



COMUNICATO STAMPA

THE BOARD OF DIRECTORS EXAMINED THE MAIN MANAGEMENT KPI AS AT 30 SEPTEMBER 2024

ECONOMIC AND FINANCIAL INDICATORS:

VALUE OF PRODUCTION OF € 10.7 M

NFP CASH POSITIVE AMOUNTING TO € 4.0 M

BACKLOG EQUAL TO € 35.8 M

MANAGEMENT - BUSINESS INDICATORS

DIVERSIFICATION AND CONSOLIDATION PROCESS CONTINUES ON CIVIL AND UTILITY & INFRASTRUCTURE LINES

Main results for the period

- Value of Production: 10.7 million Euro in line with September to 2023;
- NFP: 4.0 million Euro (cash) compared to 3.8 million Euro (cash) in June 2024;
- Backlog: 35.8 million Euro compared to 34.9 million Euro in September 2023.

Rome, 12 November 2024 –The Board of Directors of La SIA S.p.A. (“**La SIA**” or the “**Company**”), a company active in the engineering & design sector with a focus on infrastructure, listed on the Euronext Growth Milan multilateral trading system organized and managed by Borsa Italiana S.p.A., has examined certain selected information indicative of the Company’s business performance for the third quarter of 2024, which has not been audited.

Maurizio Ciardi, Chairman and Chief Executive Officer of La SIA commented: *‘In the third quarter of the year, the process of calibrating, diversifying and consolidating the three business lines Telco, Civil and Utilities & Infrastructures continued, both in terms of the economic impact and the concentration of the individual exposure, with a significant increase in the Civil component and a significant reduction in the Telco line. We have also worked to confirm a solid structure, with good cash availability, ready to be invested, and an order backlog that remains robust. I am proud to point out that this year marks the company’s twentieth anniversary, celebrated on 25 October, a reason for us to be proud and an incentive to plan for the coming decades of further growth and rich satisfaction.’*

■ **Main economic and financial KPIs as at 30 September 2024**

In the first nine months of 2024 the Company recorded a Value of Production of 10.7 million Euro, substantially in line compared to the same period of the previous year (-3.6%).

COMUNICATO STAMPA

Net cash for the period amounted to 4 million Euro, an increase compared to the second half of 2024 (200 thousand Euro) mainly related to the performance of ordinary management in the third quarter.

The *backlog* stood at 35.8 million Euro, up (+2.6%) from the stock of 34.9 million Euro recorded in September 2023, consistent with the Company's business development. Compared to the amount in 2Q 2024, about 3 million Euro was converted into revenue and new orders of 3.5 million Euro were acquired. The hard backlog, as at 30 September 2024, represents 38% of the total backlog in an increase of 59% compared to 30 September 2023. Currently, the hard backlog has a value of 13.7 million Euro compared to 8.6 million Euro in the same period last year.

■ **Key management KPIs as at 30 September 2024**

The process of business diversification and expansion into new sectors allowed the Company to further diversify its customers and target markets and has also allowed it to reduce its exposure to certain customers and to expand its portfolio.

The Revenue component related to the Civil business line will decrease from 31% in 2023 to 48%, that of Utilities & Infrastructures from 9% in 2023 to 17% and that of Telco will decrease from 61% in 2023 to 35%.

As a further consequence of the ongoing diversification process, the high concentration of the first customer will decrease from 47% in 2023 to 24% in 2024.

This press release is available on the Company's website <https://lasia.it>, section 'Investor Relations/Press Releases'.

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COMUNICATO STAMPA

The Company

La SIA S.p.A. is an innovative SME active in the engineering and design sector, specialising in the design of infrastructures in the fields of telecommunications, civil construction, mobility infrastructures and energy plants, using state-of-the-art technologies and specific know-how. La SIA is among the top 100 engineering companies in Italy, and among the first movers in the introduction of the BIM (Building Information Modeling) methodology, also used for safety, predictive maintenance and the protection of the country's artistic and historical heritage. The Company, established in 2004, operates through three business lines: the '*Civil & Design*' line, specialising in the architectural, structural and plant design of complex buildings such as hospitals, data centres and stadiums, guaranteeing high quality and sustainability; the '*Utility & Infrastructure*' line, focused on the management and design of infrastructures related to energy, road and rail networks, with particular attention to digital technologies and energy efficiency, and the design of medium voltage and photovoltaic systems; and finally the '*Telecommunications*' line, entirely dedicated to the design and construction of fibre optic and mobile radio networks.