



CEMBRE

Press release

The Board of Directors approved the interim report on operations as at March 31, 2024

Cembre (Euronext STAR): consolidated sales up in the first quarter by 1.5%

- Sales rose by 9.1% in Italy and declined by 4.2% abroad in the first three months
- As at April 30, 2024, progressive consolidated revenues recorded growth of 1.3% compared to the first four months of 2023
- The Board resolved the start of a share buy-back programme

consolidated figures (euro '000)	1st Quarter 2024	margin %	1st Quarter 2023	margin %	change
Revenues from sales	58,654	100	57,789	100	1.5%
Gross operating profit	16,521	28.2	17,770	30.7	-7.0%
Operating profit	13,299	22.7	14,678	25.4	-9.4%
Profit prior to taxes	13,462	23.0	14,742	25.5	-8.7%
Net profit for the period	9,715	16.6	10,864	18.8	-10.6%
Net financial position	14,381		10,682		

Brescia, May 14, 2024 – The Board of Directors of Cembre S.p.A., which met today in Brescia, chaired by the Chairman and Managing Director Giovanni Rosani, approved the results of the **first quarter of 2024**.

Compared with the first quarter of 2023, **consolidated revenues** grew by 1.5%, from €57.8 million to €58.7 million. In the first three months of 2024, domestic sales, amounting to €27.0 million, grew by 9.1%, while exports, amounting to €31.6 million, declined by 4.2%.

In the first quarter of 2024, 46.1% of sales were represented by Italy, 45.0% by the rest of Europe and 8.9% by the rest of the world.

Consolidated gross operating profit (EBITDA) for the first quarter of 2024 amounted to €16,521 thousand, corresponding to a 28.2% margin on sales, down by 7.0% on €17,770 thousand reported in the first three months of 2023 (30.7% margin on sales). The incidence of the cost of goods sold rose while the weight of the cost for services declined during the period. Personnel costs in absolute terms



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increased by 9.0% compared to the first quarter of 2023, mainly as a result of the increase in the average number of Group workers from 834 in the first quarter of 2023 to 885 in the first quarter of 2024. Personnel costs as a percentage of turnover increased from 24.3% to 26.1%.

The consolidated operating profit (EBIT) for the first quarter of 2024 amounted to €13,299 thousand, corresponding to a 22.7% margin on sales, down by 9.4% on €14,678 thousand reported in the first three months of 2023 (25.4% margin on sales).

Consolidated profit before taxes for the first three months of 2024 amounted to €13,462 thousand, representing a 23.0% margin on sales, down by 8.7% on the profit before taxes reported in the first quarter of 2023, amounting to €14,742 thousand and corresponding to a 25.5% margin on sales.

Consolidated net profit for the period fell by 10.6% compared to 2023 from €10,864 thousand, representing 18.8% of sales, to €9,715 thousand, representing 16.6% of sales.

The consolidated net financial position went from a surplus of €10.7 million at March 31, 2023 to a surplus of €14.4 million at March 31, 2024. At December 31, 2023, the net financial position was equal to a surplus of €18.2 million. Short-term financial debt does not include payables due to shareholders of €30.2 million for dividends for the 2023 financial year (similar to the last year, for €23.5 million), payable to shareholders on May 15, 2024, as resolved by the Shareholders' Meeting on April 29, 2024.

Capital expenditure for the first quarter of 2024 by the Group amounted to €6.4 million, up on the corresponding period in 2023 when it amounted to €3.9 million.

“The Cembre Group's consolidated revenues in the first three months of 2024 amounted to €58.7 million, up 1.5% compared to the same period of last year. The Group's progressive sales growth in the first four months of 2024 was 1.3% over the first four months of 2023. Despite the uncertainties that continue to characterise the economic situation, the Cembre Group's consolidated revenues are expected to grow in 2024 and the economic result is expected to be positive.” - commented CEO Giovanni Rosani.

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The Board resolved the start of a share buy-back programme

The Board of Directors approved the launch of a share buy-back programme as a result of the authorisation to purchase and sell own shares resolved by the Shareholders' Meeting on April 29, 2024 and the conclusion of the programme initiated on April 27, 2023.

This programme represents a useful strategic investment opportunity for all purposes allowed by current regulations, including those set forth in article 5 of EU Regulation no. 596/2014 (Market Abuse Regulation, MAR) and in the procedures allowed under article 13 of the MAR, as well as, where necessary, for the provision of own shares to be allocated to beneficiaries of the incentive plan known as “Premio Carlo Rosani per i 50 anni dalla fondazione della Società” approved by the



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Shareholders' Meeting on April 18, 2019 - with the following characteristics in compliance with the resolution passed by the aforementioned Shareholders' Meeting.

