28.7 m (-12.2% H/H) due to the reduction of some activities in Nigeria and Hong Kong and delays in starting works in Saudi Arabia, USA and Philippines, only partially compensated by increased volumes in Italy and Dubai
- Soilmec Division revenues were up by €9.8 m (+17.1% H/H) driven by increased sales volumes

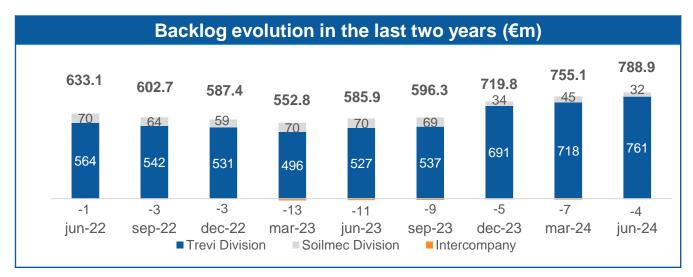
1H24 Group healthy revenues growth ex-NEOM project, leveraging on a recognised worldwide geographic footprint

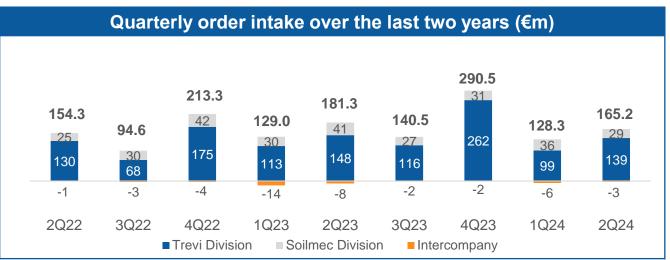






Trevi Group reached the highest backlog over the last years at the end of June 2024, covering 83% of 2024 expected revenues



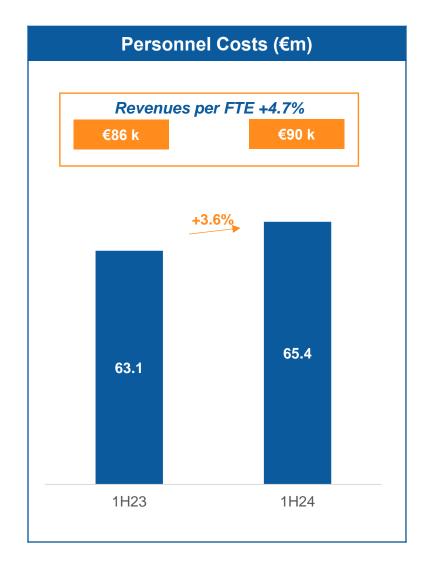


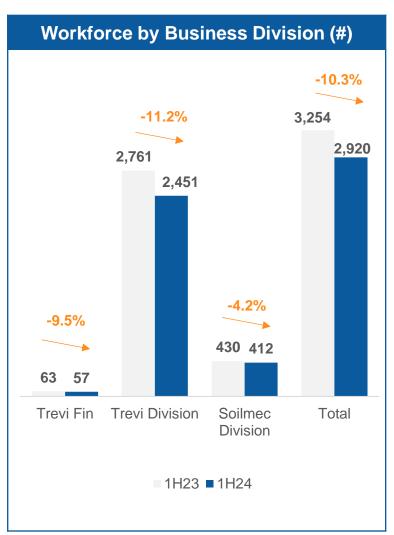
- In 1H24, Trevi Group awarded orders and contracts for a total of €293.5 m mainly registered in 2Q24
- Order intake down by 5.4% compared to 310.3 m in 1H23
- In 1H24, Group backlog amounted to €788.9 m, +9.6% compared to December 2023
- Group backlog at the end of June 2024 covers 83% of total 2024 expected revenues (€659 m) as provided in the Trevi Group's Business Plan 2023-2027

