

STECONFER GROUP PRESENTATION

MAY 2021



AGENDA

1. STECONFER GROUP
2. FINANCIAL RESULTS
3. PROSPECTS



STECONFER GROUP



OVERVIEW

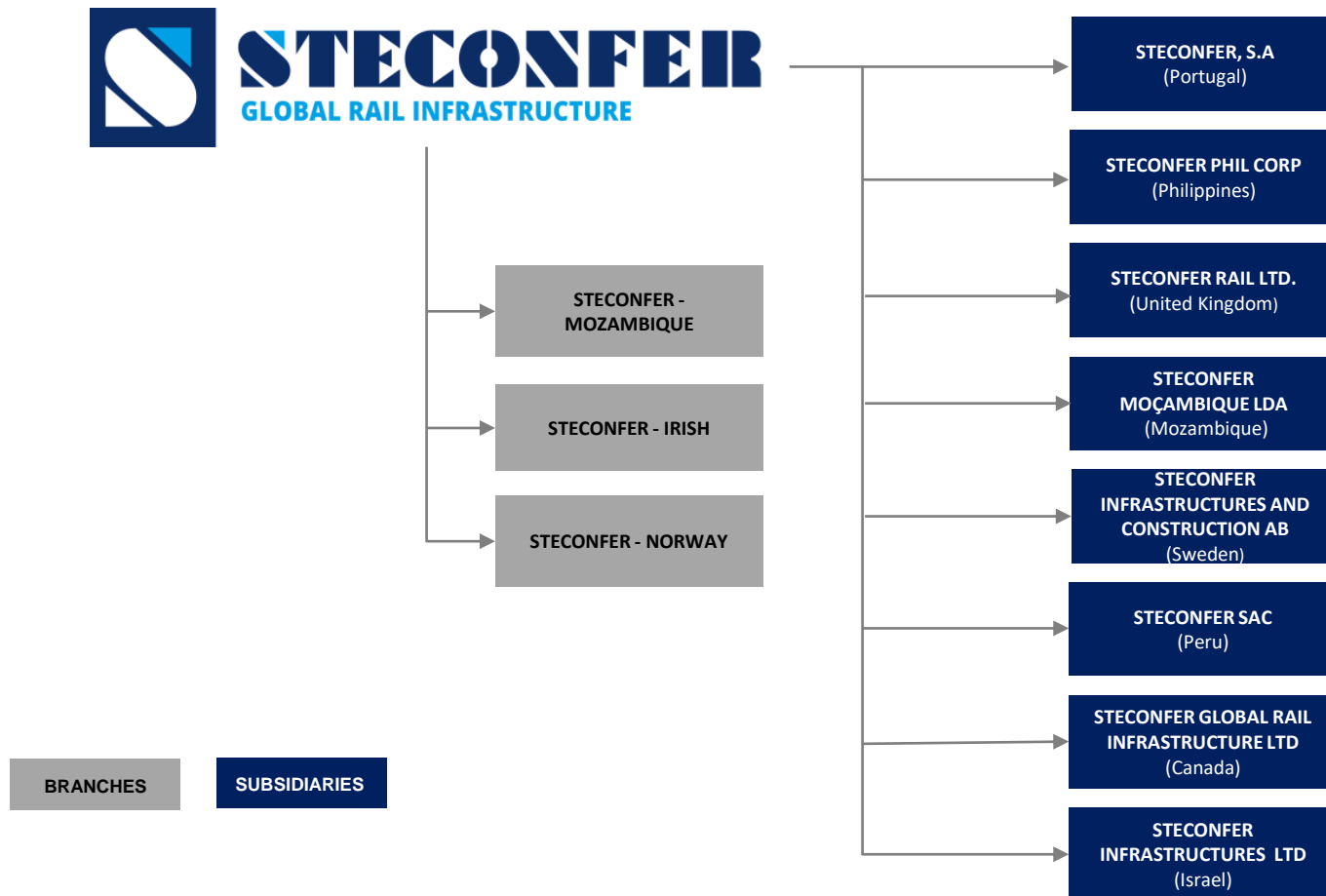
STECONFER is a global railway construction company with an experienced workforce and plant equipment fleet for track works, overhead line (catenary), railway signaling and other rail-based systems. The company's current and future position in the market stems from values, namely technical competence, innovation, professionalism and social and environmental responsibility. In 2019, STECONFER Group was established in eight countries through branches and subsidiaries. STECONFER Group has a successful track record with international projects in Mozambique, Great Britain, the Republic of Ireland, the Philippines, Sweden, Peru, Spain, and Portugal. At the end of 2019, STECONFER Group started to set up a subsidiary in Israel; and finished its establishment in Norway.