- the number of ordinary shares of par value €0.52 purchased may not exceed 5% of the share capital, for a maximum number of own shares in portfolio equal to 850,000 ordinary Cembre S.p.A. shares and for a total consideration that shall not exceed €40,000,000;
- the purchase must take place on a market regulated pursuant to article 144-*bis*, par. 1, letter b), of Consob Regulation 11971/1999 and other applicable regulations, so as to ensure the equal treatment of shareholders as per article 132 of Legislative Decree no. 58/1998, taking into account terms set for the negotiation as per article 3 of EU Delegated Regulation 2016/1052 ("Regulation 1052") implementing the MAR;
- the price per share shall not exceed the higher between the price at which the last independent transaction was concluded and the last independent bid price in the market in which the purchase is carried out. For any single purchase, such price per share shall in any case not be more than 20% lower or higher than the closing price registered by Cembre shares on the previous trading day;
- the volume of daily purchases may not exceed 25% of the average daily trading volume of Cembre S.p.A. shares in the market in which the purchase is carried out, calculated in accordance with parameters set in article 3 of Regulation 1052;
- the purchase plan shall be implemented within 18 months of the Shareholders' Meeting resolution passed on April 29, 2024.

At the date of the present press release, Cembre holds 202,541 own shares, representing 1.19% of the capital stock of the Company.

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Cembre designs, manufactures and distributes electrical connectors and cable accessories. It enjoys a leadership position in Italy and significant market shares in the rest of Europe. Cembre is one of the world's leading manufacturers of tools (mechanical, pneumatic and hydraulic) for the installation of connectors and the shearing of cables. The products it has developed for connection to the rail and for other railway applications are used by the main companies in this sector round the world.

Cembre owes its success to an insistence on innovative, high-quality products, a broad and thorough collection, and an extensive distribution network both in Italy and abroad.

Founded in Brescia in 1969, the Cembre Group is now a fully-fledged international force. Along with the parent company in Brescia it has five subsidiaries: four trading companies (Germany, France, Spain and the United States) and a manufacturing and trading subsidiary (Cembre Ltd, with registered office in Birmingham), for a total of 891 employees (data updated as at March 31, 2024). The Company has an Integrated Management System (quality, safety, environment and anti-corruption) certified by Lloyd's Register Quality Assurance for the design and production of accessories for cables, electrical connectors and tools for their installation.

Cembre has been listed on the Italian Stock Exchange since December 15, 1997, and on the STAR section since September 24, 2001.



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Further information is available at Cembre's institutional website www.cembre.com in the Investor Relations section.

Attachments: Consolidated Financial Statements at March 31, 2024

This Interim Report on Operations has not been audited.

The manager responsible for preparing the Company's financial reports, Claudio Bornati, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

In this press release, use is made of certain alternative performance indicators that are not envisaged in IFRS-EU accounting standards, and whose significance and content are illustrated below, in line with the ESMA/2015/1415 recommendations published on October 5, 2015:

Gross Operating Result (EBITDA): defined as the difference between sales revenues and costs for materials, of services received, and the net balance of operating income and charges. It represents the profit achieved before amortisation, cash flows and taxes.

Operating Result (EBIT): defined as the difference between the Gross Operating Result and the value of amortization/impairment. It represents the profit before cash flows and taxes.

Net Financial Position: represents the algebraic sum of cash and cash equivalents, financial receivables and current and non-current financial debt.

Interim Report on Operations at March 31, 2024
Consolidated Financial Statements
Consolidated Comprehensive Income Statement

	1st Quarter 2024	1st Quarter 2023
(euro '000)		
Revenues from contract with customers	58,654	57,789
Other revenues	152	187
TOTAL REVENUES	58,806	57,976
Cost of goods and merchandise	(20,420)	(19,167)
Change in inventories	962	315
Cost of services received	(7,090)	(7,207)
Lease and rental costs	(135)	(80)
Personnel costs	(15,317)	(14,058)
Other operating costs	(420)	(407)
Increase in assets due to internal construction	248	486
Write-down of receivables	(106)	(57)
Accruals to provisions for risks and charges	(7)	(31)
GROSS OPERATING PROFIT	16,521	17,770
Property, plant and equipment depreciation	(2,426)	(2,329)
Intangible asset amortization	(281)	(248)
Depreciation of right of use assets	(515)	(515)
OPERATING PROFIT	13,299	14,678
Financial income	150	61
Financial expenses	(51)	(41)
Foreign exchange gains (losses)	64	44
PROFIT BEFORE TAXES	13,462	14,742
Income taxes	(3,747)	(3,878)
NET PROFIT FROM ORDINARY ACTIVITIES	9,715	10,864
Items that may be reclassified subsequently to profit and loss		
Conversion differences included in equity	455	28
COMPREHENSIVE INCOME	10,170	10,892

Interim Report on Operations at March 31, 2024
Consolidated Financial Statements
Consolidated Statement of Financial Position - Assets

