



PRESS RELEASE

BOARD OF DIRECTORS APPROVES FINANCIAL FIGURES AS AT 30 SEPTEMBER 2023

SIGNIFICANT GROWTH ON ALL INDICATORS

**VALUE OF PRODUCTION +14% YoY
CASH POSITIVE PFN FOR OVER € 4M**

**BACKLOG OF approx. € 35M, +20% YoY
WITH CONSIDERABLE INCREASE IN VERTICAL MOBILITY**

GUIDANCE FY 2023 CONFIRMED

Key results for the period:

- Value of Production: €11.1m compared to €9.7m in September 2022 (+13.7%)
- NFP: €4.0m (cash) in comparison to €1.1m (debt) in December 2022;
- Backlog: €34.9m compared to €29.2m in September 2022 (+19.8%)

Rome, November 7, 2023 - 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 critical infrastructure, listed on the multilateral trading system Euronext Growth Milan, organized and managed by Borsa Italiana S.p.A., approved selected unaudited information indicative of the Company's business performance for the third quarter of 2023.

Maurizio Ciardi, Chairman and CEO of La SIA commented: "The third quarter of the year confirmed the positive trend of the business, especially with regards to the new industries that increasingly characterize our path. Once again, we are extremely satisfied with the consolidation of the backlog, which remains solid thanks to the new agreements signed, despite the fact that revenues grew by almost 50% compared to the June figure. In particular, we are very proud of the ramp up of agreements signed for the mobility vertical, which allows us to diversify our portfolio and develop new centers of excellence within us. The combination of these elements allows us to confirm our objectives for the full year 2023, both in terms of Value of Production and margins".

■ Key results as at 30 September 2023

the first nine months of 2023, the Company recorded a Value of Production of €11.1m, with an increase of 13.7% compared to the same period of the previous year. The third quarter of the year recorded revenue of €3.6m, amounting to 32.2% of the year's revenue.

Net cash for the period amounted to €4m, with an increase compared to the second half of the year (€88,000), primarily due to the inflows from the IPO in August and the payment - in the same period - of tax and social security charges for the current year.

The backlog amounted to € 34.9m. The same period growth as last year (€29.2m) is 19.8%, consistent with the general development of the company's business. Compared to the amount in June (€36.9m), approx. €3.6m was converted into revenue and approx. €1.6m new agreements were signed.

The press release will be available on the Company website at <https://investors.lasia.it>



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Contacts

Investor Relator

Alessandra Speranza

Viale Luigi Schiavonetti 286, 00173 Rome (RM)

+39 0645441972

investorrelator@lasia.it

Euronext Growth Advisor

illimity Bank S.p.A.

Via Soperga 9, 20124 Milan

+39 0282849699

lasia@illimity.com

Specialist

MiT Sim S.p.A.

Corso Venezia 16, 20121 Milan

+ 39 0230561270

investor.relations@mitsim.it

Investor & Media Relations

Twister Communications Group S.r.l.

Via Valparaiso, 3 - 20144 Milan

+39 02438114200

Lucia Saluzzi lasia@twistergroup.it

The Company

La SIA S.p.A. is a company active in the engineering and design sector, specializing in the design of critical infrastructures in the fields of telecommunications, civil construction, mobility infrastructure and energy plants, through the use of cutting-edge 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 BIM (Building Information Modeling) methodology, also employed for the purposes of safety, predictive maintenance and the protection of the country's artistic and historical heritage. The Company, established in 2004, operates through two service lines: the "Engineering" line, dedicated to the activities of structural mechanical, electrical, and design engineering in the architectural field, and the "Advisory" line, engaged in consulting specializing in project management services, construction and safety management, and training.