The performance of 2020 ensures that the sustained international growth strategy defined by the Group's management will continue to be enforced and confirms that STECONFER has successfully overcome the challenges of internationalization.

The aftermaths of the Covid-19 pandemic, the new protagonist in the international panorama in the next few years, foresees an expected global economic recession. However, it is expectable that the "new normal" returns in Spring/Summer 2021. On the other hand, the economic growth in some markets, benefitting from robust economies, will be back on track and gain substantial investments in infrastructures, resulting in an opportunity for STECONFER as aligned with Group' strategy.

GROUP STRUCTURE

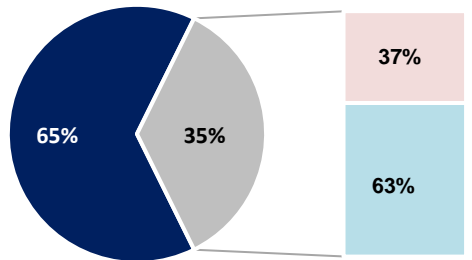
Steconfer continues expanding its international footprint and, in 2020, will establish a new subsidiary in Israel to address the increasing demand for rail infrastructure in the Middle East. Also, Steconfer finished its establishment in Norway, an important milestone for its strategy for the Scandinavian market. Currently, Steconfer is present in 10 countries and five continents



HUMAN CAPITAL

Along with the structure growth, Steconfer is also investing in its human capital. By the end of 2020, Steconfer had 212 employees globally, and the composition reflects the efforts of inclusion & diversity, with 37% of female employees in the office and 15 different nationalities (including 6 Sudanese refugees).

EMPLOYEES ALLOCATION & GENDER

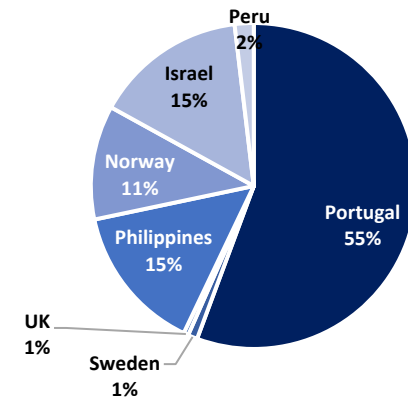


■ Field Workers ■ Others Female ■ Others Male

NATIONALITIES

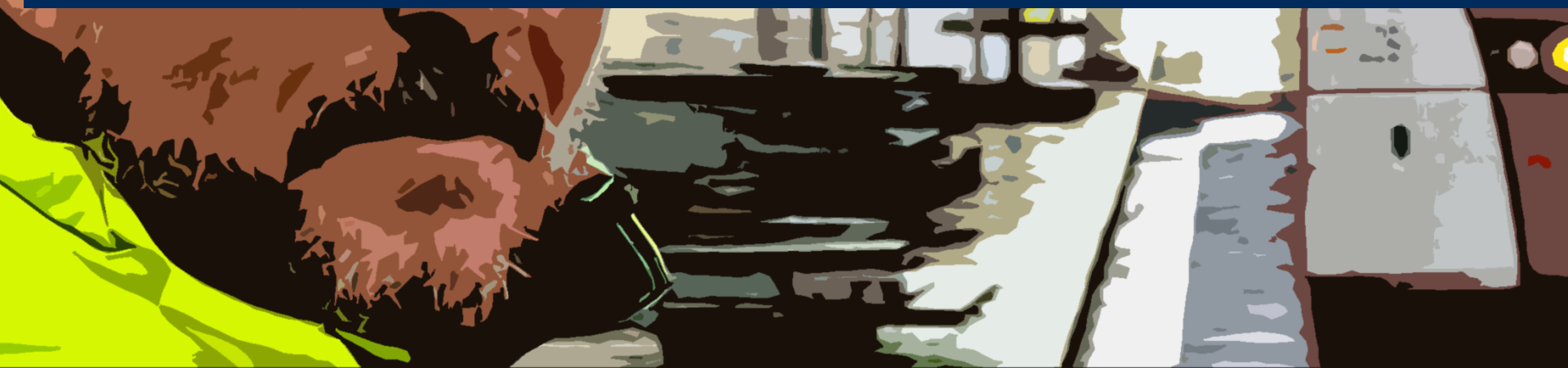
- Portuguese
- Indian
- English
- Moldovan
- Pakistani
- Swedish
- Ukrainian
- Brazilian
- Spanish
- Norwegian
- Romanian
- Peruvian
- Sudanese
- Israeli
- Filipino

