



**TESMEC**

**Q1.2026 RESULTS**  
Grassobbio, May 8<sup>th</sup>, 2026

# Q1.2026

# RESULTS

- HIGHLIGHTS, GROUP FINANCIALS & KEY METRICS
- 2026 GUIDELINES
- ANNEX



# HIGHLIGHTS, FINANCIALS & KEY METRICS

# Q1.2026 HIGHLIGHTS



## WHAT WORKED WELL

- Revenues up 7,4% vs. Q1.2025, driven by Energy, with Stringing accelerating both in volumes and margins
- Profit before taxes 1,9€M against -0,7€M loss in Q1.2025, leading to Profit of 1,1€M, vs. -1.4€M loss of Q1.2025
- Net Financial Position improving by ca. 27€M vs. Mar-2025 and by ca. 4€M vs. Dec-2025, triggering lower financial charges
- Further backlog growth at 474€M, driven by Energy, with backlog now at approximately 240€M and Rail increase following the award of the 71€M Slovenian Railways tender



## WHERE WE ARE MAKING PROGRESS

- EBITDA +6,4% vs. Q1.2025 with an EBITDA margin at 15,3% still not fully reflecting the Group's potential, with acceleration expected in the next quarters
- Rail: despite the delayed start-up of new tenders, which temporarily affected revenues and margins, results do not yet fully reflect the contribution of recently awarded contracts, with improvement expected in H2.2026
- Cost efficiency resulting in a reduced operating costs' incidence on revenues



## WHAT COULD HAVE WORKED BETTER

- Trenchers: Lower volumes vs. Q1.2025, while showing sequential improvement vs. Q4.2025 and further recovery expected from Q2.2026.

# Q1.2026 PROFIT&LOSS STATEMENT

(€M)

PROFIT & LOSS (€M)	Q1.2025	Q1.2026	Δ	Δ%
REVENUES	61,4	65,9	4,6	+7,4%
EBITDA	9,5	10,1	0,6	+6,4%
% on Revenues	15,5%	15,3%		
EBIT	4,3	4,7	0,4	+8,8%
% on Revenues	7,0%	7,1%		
NET FINANCIAL CHARGES	(4,1)	(3,5)	0,6	(14,2%)
<b>RESULT BEFORE FOREX AND BEFORE TAXES</b>	0,2	1,2	1,0	
NET FOREIGN EXCHANGES	(0,9)	0,7	1,5	
TAX	0,8	(0,8)	(1,6)	
<b>PRE-TAX RESULT</b>	(0,7)	1,9	2,5	
NET RESULT FROM DISCONTINUED OPERATIONS	(1,6)	n.a.		
<b>TOTAL NET RESULT</b>	<b>(1,4)</b>	<b>1,1</b>	<b>2,5</b>	

NFP (€M)	Dec.31, 2025	Mar.31,2026	Δ
NFP ante IFRS16	102,8	99,9	(2,9)
NFP post IFRS16	130,4	126,0	(4,4)

- **REVENUES increasing by 7,4%**, driven by the growth of the Energy segment, while the Rail division does not yet fully reflect the contribution from recently awarded tenders. The Trencher segment showed overall signs of improvement versus Q4.2025, despite weaker performance in Australia and West Africa compared to Q1.2025, partially offset by other markets, with a gradual recovery expected over the year
- **EBITDA increasing by 6,4%**, reflecting revenue dynamics, sustained by the increasing contribution of Energy, which showed a +84,6% vs. Q1.2025
- **RESULT BEFORE FOREX AND TAXES showed strong acceleration, and RESULT BEFORE TAX increased at 1,9€M**, supported by lower financial expenses and positive Forex effects (largely unrealized)
- **NET PROFIT of 1,1€M progressing by 2,5€M vs. -1,4€M loss of Q1.2025**
- **NET FINANCIAL POSITION (incl. IFRS16) at 126,0€M** decreasing by -26,6€M vs. Q1.2025 and -4,4€M vs. Dec-2025