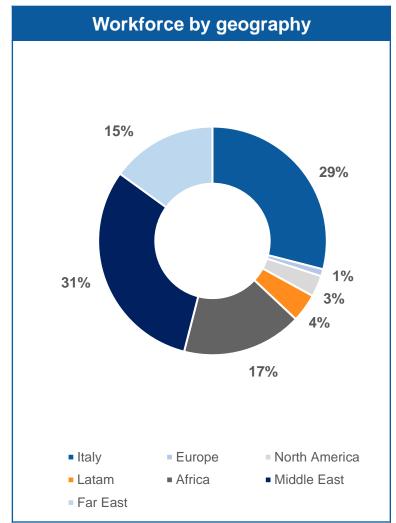


Growing workforce productivity in 1H24 up by 4.7%. Increased personnel costs related to new hiring in Italy and Middle East



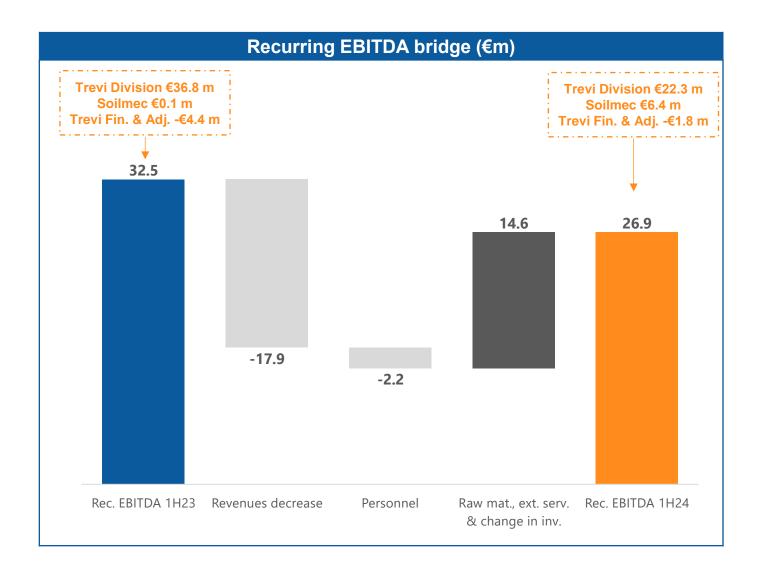






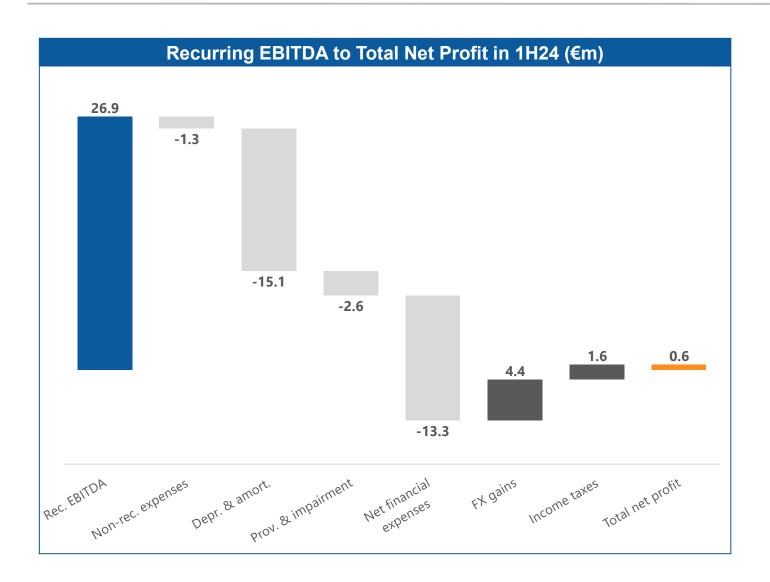
1H24 Trevi Group margin above 10% despite delays in starting Trevi projects works





- Rec. EBITDA down 17.3% compared to 1H23 due to a mix of volume (-€2.1 m) and margin (-€3.6 m) effects
- Rec. EBITDA margin remains above 10%
- Total personnel costs up by €2.2 m on the back of new hiring in Italy and Middle East (high labour costs) and layoffs in South America and Far East (low labour costs)
- Trevi Division decreased recurring EBITDA mainly due to delays of starting Trevi projects works in Saudi Arabia, USA and Philippines
- Soilmec Division increased EBITDA thanks to stronger sales volumes driving higher revenues in almost all Regions and controlled indirect costs