EMPLOYEES PER COUNTRY





FINANCIAL RESULTS



HIGHLIGHTS

- Despite the overall turmoil in the global economy, 2020 was an exceptional year for Steconfer to accelerate its ongoing growth strategy.
- In terms of results, Revenues grew 38% YoY from 15.5M€ to 21.4M€, EBITDA and Net Income reached 1.8M€ and 517k€, respectively, which represents a decrease justified by the substantial investment in human capital, but still very interesting numbers.
- The Balance Sheet attained 21.3M€, representing a 44% increase YoY, with Equity growing 12% from 5M€ to 5.6M€.
- The slower growth in Equity compared to Total Assets is easily justified by the record investment in CapEx (2.4M€), representing an increase of 251% YoY.
- Despite the substantial investment in human capital and CapEx, Steconfer reinforced its liquidity ratios and strengthened its working capital, translating into better financial health.
- The strong investment in Human Capital and CapEx is already showing positive outcomes, with a 61% increase in the Backlog from January 2021 to April 2021.

INCOME STATEMENT

Solid growth in Revenues and a great profitability level with a pre-tax RoE of 17%.

INCOME STATEMENT							
in EUR	2019	2020	Var		2019	2020	Var
Revenues	15 550 558	21 411 338	38%	Depreciation & Amortisation	-516 145	-630 903	22%
Cost of goods sold	-5 935 195	-5 660 895	-3%	EBIT	1 810 551	1 224 820	-32%
Suppliers & Services	-3 236 811	-6 802 568	110%	Interest Income	9 409	2 077	-78%
Wages and Benefits	-4 444 233	-6 987 701	57%	Interest Expense	-212 264	-258 626	22%
Gross Margin	1 934 319	1 960 174	1%	EBT	1 607 697	968 271	-40%
Other Income	728 605	435 299	-29%	Income Taxes	-382 637	-451 144	18%
Provisions & Impairments	-66 833	-154 192	131%	Net Income	1 225 060	517 127	-58%
Other Income & Expenses	-269 394	-385 559	40%	Minority Interests	140 172	21 572	
EBITDA	2 326 696	1 855 722	-20%	Net Income less Minority Interests	1 084 888	495 555	

BALANCE SHEET

Steconfer continues to strengthen its balance sheet to support growth and, at the same time, improve its liquidity and solvency ratios

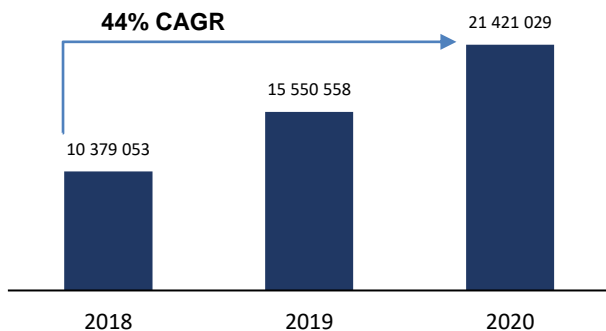
ASSETS			
in EUR	2019	2020	Var
Current Assets			
Cash & Equivalents	3 263 552	5 029 550	54%
Deferrals	38 445	51 364	34%
Account Receivables	5 049 409	8 185 809	62%
Current Tax Assets	252 327	410 904	63%
Inventories	228 403	185 542	-19%
Other Current Assets	2 815 474	2 479 157	-12%
Non Current Assets			
Differed Tax	471 242	522 853	11%
JVs and Associates	46 373	54 391	17%
Fixed Assets	2 572 880	4 353 426	69%
Other Assets	13 040	31 447	141%
TOTAL ASSETS	14 751 145	21 304 443	44%

LIABILITIES			
	2019	2020	Var
Liabilities			
Accounts Payables	1 573 366	2 780 140	77%
Advances Receivables	842 927	1 325 146	57%
Provisions	145 342	415 980	186%
Financial Debt	3 691 399	6 632 349	80%
Differed Tax liabilities	418 916	1 601 953	282%
Other liabilities	3 035 177	2 880 508	-5%
Shareholder's Equity			
Capital & Reserves	3 919 613	4 347 410	11%
Retained Earnings	1 125 672	1 320 958	57%
Other	-1 267	0	-100%
TOTAL EQUITY	5 044 018	5 668 368	12%
TOTAL LIABILITIES & EQUITY	14 751 145	21 304 443	44%