# Q1.2026 STATEMENT OF FINANCIAL POSITION

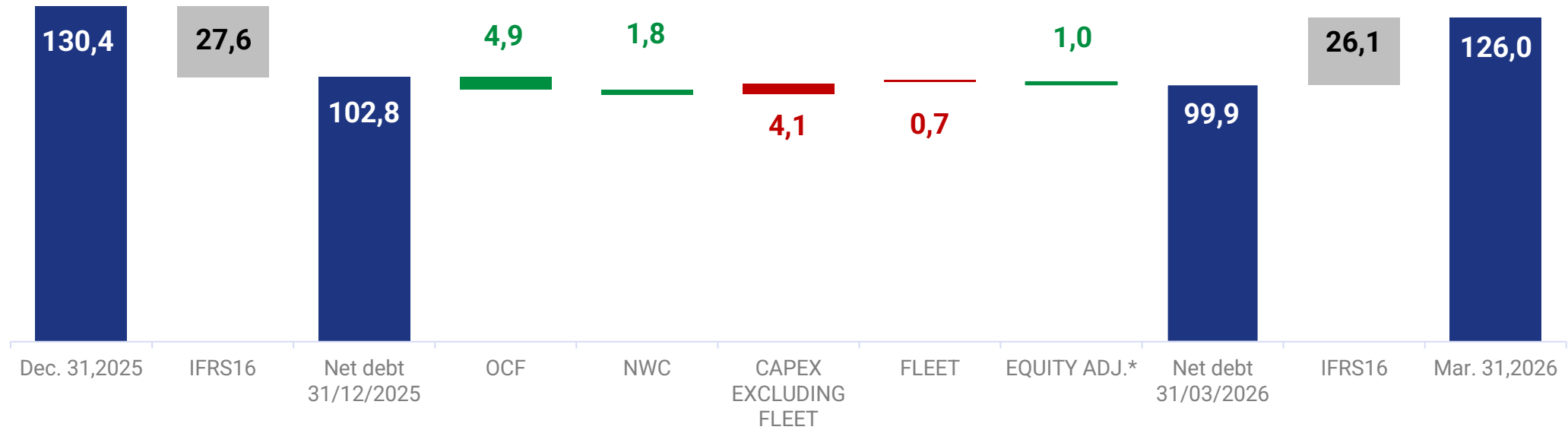
(€M)

€M	Mar.31, 2025	Dec.31, 2025	Mar.31, 2026	Δ Mar.31, 2026 vs Mar.31, 2025	Δ Mar.31, 2026 vs Dec.31, 2025
NET WORKING CAPITAL	103,0	71,8	70,0	(33,0)	(1,8)
FIXED ASSETS	105,2	116,8	116,4	11,2	(0,4)
OTHER LONG-TERM ASSETS/LIABILITIES	22,8	15,5	15,4	(7,4)	(0,1)
CAPITAL EMPLOYED HELD FOR DISPOSAL	(5,1)	n.a.	n.a.	5,1	n.a.
<b>NET INVESTED CAPITAL</b>	<b>225,9</b>	<b>204,2</b>	<b>201,8</b>	<b>(24,1)</b>	<b>(2,3)</b>
NET FINANCIAL INDEBTNESS ANTE IFRS16	122,1	102,8	99,9	(22,2)	(2,9)
LEASE LIABILITY - IFRS 16/IAS 17	30,5	27,6	26,1	(4,4)	(1,5)
<b>NET FINANCIAL POSITION</b>	<b>152,6</b>	<b>130,4</b>	<b>126,0</b>	<b>(26,6)</b>	<b>(4,4)</b>
EQUITY	73,3	73,7	75,8	2,5	2,1
<b>SOURCES OF FUNDING</b>	<b>225,9</b>	<b>204,2</b>	<b>201,8</b>	<b>(24,1)</b>	<b>(2,3)</b>

- **NET INVESTED CAPITAL decreasing by 2,3€M vs. Dec-2025, driven by:**
  - Net working capital decreased by 1,8€M vs. Dec-2025, driven by a 14,3€M reduction in inventories/work-in-progress, partially offset by an increase in A/R.
  - Net fixed capital and other medium/long-term assets and liabilities broadly stable
  - The Energy segment, historically operating with negative working capital, continued to contribute positively to the overall mix, while the Rail division benefited from positive cash flows from newly awarded contracts
  
- **NET FINANCIAL POSITION at 126,0€M** confirming positive trend vs Dec. 2025, further progressing:
  - **-26,6€M improvement vs Mar-2025**
  - **-57,6€M improvement vs. peak of Jun-2024**

# Q1.2026 NET FINANCIAL POSITION EVOLUTION

(€M)