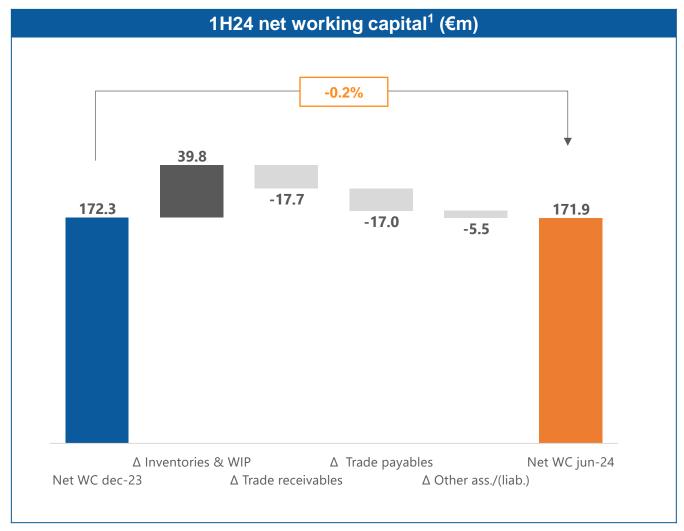
FX gains and DTAs effects positively contributed to net profit of €0.6 m



- Non-recurring expenses €1.3 m related to extraordinary severance costs and consultancy costs
- Depreciations at €15.1 m includes €5.2 m for IFRS16 leases contracts
- Provisions at €2.6 m include employee variable compensations and IFRS9 effects on trade receivables
- Net financial expenses at €13.3 m including €4.9 m IFRS9 reversal effects
- Positive FX effects of €4.4 m
- Positive net income taxes at €1.6 m benefitting from €5.3 m of DTAs on tax losses



Trevi Group net working capital evolution reflects the projects execution status



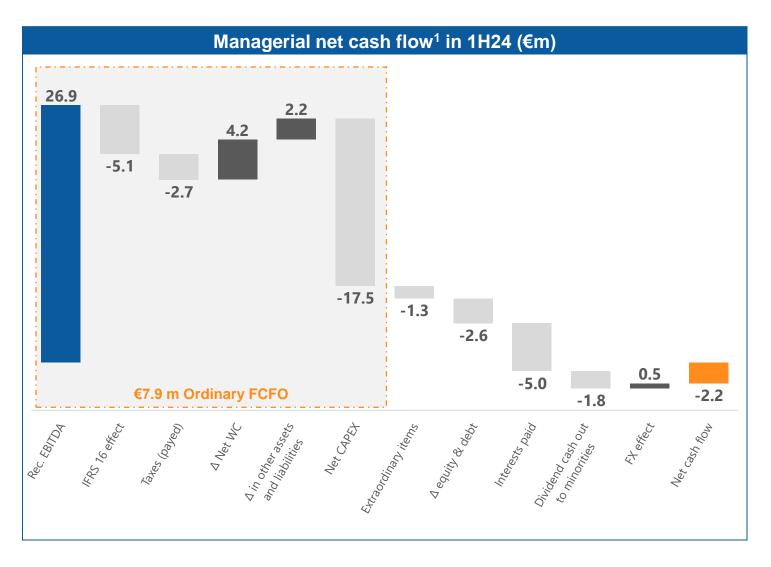
- Change in inventories & WIP increase by €39.8 m mainly related to amount of works performed in June 2024 and not yet invoiced and contracts retentions
- Trade receivables decreased by €17.7 m due to lower revenues and better payment dynamics (DSO² down to 90 days at the end of June 2024 from 98 days at the end of 2023)
- Trade payables decreased by €17.0 m due to increasing DPO³ (from 107 days at the end of 2023 to 126 days in 2024)