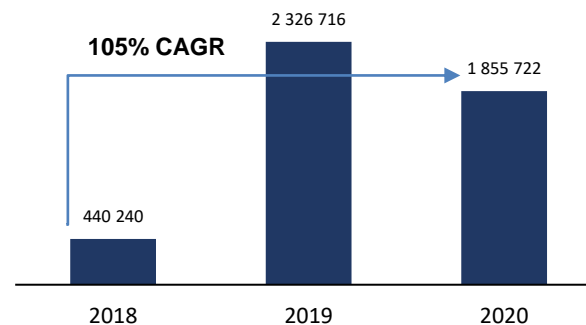
KEY PERFORMANCE INDICATORS

Steconfer has been presenting significant annualized growth rates despite the strong investment efforts and Covid-19 impact. Over the last three years, Revenues, EBITDA, Equity and Total Assets have been showing annualized growth rates above two digits.

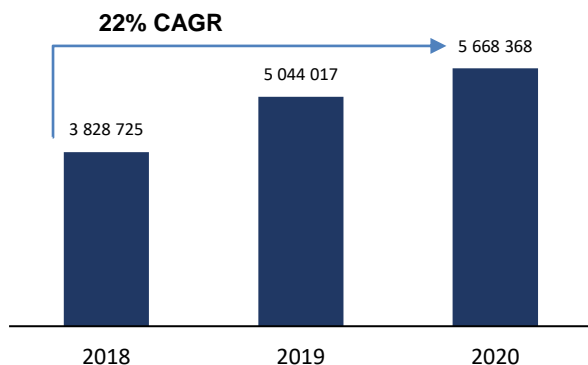
REVENUES



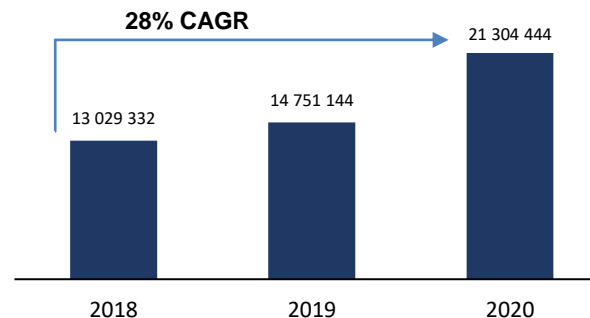
EBITDA



EQUITY

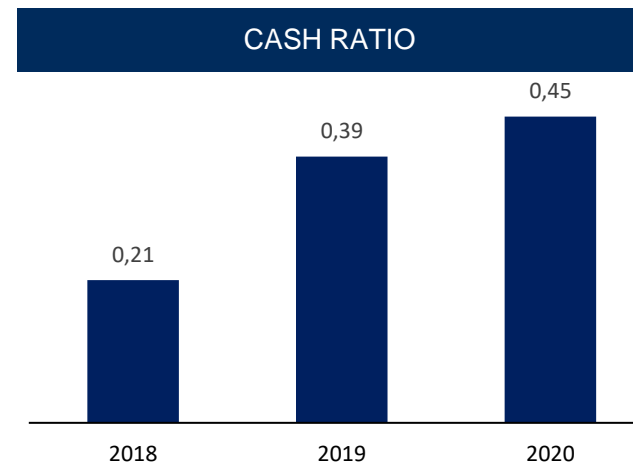
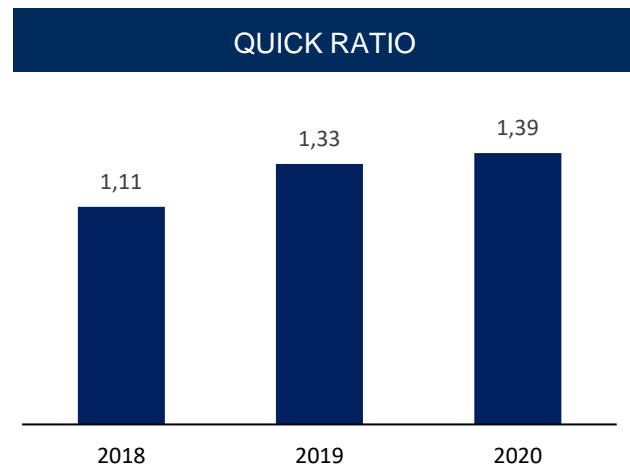
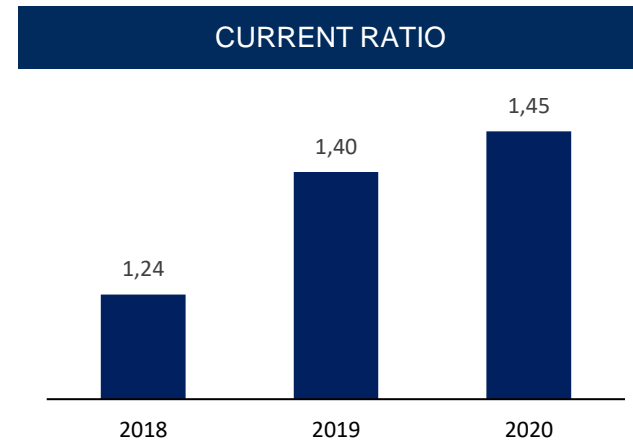
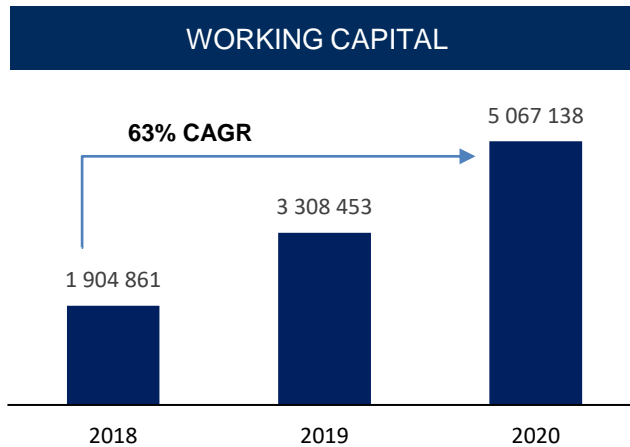