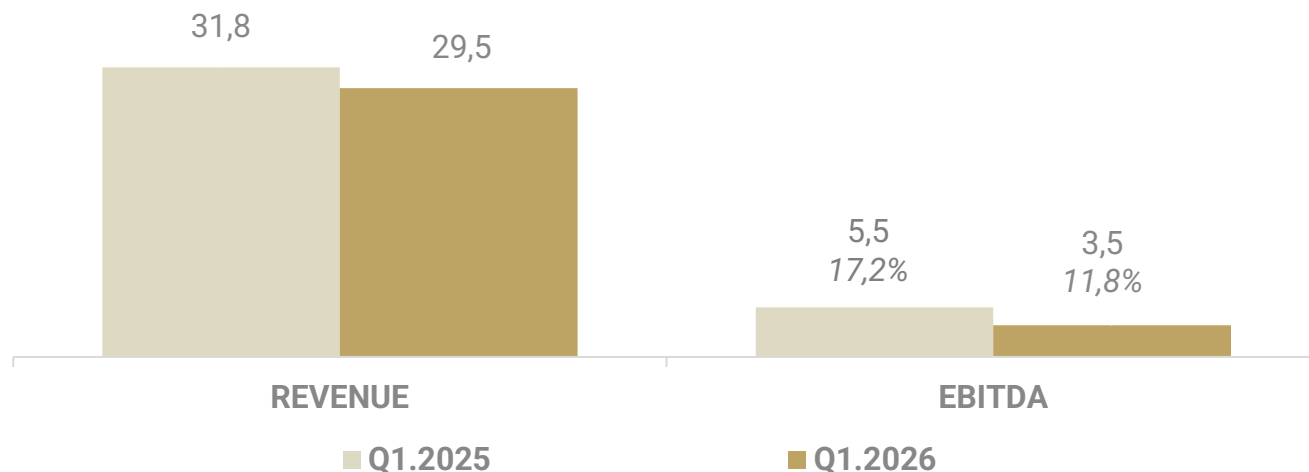
€M	Mar. 31, 2025	Dec.31,2025	Mar. 31, 2026
INVENTORIES	94,2	87,7	95,7
WORK IN PROGRESS CONTRACTS	40,6	34,3	11,9
TRADE RECEIVABLES	61,2	61,1	80,0
TRADE PAYABLES	(86,3)	(103,8)	(104,7)
OTHER CURRENT ASSETS/(LIABILITIES)	(6,8)	(7,4)	(12,9)
<b>NET WORKING CAPITAL</b>	<b>103,0</b>	<b>71,8</b>	<b>70,0</b>

\* Equity Adjustments: mainly reflecting the net variations of the translational adjustment reserve due to forex

# TRENCHERS: Q1.2026 FACTS & FIGURES



(€M)



- **REVENUES AT 29,5€M, -7,2% vs Q1.2025**, considering a still weak start to the year in Australia (reflecting a selective approach to projects) and temporary slowdowns in West Africa, dynamics partially offset by the positive performance in North Africa and South America.
- **EBITDA AT 3,5€M, -36,0% vs Q1. 2025** because of volume dynamics, only partially offset by a strong recovery in margins in the United States.
- **BACKLOG AT 73€M**

