

Press release

The Board of Directors has approved the Interim Report on Operations as at September 30, 2024

Cembre (Euronext STAR): consolidated turnover up +1.3% in the first nine months of the year compared to the first nine months of 2023

- In the first 9 months, domestic sales were up +1.4% while sales outside Italy grew by +1.3% compared to the same period of 2023
- EBITDA of 28.9% of revenues (in the first nine months of 2023 it was 31.2%)
- As at October 31, 2024, consolidated revenues recorded growth of 3.0% compared to the first ten months of 2023
- Shareholders' Meeting convened for 16 December 2024 to amend the Articles of Association and Rules of Procedure.

(euro '000)	1/1-9/30 2024	Marg. %	1/1-9/30 2023	Marg. %	change	3rd Qtr. 2024	Marg.	3rd Qtr. 2023	Marg.	change
Revenues from sales	171,295	100	169,048	100	1.3%	51,782	100	51,406	100	0.7%
Gross operating profit (Ebitda)	49,474	28.9	52,691	31.2	-6.1%	14,622	28.2	14,042	27.3	4.1%
Operating profit (Ebit)	39,551	23.1	43,263	25.6	-8.6%	11,200	21.6	10,835	21.1	3.4%
Profit prior to taxes	39,449	23.0	43,147	25.5	-8.6%	10,898	21.0	10,697	20.8	1.9%
Net profit	29,131	17.0	32,103	19.0	-9.3%	8,308	16.0	8,223	16.0	1.0%
Net financial position	(2,527)		9,323							

Brescia, November 14, 2024 - The Board of Directors of Cembre S.p.A., company listed on the Star segment of the Italian Stock Exchange, one of the largest European manufacturers of electrical connectors and tools for their installation – chaired by its Chairman and Managing Director Giovanni Rosani, met today in Brescia, and approved the interim report on operations as at September 30, 2024.

In the first nine months of 2024, the Group reported **consolidated revenues from sales** of €171.3 million, up 1.3% from €169.0 million in the first nine months of 2023.

Domestic sales of the Group amounted to €75.0 million, up by 1.4%, while sales outside Italy amounted to €96.3 million, up 1.3%. In the first nine months of the year, a total of 43.8% of Group sales were represented by Italy (as compared with 43.8% in the first nine months of 2023), 44.4% by



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the rest of Europe (46.0% in the first nine months of 2023), and the remaining 11.8% by the rest of the world (10.2% in the first nine months of 2023).

Consolidated gross operating profit (EBITDA) for the first nine months of 2024 amounted to €49.5 million, corresponding to a 28.9% margin on sales, down 6.1% from €52.7 million reported in the first nine months of 2023, representing a 31.2% margin on sales. This decrease was mainly due to the increase in the ratio of personnel costs to revenues from 24.7% to 26.8%. This higher incidence is the result of both the contractual increases applied during the period and the increase in the average number of Group employees from 865 in the first nine months of 2023 to 895 in the first nine months of 2024. It is estimated that this incidence will tend to decrease in the future as a result of a higher increase in sales revenues.

Consolidated operating profit (Ebit) amounted to €39.6 million, corresponding to a 23.1% margin on sales, down 8.6% from €43.3 million in the first nine months of 2023, corresponding to a 25.6% margin on sales revenue.

Consolidated profit before taxes amounted to €39.4 million, representing a 23.0% margin on sales, down 8.6% on the profit before taxes reported in the first nine months of 2023, amounting to €43.1 million and corresponding to a 25.5% margin on sales.

Consolidated net profit for the period fell by 9.3% compared to 2023 from €32.1 million, representing 19.0% of sales, to €29.1 million, representing 17.0% of sales.

The consolidated net financial position as at September 30, 2024, amounting to a negative €2.5 million, was down compared to December 31, 2023, when it amounted to a positive value of €18.2 million, also as a result of the payment of dividends of €30.2 million by the Parent Company and capital expenditure in fixed assets of €24.2 million. At September 30, 2023, the net financial position was equal to a surplus of €9.3 million.