¹ Net working capital bridge according to Reclassified Balance Sheet

² DSO stands for days sales outstanding

³ DPO stands for days payable outstanding

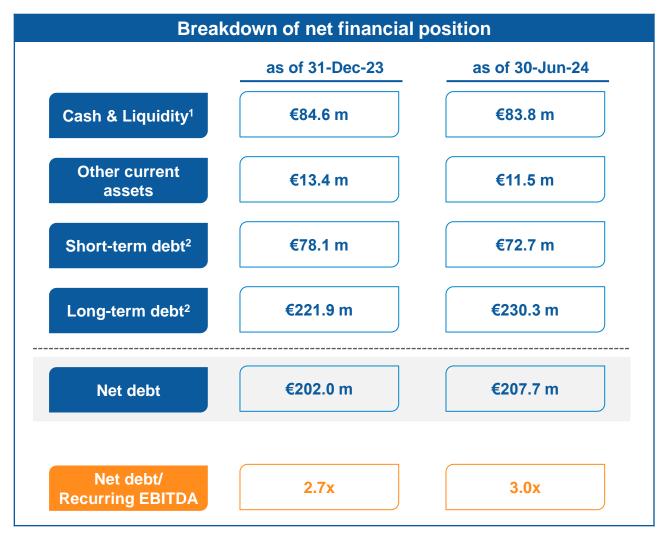
1H24 positive ordinary FCFO generation after anticipating full Capex for entire FY24

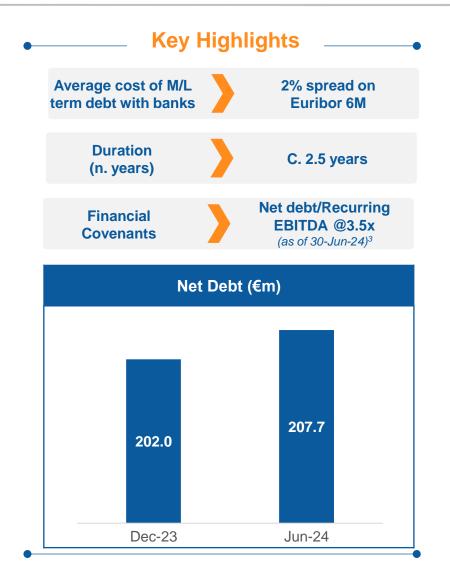


- IFRS16 effect of €5.1 m related to longterm leases
- Positive change in Net Working Capital for €4.2 m
- Capex at €17.5 m (€17.0 m in 1H23) includes €8.1 m of capitalized costs
- Ordinary FCFO stood at €7.9 m
- Interests paid of €5.0 m from €8.6 m in 1H23 (which included also €2.6 m of extraordinary fee related to share capital increase) due to lower debt position

¹ Managerial cash flow bridge according to Reclassified Balance Sheet

Net debt broadly stable compared to the end of 2023, excluding IFRS9 effect





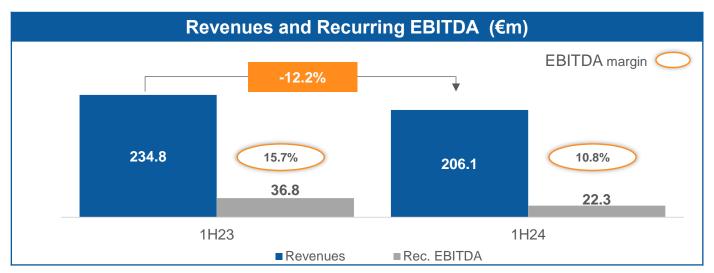
3 As of December 2024 will be 3.25x

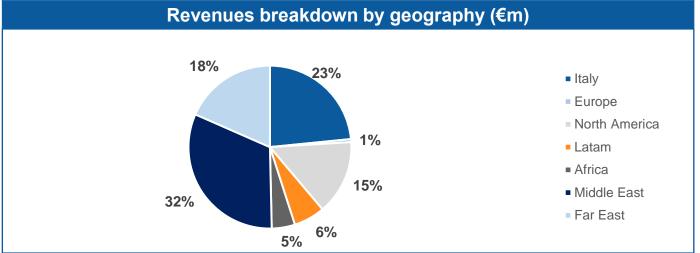
^{1 &}quot;Cash & Liquidity" as per Consob definition

² In 2023, the significant reduction of the short-term debt is mainly due to its postponement at the end of 2026

Trevi Division – Revenues and EBITDA in 1H24 impacted by delays in starting projects works in some countries