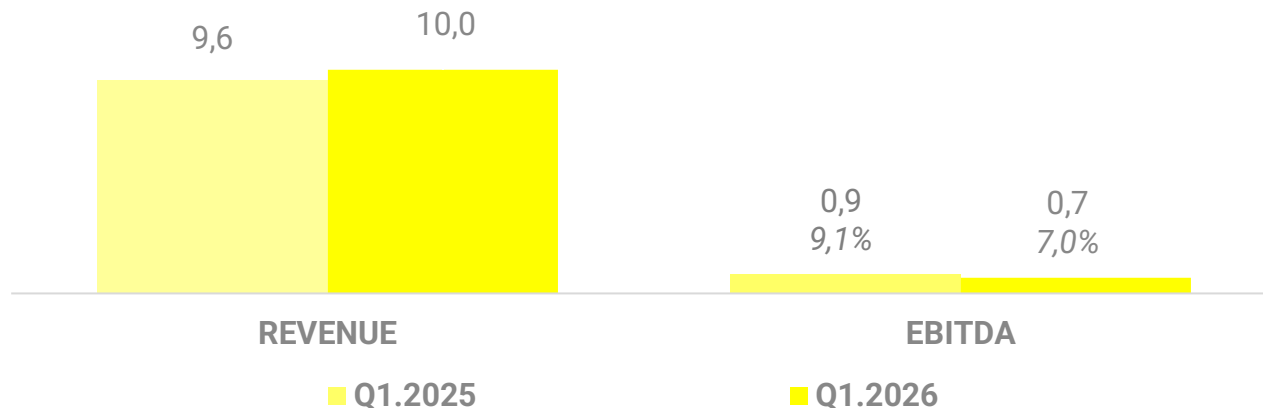
## KEY FACTS

- Trencher entering a gradual recovery phase, supported by broader market diversification, higher production volumes and new order intake, after the challenges experienced in 2025
- Sustainable growth strategy is driven by a focus on high-potential markets with solid and selective positioning in high-productivity, high-value applications such as pipelines and mining
- In the United States demand signals showed improvement, supported by pipeline opportunities and the progressive recovery of the fiber market, underpinned by a solid commercial pipeline
- Positive momentum in Latin America and North Africa, while the Middle East remained resilient amid a complex geopolitical context

# RAIL: Q1.2026 FACTS & FIGURES



(€M)



- **REVENUES AT 10,0€M, +4,7% vs Q1.2025** driven by the progress of old job orders; however, the level of activity for the quarter does not yet fully reflect the expected contribution from recently acquired new tenders.
- **EBITDA AT 0,7€M, -19,6% vs Q1.2025**, similarly, the profitability for the period was affected by a transition phase related to the timing of the start-up of new orders, with effects expected to materialize progressively over the course of H2.2026.
- **BACKLOG AT 161€M**, supported by a solid commercial pipeline for 2026. The Group is progressively repositioning toward higher value-added contracts and increased international diversification, with benefits expected to emerge over the coming quarters.

## KEY FACTS

### Internationalization path

- €71M award in Slovenia confirms the Group's expertise and track record in complex railway projects
- Bulgaria: advanced completion of the supply to NRIC, with strong customer satisfaction
- Advancement in certifications for key markets, marking an important step in broadening access to the European market.

### Domestic market

- Positive outlook supported by order intake and improved visibility

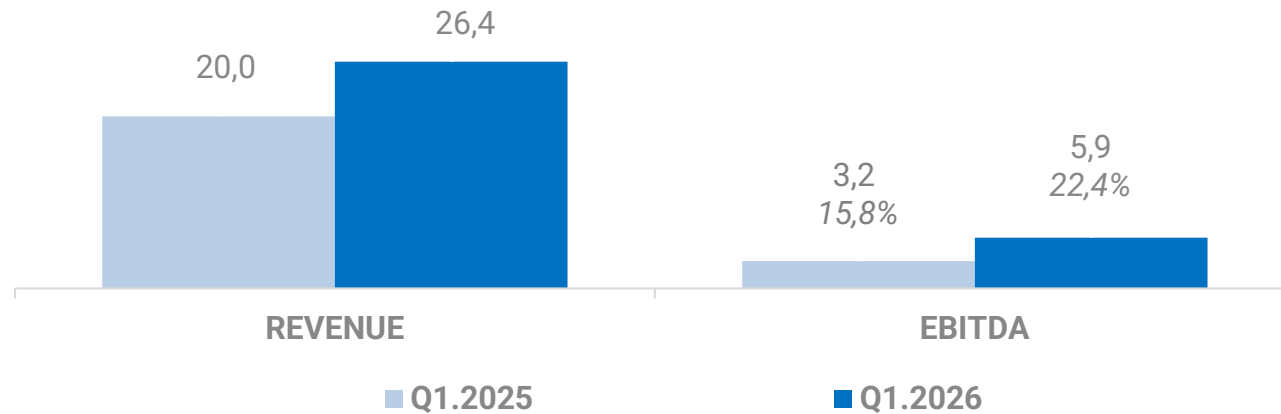
### Strategic enablers

- Industrial optimization initiatives to enhance efficiency and scalability (railway connection works planned from H2.2026)
- Ongoing organizational strengthening to support higher execution and volumes

# ENERGY: Q1.2026 FACTS & FIGURES



(€M)



- **REVENUES AT 26,4€M, +31,9% vs Q1.2025**, driven by strong growth in Stringing segment and progress of the Automation backlog. Stringing reached 18,3€M, performing +43.8% vs Q1.2025, while Energy-Automation reached 8,1€M, +11,1% YoY
- **EBITDA AT 5,9€M, +86,4% vs. Q1.2025**, driven primarily by the Stringing segment, benefiting from a favorable mix, operating leverage, operational and supply-chain optimization, and the increasing contribution of the U.S. joint venture. Automation also provided a positive contribution, with increasing weight expected as multi-year contracts awarded progressively enter the execution phase.
- **BACKLOG AT 240€M, up from 177€M at Q1.2025**. Energy Automation accounted for 185€M supported by multi-year contracts and offering strong visibility. Backlog strength reflects favorable energy infrastructure trends and validates Tesmec strategic positioning.