As mentioned previously, **capital expenditure** in the period amounted to €24.2 million. In the same period of 2023 they amounted to €10.9 million. The increase in investments was mainly due to the construction of two industrial buildings at Cembre S.p.A.'s headquarters, totalling 15,000 m2, and advances paid to suppliers for the purchase of plant and machinery.

“The Cembre Group's consolidated revenues in the first nine months of 2024 amounted to €171.3 million, up 1.3% compared to the same period of last year. The month of October had a positive trend, and the Group's progressive sales in the first ten months of 2024 marked growth of 3.0% compared to the first ten months of 2023.” - commented Chair Giovanni Rosani.

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Shareholders' Meeting convened to amend the Articles of Association and Rules of Procedure.

The Board of Directors of Cembre S.p.A. also resolved to convene the Ordinary and Extraordinary Shareholders' Meeting on December 16, 2024 (and on December 17 for the second convocation, if any), in order to amend the Articles of Association and the Rules of Procedure of the Shareholders' Meeting; for further information, please refer to the notice of call and the illustrative reports that will be published in accordance with the law.

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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



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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 seven subsidiaries: six trading companies (Germany, France, Spain, U.S.A., China and the Netherlands) and a manufacturing and trading subsidiary (Cembre Ltd, with registered office in Birmingham), for a total of 895 employees (data updated as at September 30, 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 relating to the Interim report on operations as at September 30, 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 September 30, 2024
Consolidated Financial Statements
Consolidated Comprehensive Income Statement

	9 months 2024	9 months 2023
(euro '000)		
Revenues from contract with customers	171.295	169.048
Other revenues	1.340	635
TOTAL REVENUES	172.635	169.683
Cost of goods and merchandise	(61.362)	(55.231)
Change in inventories	6.610	1.558
Cost of services received	(21.395)	(20.860)
Lease and rental costs	(381)	(254)
Personnel costs	(45.957)	(41.832)
Other operating costs	(1.334)	(1.288)
Increase in assets due to internal construction	798	1.155
Write-down of receivables	(64)	(216)
Accruals to provisions for risks and charges	(76)	(24)
GROSS OPERATING PROFIT	49.474	52.691
Property, plant and equipment depreciation	(7.439)	(7.055)
Intangible asset amortization	(850)	(793)
Depreciation of right of use assets	(1.634)	(1.580)
OPERATING PROFIT	39.551	43.263
Financial income	269	142
Financial expenses	(393)	(237)
Foreign exchange gains (losses)	22	(21)
PROFIT BEFORE TAXES	39.449	43.147
Income taxes	(10.318)	(11.044)
NET PROFIT FROM ORDINARY ACTIVITIES	29.131	32.103
Items that may be reclassified subsequently to profit and loss		
Conversion differences included in equity	614	491
COMPREHENSIVE INCOME	29.745	32.594

Interim Report on Operations at September 30, 2024

Consolidated Financial Statements

Consolidated Statement of Financial Position - Assets

ASSETS	Sep. 30, 2024	Dec. 31, 2023
(euro '000)		
NON CURRENT ASSETS		
Property, plant and equipment	104.225	90.252
Investment property	699	729
Intangible fixed assets	4.877	4.712
Goodwill	4.608	4.608
Right of use assets	6.812	6.422
Other investments	5	5
Other non-current assets	206	78
Deferred tax assets	3.591	3.446
TOTAL NON CURRENT ASSETS	125.023	110.252
CURRENT ASSETS		
Inventories	76.482	68.743
Trade receivables	43.820	42.493
Other financial assets	-	4.000
Tax receivables	1.208	1.583
Other receivables	1.264	1.250
Cash and cash equivalents	16.461	20.882
TOTAL CURRENT ASSETS	139.235	138.951
NON-CURRENT ASSETS AVAILABLE FOR SALE	-	-
TOTAL ASSETS	264.258	249.203