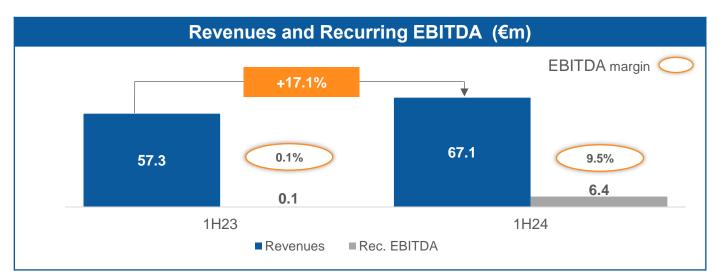


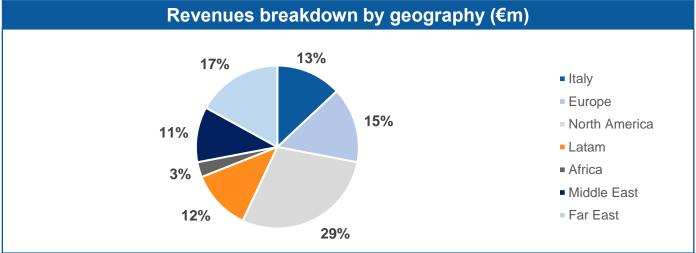


- Trevi Division revenues decreased by €28.7 m (-12.2% H/H) due to the reduction of some activities in Nigeria and Hong Kong and delays in starting works in Saudi Arabia USA and Philippines, only partially compensated by increased volumes in Italy and Dubai
- 1H24 recurring EBITDA decreased from €36.8 m to €22.3 m

Soilmec Division – Successful turnaround with higher Revenues and Margin recovery







- Revenues were up by €9.8 m (+17.1% H/H) driven by new projects in almost all geographies
- 1H24 EBITDA margin increased to almost 10% thanks to higher sales volumes



Trevi Group ambitious Sustainable Development Goals aligned with ESG Strategy

Pillars

Promoting the decarbonisation strategy against climate change



SDG



GHG reduction

Energy intensity slightly reduced by 0.01 GJ/h compared to 2022

Accident reduction

- Promoting the protection of health and safety of employees and third parties
- At the end of 2023, the result was 2.3 LTI (lost time incident), well below the target set at 2.6





Supply chain









Certifications

ERP & Digitalisation

- 3 new ESG external certifications obtained in 2023 strengthening ESG strategic focus
- Improve of products & processes to enhance business through technology innovation
- **ESG** Tagetik platform to be introduced in 2024











Trevi Group has continued its sustainable journey, achieving external certifications and recognition as a sign of its ESG commitment





External Recognition

- For the third times "The most climate-friendly companies 2024" by Corriere della Sera and Statista
- Trevi Group is among the best Italian sustainable companies as resulted in a survey conducted by II Sole 24 Ore and Statista
- Trevi Group received "ESG Identity Corporate Index" from ET.Group's







ESG Supply Chain Rating

- Trevi S.p.A. obtained for the second time **the Silver medal** by the international certification platform **EcoVadis**
- This achievement covers different Group areas:
 Environment, Working Practices and Human Rights, Ethics and Integrity,
 Sustainable Procurement