## KEY FACTS

### STRINGING

- Continued growth supported by a favorable investment environment, with solid demand and visibility, with backlog increased to ca. 54€M vs. 31€M in Q1.2025
- Supportive U.S. market confirmed by the solid performance of the U.S. JV, and selective market and product focus ongoing, with revenues and product mix concentration, supporting profitability

### AUTOMATION

- Execution on digital substations advancing as planned, with successful initial completions, confirming delivery capabilities on advanced, technology-driven solutions
- Progressive diversification in line with the BU's strategy, through expansion across multiple end-markets, a wider technological offering, and a increasingly diversified customer base, strengthening resilience supported by a more balanced business mix

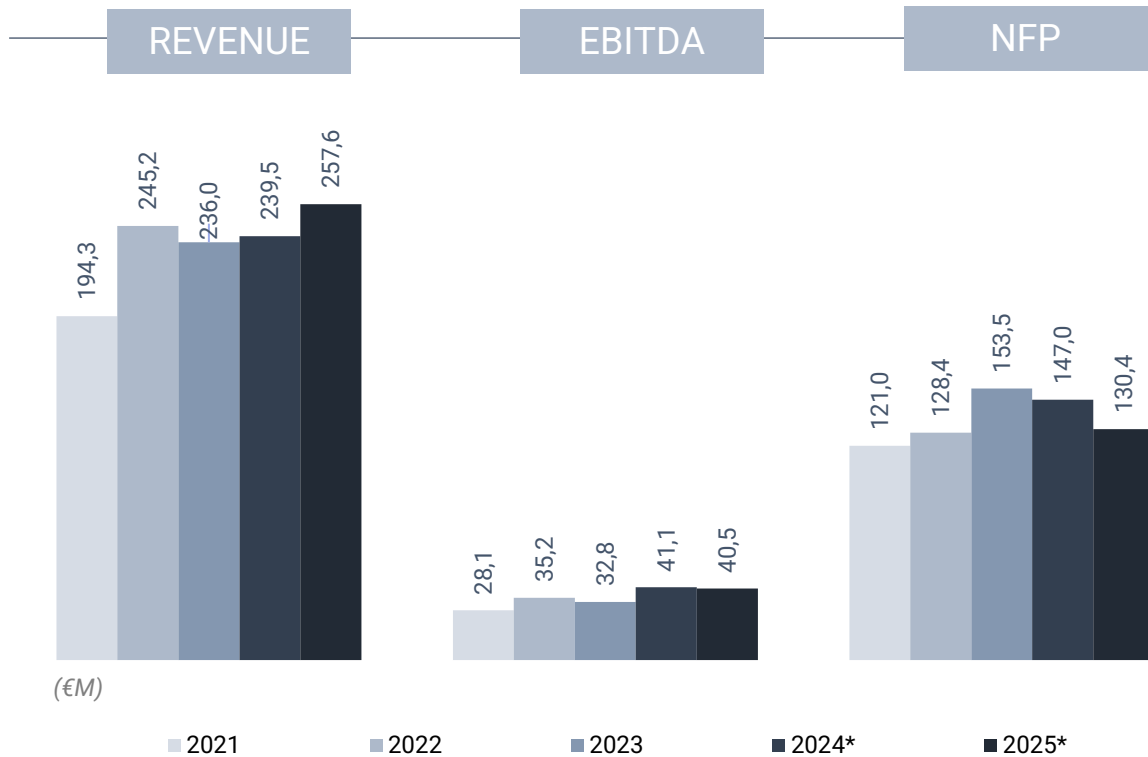


# 2026 GUIDELINES

# 2021-2025\* EQUITY STORY and 2026 OUTLOOK

- THE GEOPOLITICAL CONTEXT, TOGETHER WITH INFLATIONARY PRESSURES, LOGISTICAL AND TARIFF DYNAMICS, CONTINUE TO LIMIT VISIBILITY. TESMEC MAINTAINS A PRUDENT STANCE, MONITORING MARKET AND COST TRENDS THAT MAY AFFECT THE OUTLOOK, AIMED AT MITIGATING POTENTIAL RISKS.