Interim Report on Operations at September 30, 2024
Consolidated Financial Statements
Consolidated Statement of Financial Position - Liabilities and Shareholders' Equity

LIABILITIES AND SHAREHOLDERS' EQUITY	Sep. 30, 2024	Dec. 31, 2023
(euro '000)		
SHAREHOLDERS' EQUITY		
Share capital	8.840	8.840
Reserves	167.308	156.051
Net profit for the period	29.131	40.828
TOTAL SHAREHOLDERS' EQUITY	205.279	205.719
NON-CURRENT LIABILITIES		
Non-current financial liabilities	7.930	4.693
Employee Severance Indemnity and other personnel benefits	1.681	1.751
Provisions for risks and charges	251	691
Deferred tax liabilities	3.578	3.570
TOTAL NON-CURRENT LIABILITIES	13.440	10.705
CURRENT LIABILITIES		
Current financial liabilities	11.058	1.968
Trade payables	15.803	14.829
Tax payables	5.020	4.193
Other payables	13.658	11.789
TOTAL CURRENT LIABILITIES	45.539	32.779
LIABILITIES ON ASSETS HELD FOR DISPOSAL	-	-
TOTAL LIABILITIES	58.979	43.484
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	264.258	249.203

Interim Report on Operations at September 30, 2024
Consolidated Financial Statements
Consolidated Statement of Cash Flows

	9 months 2024	9 months 2023
(euro '000)		
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	29.131	32.103
Income taxes	10.318	11.044
Financial charges/(Financial profits)	124	95
(Gains)/Losses on disposal of assets	(13)	(50)
Depreciation/ amortization and write-downs	9.922	9.428
Net change in Employee Termination Indemnity	(70)	101
Net change in provisions for risks and charges	(440)	71
Stock options plan IFRS2 remeasurement	50	84
Operating profit (loss) before change in working capital	49.022	52.876
(Increase) Decrease in trade receivables	(1.327)	(11.223)
(Increase) Decrease in inventories	(7.739)	(1.362)
Increase (Decrease) of trade payables	974	(6.136)
(Increase) Decrease in working capital	(8.092)	(18.721)
Other changes	1.756	3.453
Interests received/(Interests paid)	(124)	(95)
(Paid income taxes)	(9.147)	(5.606)
NET CASH FLOW (USED IN)/FROM OPERATING ACTIVITIES	33.415	31.907
C) CASH FLOW FROM INVESTING ACTIVITIES		
Capital expenditure on fixed assets:		
- intangible	(1.014)	(918)
- tangible	(21.239)	(9.989)
- financial	(128)	-
Proceeds from disposal of tangible, intangible, available-for-sale financial assets		
- tangible	77	148
- financial	-	1
NET CASH FLOW (USED IN)/FROM INVESTING ACTIVITIES	(22.304)	(10.758)
D) CASH FLOW FROM FINANCING ACTIVITIES		
(Increase) Decrease in other financial assets	4.000	13.000
Increase (Decrease) in bank payables	11.838	(10.342)
Repayment of leasing liabilities	(1.542)	(1.527)
Changes in reserves	-	(175)
Sale (purchase) of own shares	-	325
Dividends distributed	(30.235)	(23.495)
NET CASH FLOW (USED IN)/FROM FINANCING ACTIVITIES	(15.939)	(22.214)
E) INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (B+C+D)	(4.828)	(1.390)
F) Foreign exchange conversion differences	407	365
G) CASH AND CASH EQUIVALENTS AT END OF THE PERIOD (A+E+F)	16.461	14.328
Of which: assets held for disposal	-	-
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	16.461	14.328
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	16.461	14.328
Other financial assets	-	2.000
Current financial liabilities	(11.058)	(1.878)
Non current financial liabilities	(7.930)	(5.127)
NET CONSOLIDATED FINANCIAL POSITION	(2.527)	9.323
BREAKDOWN OF CASH AND CASH EQUIVALENTS AT END OF THE PERIOD		
Cash	10	9
Bank deposits	16.451	14.319
	16.461	14.328