ASSETS	Mar. 31, 2024	Dec. 31, 2023
(euro '000)		
NON CURRENT ASSETS		
Propertt, plant and equipment	94,001	90,252
Investment property	719	729
Intangible fixed assets	4,742	4,712
Goodwill	4,608	4,608
Right of use assets	6,218	6,422
Other investments	5	5
Other non-current assets	100	78
Deferred tax assets	3,657	3,446
TOTAL NON CURRENT ASSETS	114,050	110,252
CURRENT ASSETS		
Inventories	70,193	68,743
Trade receivables	55,992	42,493
Other financial assets	8,000	4,000
Tax receivables	1,806	1,583
Other receivables	1,318	1,250
Cash and cash equivalents	12,824	20,882
TOTAL CURRENT ASSETS	150,133	138,951
NON-CURRENT ASSETS AVAILABLE FOR SALE	-	-
TOTAL ASSETS	264,183	249,203

Interim Report on Operations at March 31, 2024

Consolidated Financial Statements

Consolidated Statement of Financial Position - Liabilities and Shareholders' Equity

LIABILITIES AND SHAREHOLDERS' EQUITY	Mar. 31, 2024	Dec. 31, 2023
(euro '000)		
SHAREHOLDERS' EQUITY		
Capital stock	8,840	8,840
Reserves	197,352	156,051
Net profit	9,715	40,828
TOTAL SHAREHOLDERS' EQUITY	215,907	205,719
NON-CURRENT LIABILITIES		
Non-current financial liabilities	4,493	4,693
Employee Severance Indemnity and other personnel benefits	1,733	1,751
Provisions for risks and charges	213	691
Deferred tax liabilities	3,577	3,570
TOTAL NON-CURRENT LIABILITIES	10,016	10,705
CURRENT LIABILITIES		
Current financial liabilities	1,950	1,968
Trade payables	18,169	14,829
Tax payables	7,824	4,193
Other payables	10,317	11,789
TOTAL CURRENT LIABILITIES	38,260	32,779
LIABILITIES ON ASSETS HELD FOR DISPOSAL	-	-
TOTAL LIABILITIES	48,276	43,484
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	264,183	249,203

Interim Report on Operations at March 31, 2024
Consolidated Financial Statements
Consolidated Statement of Cash Flows

	1 st Quarter 2024	1 st Quarter 2023
(migliaia di euro)		
A) CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD	20,882	15,028
B) CASH FLOW FROM OPERATING ACTIVITIES		
Net profit for the period	9,715	10,864
Income taxes	3,747	3,878
Financial charges/(Financial profits)	(99)	(20)
(Gains)/Losses on disposal of assets	(33)	(15)
Depreciation/ amortization and write-downs	3,221	3,092
Net change in Employee Termination Indemnity	(19)	98
Net change in provisions for risks and charges	(478)	39
Stock options plan IFRS2 remeasurement	18	28
Operating profit (loss) before change in working capital	16,072	17,964
(Increase) Decrease in trade receivables	(13,499)	(13,364)
(Increase) Decrease in inventories	(1,450)	(249)
Increase (Decrease) of trade payables	3,340	(762)
(Increase) Decrease in working capital	(11,609)	(14,375)
Other changes	(1,745)	(643)
Interests received/(Interests paid)	99	20
(Paid income taxes)	(339)	(282)
NET CASH FLOW (USED IN)/FROM OPERATING ACTIVITIES	2,478	2,684
C) CASH FLOW FROM INVESTING ACTIVITIES		
Capital expenditure on fixed assets:		
- intangible	(311)	(298)
- tangible	(6,072)	(3,555)
Proceeds from disposal of tangible, intangible, available-for-sale financial assets		
- intangible	-	19
- tangible	50	-
- financial	(21)	-
NET CASH FLOW (USED IN)/FROM INVESTING ACTIVITIES	(6,354)	(3,834)
D) CASH FLOW FROM FINANCING ACTIVITIES		
(Increase) Decrease in other financial assets	(4,000)	9,000
Increase (Decrease) in bank payables	(26)	(10,358)
Increase (Decrease) in other financial payables	-	22
Repayment of leasing liabilities	(503)	(495)
Changes in reserves	(43)	(48.00)
NET CASH FLOW (USED IN)/FROM FINANCING ACTIVITIES	(4,572)	(1,879)
E) INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (B+C+D)	(8,448)	(3,029)
F) Foreign exchange conversion differences	390	-
G) CASH AND CASH EQUIVALENTS AT END OF THE PERIOD (A+E+F)	12,824	11,999
Of which: assets held for disposal	-	-
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	12,824	11,999
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	12,824	11,999
Other financial assets	8,000	6,000
Current financial liabilities	(1,950)	(1,842)
Non current financial liabilities	(4,493)	(5,475)
NET CONSOLIDATED FINANCIAL POSITION	14,381	10,682
BREAKDOWN OF CASH AND CASH EQUIVALENTS AT END OF THE PERIOD		
Cash	9	8
Bank deposits	12,815	11,991
	12,824	11,999