- 2026 EXPECTATION: GROWTH IN THE MAIN ECONOMIC INDICATORS VS. FY.2025 AND FURTHER REDUCTION IN NET FINANCIAL INDEBTENESS VERSUS MARCH 31, 2026, WITH A PROGRESSIVE ACCELERATION OVER THE COURSE OF THE YEAR COMPARED TO THE FIRST QUARTER



\*2024-2025 revenues, EBITDA and NFP reflecting deconsolidation of Groupe Marais

- Solid, high-quality order backlog, enduring visibility on revenues
- Revenue mix toward higher-value mix
- Operational efficiency, scale effects and synergies
- Financial discipline, with optimized working-capital management
- Production footprint in Italy and the U.S enhancing flexibility and supporting resilience in a complex macroeconomic and geopolitical environment

# BUILDING A SUSTAINABLE, HIGH-VALUE GROWTH PATH

## TECHNOLOGY, MARKETS AND BUSINESS MODEL

### INNOVATION FOR STRATEGIC INFRASTRUCTURES

DIGITALIZATION, ENERGY  
TRANSITION, SUSTAINABILITY AND  
SAFETY

### SELECTIVE MARKET EXPANSION

PREMIUM MARKET FOCUS AND  
STRATEGIC SUBSIDIARY  
INTEGRATION

### ENHANCED BUSINESS MODEL

SERVICE AS A DRIVER OF  
ADDED VALUE

## REVENUE QUALITY, EFFICIENCY, EXECUTION

### GROWTH IN HIGH VALUE-ADDED PRODUCTION

QUALITY OF REVENUES:  
PROFITABILITY & CASH FLOW  
GENERATION

### EFFICIENCY & FINANCIAL DISCIPLINE

OPERATING LEVERAGE,  
STRATEGIC CAPEX AND LOWER  
NET FINANCIAL POSITION

### EXECUTION

ACCOUNTABILITY,  
MONITORING AND RISK  
MITIGATION

# ANNEX

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# Q1.2026 HIGHLIGHTS

HIGH SPEED LINE- Egypt  
Commissioning of a Vehicle Set for the Electrification of the High-Speed Rail 'HSR Green Line'



Strong upward trend in the pipeline sector throughout the Americas, including both the USA and LATAM



New EVO range launched for wiches and machines models



Workshop session focused on recent European blackouts and how Tesmec technologies can strengthen grid security and resilience



Tesmec @ Euronext STAR Conference 2026, hosted and organized by Borsa Italiana at Palazzo Mezzanotte.



## Tesmec punta ai servizi digitali con l'alta formazione in azienda

L'accordo. Il gruppo e l'Università di Bergamo svilupperanno progetti comuni Caccia Dominioni: «Potenziamo le competenze in un settore in evoluzione»



Da sinistra il rettore Sergio Cavalieri e l'ad Carlo Caccia Dominioni

Tesmec partners with the University to foster innovation across the territory

## 8th Mediobanca Italian Mid Cap Conference



Tesmec @ 8th Mediobanca Italian Mid Cap Conference and @ 2nd edition of the Mid & Small | Paris 2026 Conference, organized by Virgilio IR and Mediobanca.



Major achievements in North Africa, especially in Algeria with the award of two major tenders



We welcomed our long-standing partners for a constructive exchange on ongoing projects and to showcase the capabilities of our TEO CTRL ROOM remote monitoring and maintenance service



Diagnostic vehicle TIPO 4 in the RFI fleet, marking a milestone in the deployment of next-generation diagnostic solutions

# Q1.2026 EBITDA TREND BY BU

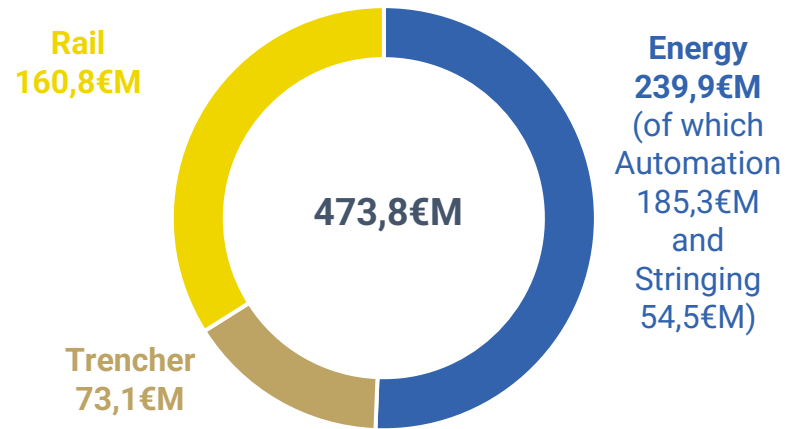
(€M)