TOTAL ASSETS



LIQUIDITY

Liquidity was strengthened during 2020, reflecting an increase in working capital and the most relevant liquidity ratios. This increase is mainly due to the 40% increase in cash & equivalents from 3.3M€ to 5M€





PROSPECTS

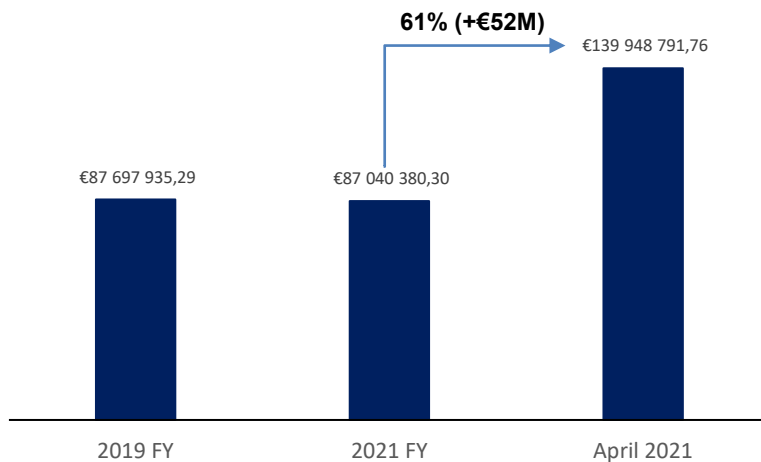


STECONFER
GLOBAL RAIL INFRASTRUCTURE

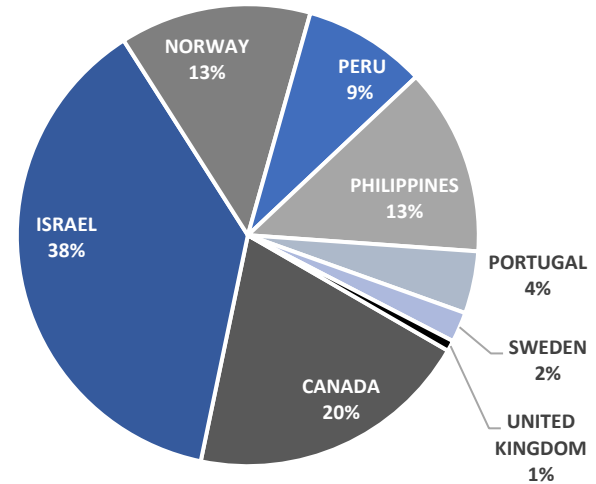
BACKLOG / TURNOVER

Since the beginning of 2021, Steconfer was able to increase considerably its backlog. From January to April the increase was 61%, corresponding to an additional 52M€. The great start of 2021 results from the success of the strategy that Steconfer has in place and going forward we foresee several other opportunities arising.

BACKLOG



BREAKDOWN PER COUNTRY





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