Trevi Group – Consolidated Income Statement

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Euro /000			
Profit & Loss Trevi Group	6M 2024	6M 2023	Deviation
TOTAL REVENUE	262,323	280,266	(17,944)
Change in finished products and work in progress	10,996	5,688	5,308
Internal work capitalised	8,075	10,869	(2,794)
PRODUCTION REVENUE	281,394	296,824	(15,430)
Consumption of raw materials and external services	(189,138)	(201,179)	12,041
VALUE ADDED	92,256	95,644	(3,388)
Personnel expense	(65,376)	(63,130)	(2,246)
RECURRING EBITDA	26,880	32,514	(5,635)
%	10.2%	11.6%	-1.4%
Non-recurring expenses - revenues	(1,299)	(1,381)	82
EBITDA	25,581	31,133	(5,552)
Depreciation and amortisation	(10,442)	(10,966)	523
Depreciation and amortisation IFRS16	(4,677)	(4,461)	(216)
Provisions and impairment losses	(2,576)	4,591	(7,166)
OPERATING PROFIT/(LOSS) (EBIT)	7,885	20,297	(12,412)
Financial income/(expense)	(13,684)	13,207	(26,891)
Exchange Gains/(Losses)	4,360	1,983	2,377
Adjustments to financial assets	410	(78)	487
PROFIT/(LOSS) BEFORE TAXES	(1,029)	35,409	(36,438)
Loss from assets held for sale	0	0	0
Current Taxes	(2,477)	(3,608)	1,131
Defferred Taxes	4,057	(4,164)	8,221
Income taxes	1,580	(7,772)	9,352
PROFIT/(LOSS) FOR THE YEAR	551	27,637	(27,087)
Attributable to:			
Owners of the Parent	(2,633)	23,636	(26,269)
Non-controlling interests	3,184	4,002	(818)
PROFIT/(LOSS) FOR THE YEAR	551	27,637	(27,087)

Trevi Group – Consolidated Reclassified Balance Sheet

Euro /000 Balance Sheet Trevi Group	30/06/2024	31/12/2023	Deviation
•			
Property, plant and equipment	177,108	169,664	7,444
Intangible fixed assets and goodwill	17,121	17,256	(135)
Financial assets - Investments	420	425	(6)
A) Non-current assets	194,649	187,345	7,303
B) Net working capital			
- Inventories	126,480	114,660	11,820
- Inventories (WIP)	114,479	86,464	28,015
- Trade receivables	142,715	160,408	(17,692)
- Trade payables (-)	(135,150)	(118,165)	(16,985)
- Payments on account	(63,943)	(52,757)	(11,185)
- Other assets (liabilities)	(12,682)	(18,324)	5,642
	171,899	172,285	(386)
C) Assets held for sale and liabilities associated with assets held for sale	0	0	0
D) Invested capital, less current liabilities (A+B+C)	366,548	359,631	6,917
E) Employee benefits (-)	(10,848)	(10,735)	(114)
F) NET INVESTED CAPITAL (D+E)	355,700	348,896	6,804
Financed by:			
G) Equity/(Deficit) attributable to the owners of the parent	150,407	148,562	1,846
H) Deficit attributable to non-controlling interests	(2,422)	(1,657)	(765)
I) Net financial position	207,715	201,992	5,723
L) TOTAL SOURCES OF FINANCING (G+H+I)	355,700	348,896	6,804

Trevi Group – Consolidated Cash Flow Statement

Euro /000			
Free Cash Flow	1H 2024	1H 2023	Deviation
	20.0	00.5	(5.0)
EBITDA recurring (including IFRS 16 effect)	26.9	32.5	(5.6)
IFRS 16 Effect	(5.1)	(4.9)	(0.2)
Taxes (payed)	(2.7)	(1.5)	(1.2)
Delta Net Working Capital	4.2	(3.8)	8.1
Trade receivables third-parties	9.3	37.2	(27.9)
Trade payables third-parties	16.7	(25.8)	42.5
Inventory	(12.0)	(9.9)	(2.1)
Advances	(9.7)	(5.3)	(4.4)
Delta non monetary flows and other assets/liabilities	2.2	10.0	(7.9)
Delta severance fund	(0.7)	(0.7)	0.0
Delta Tax Fund	(0.5)	(0.7)	0.2
Delta Risk fund	(1.0)	(3.5)	2.5
Delta Other assets/liabilities	4.3	14.9	(10.6)
CAPEX Net	(17.5)	(17.0)	(0.5)
		_	
Ordinary FCFO	7.9	15.3	(7.3)
Extraordinary Items	(1.3)	(1.4)	0.1
Free Cash Flow from Operations	6.6	13.9	(7.2)
Delta in Financial Asset/Liability	(2.6)	(36.4)	33.8
Equity	-	18.6	(18.6)
Interest & Fees	(5.0)	(8.6)	3.7
Dividends cash out	(1.8)	(0.4)	(1.4)
Exchange rate effects on Cash&Cash Equivalent	0.5	(4.6)	5.1
Net Cash Flow	(2.2)	(17.6)	15.3

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