# Q1.2026 KPI

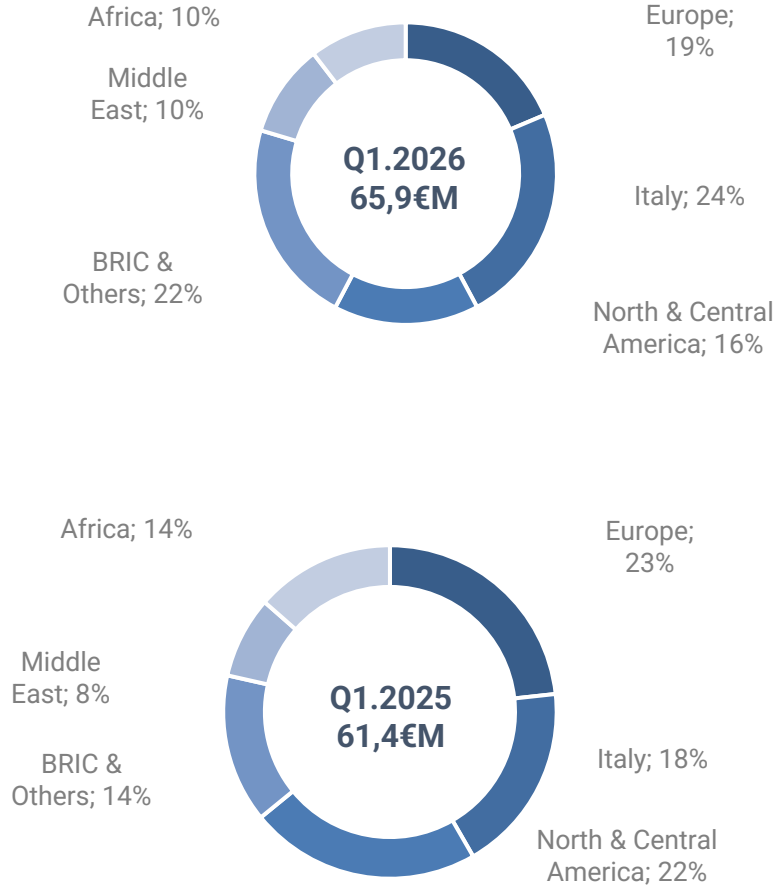
## BACKLOG

- Long-term backlog in Automation and Rail



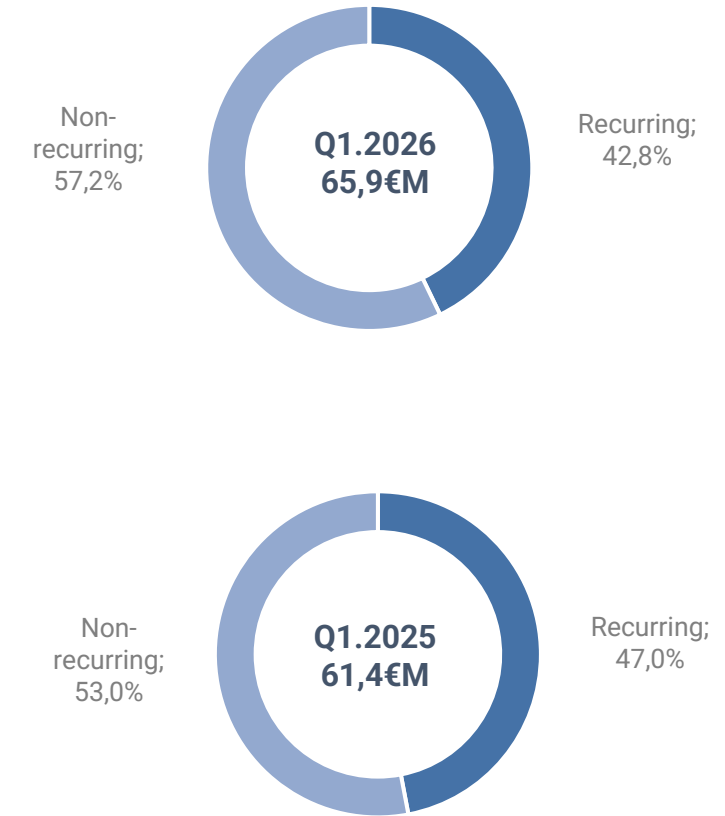
€M	31/03/2026	31/12/2025
Energy	239,9	227,5
Trencher	73,1	72,1
Railway	160,8	116,6
<b>Total</b>	<b>473,8</b>	<b>416,2</b>

## MARKETS



## RECURRING BUSINESS

- Recurring: Rental, Projects, Spare Parts, Services (maintenance, revamping & refurbishing, consulting & training), LT backlog;
- Non-recurring: Sales of goods



# Q1.2026 SUMMARY

(€M)

PROFIT & LOSS	Q1.2026	Q1.2025
<b>NET REVENUES</b>	<b>65,9</b>	<b>61,4</b>
Raw materials costs (-)	(31,4)	(28,6)
Cost for services (-)	(11,9)	(11,0)
Personnel Costs (-)	(14,0)	(13,6)
Other operating revenues/costs (+/-)	(1,2)	(1,5)
Non recurring revenues/costs (+/-)	-	-
Portion of gain/(losses) from equity investments evaluated using the equity method	(0,0)	0,3
Capitalized R&D expenses	2,7	2,6
<b>Total operating costs</b>	<b>(55,8)</b>	<b>(51,9)</b>
% on Net Revenues	(84,7%)	(84,5%)
<b>EBITDA</b>	<b>10,1</b>	<b>9,5</b>
% on Net Revenues	15,3%	15,5%
Depreciation, amortization (-)	(5,4)	(5,2)
<b>EBIT</b>	<b>4,7</b>	<b>4,3</b>
% on Net Revenues	7,1%	7,0%
Net Financial Income/Expenses (+/-)	(3,5)	(4,1)
Taxes (-)	(0,8)	0,8
Net Income (Loss) from Continuing Operations	1,1	0,1
Net Income (Loss) from Discontinued Operations	n.a.	(1,6)
<b>NET INCOME (LOSS)</b>	<b>1,1</b>	<b>(1,4)</b>
Minorities	0,0	0,0
<b>GROUP NET INCOME (LOSS)</b>	<b>1,0</b>	<b>(1,5)</b>
% on Net Revenues	1,5%	(2,4%)

BALANCE SHEET (€ Mln)	Mar.31,2026	Dec.31, 2025
Inventory	95,7	87,7
Work in progress contracts	11,9	34,3
Accounts receivable	80,0	61,1
Accounts payable (-)	(104,7)	(103,8)
<b>Op. working capital</b>	<b>82,9</b>	<b>79,2</b>
Other current assets (liabilities)	(12,9)	(7,4)
<b>Net working capital</b>	<b>70,0</b>	<b>71,8</b>
Tangible assets	37,5	37,4
Right of use - IFRS 16/IAS 17	19,0	19,8
Intangible assets	46,6	46,4
Financial assets	13,4	13,2
<b>Fixed assets</b>	<b>116,4</b>	<b>116,8</b>
Net long term assets (liabilities)	15,4	15,5
<b>NET INVESTED CAPITAL</b>	<b>201,8</b>	<b>204,2</b>
Cash & near cash items (-)	(30,5)	(40,6)
Short term financial assets (-)	(44,6)	(22,4)
Lease liability - IFRS 16/IAS 17	26,1	27,6
Short term borrowing	95,6	83,9
Medium-long term borrowing	79,3	81,8
<b>Net financial position</b>	<b>126,0</b>	<b>130,4</b>
Equity	75,8	73,7
<b>FUNDS</b>	<b>201,8</b>	<b>204,2</b>

# Q1.2026 RESULTS CONFERENCE CALL



Friday 8<sup>th</sup> May, 2026



2.30 PM CET



[Diamond Pass Registration](#)



[ir@tesmec.com](mailto:ir@tesmec.com)



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## 2026 FINANCIAL CALENDAR

- 5 August 2026 Approval of the Company's Half-Year Report as of 30<sup>th</sup> June 2026
- 6 November 2026 Approval of the Company's Quarterly Report as of 30<sup>th</sup> September 2026

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