



Highlights Q3 2024

Milan, 12th November 2024



MAURIZIO CIARDI

CHIEF EXECUTIVE OFFICER

GREETINGS



RICCARDO SACCONI

BOARD OF DIRECTORS MEMBER

TWENTY TIMES LA SIA

LA SIA
ENGINEERING ARCHITECTURE

TWENTY TIMES LA SIA

La SIA is an Italian leader in the field of **infrastructures engineering, architecture and design, with a strong focus on safety and innovation**. Through the use of **innovative technologies** (e.g. scan-to-BIM, digital twin) and **specific know-how**, the company has specialized in the design of strategical assets



- La SIA is established, with the ambition of creating a "Pocket Giant" in the field of Italian engineering and architecture



BIM

- Among the Italian first movers in the introduction of the BIM methodology
- Campus Sparkle Acilia Project



- Reorganization & managerialization process start
- INWIT digital twin assets
- Regional funded projects in Sardinia and Sicily



- Transformation into a S.p.A.
- European R&D project Horizon 2020-2024
- Agreement R&D START 4.0 competence center



BORSA ITALIANA

- Listing on the Italian Stock Exchange on the Euronext Growth Milan segment
- Start of the diversification and repositioning process



- New value proposition with the establishment of the four service lines: Civil, Telco, Utility & Infrastructure, Architecture

BUSINESS LINES & ACTIVITIES

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1. CIVIL

Specializes in the architectural, structural, and plant design of complex buildings such as schools, barracks, public administration headquarters, hospitals, corporate offices, data centers and shopping centers ensuring high quality and the respect of sustainability standards.

It **uses advanced technologies and BIM methodology** for precise and efficient projects. Structural expertise allows for **innovative solutions that reduce economic impact and improve safety**.

The commitment to sustainability and energy efficiency is also reflected in **R&D projects** aimed at developing **low-environmental-impact solutions**

2. TELCO

Excels in the design and **energy optimization of data centers**, as well as in managing fiber optic and mobile network projects, ensuring high quality and customer satisfaction. Expertise spans the entire telecommunications spectrum, including **public and private 5G networks** and **fiber optic (FTTH) networks**. **WiFi and wired systems** are designed for smart buildings, along with **video surveillance and remote monitoring systems**. We are pioneers in adopting innovative technologies like **Digital Twin** for Tower Companies, leveraging our extensive **real estate know-how**

3. UTILITY & INFRASTRUCTURE

Specializes in the **management and design of infrastructures** related to **energy, water, and transport** networks, with a focus on **digital technologies and energy efficiency**. It provides **sustainable solutions** to improve quality of life. Key activities include the **design of medium and high voltage systems**, the revamping of photovoltaic plants, and energy efficiency analysis. It also manages **work supervision and safety, as well as design security systems**.

Additionally, it handles the rehabilitation and monitoring of road infrastructures, including safety barriers and noise barriers

4. ARCHITECTURE

It is being developed as part of the three-year plan. **Participation in design competitions** is one of the defined objectives to internally stimulate **creativity and ingenuity**, representing an opportunity for **corporate growth** within the **procurement sector**. The goal is to meet the contracting authorities' requests by delivering projects with **varying levels of detail**, tailored to the specific requirements of each **tender**



MARIO RAMPINI

BOARD OF DIRECTORS MEMBER

Q3 2024 RESULTS

LASIA
ENGINEERING ARCHITECTURE

Q3 2024 | DIVERSIFICATION & CONSOLIDATION



TOTAL REVENUES € 10,7 MLN



OVERALL BACKLOG € 35,8 MLN

1. 

CIVIL

2.  TELCO

3.  UTILITY & INFRASTRUCTURE

4.  ARCHITECTURE

TOTAL REVENUES

48%

40%

12%

START-UP



OVERALL BACKLOG

45%

41%

14%

Focus on (Slide 11)

ONE YEAR FROM IPO | WORKING ON OURSELVES

As of the IPO date, La SIA SpA was a leading Italian engineering and design firm, ranking among the Top 100 Italian ones, with a strong **expertise and exposure on the Telco sector** (i.e. FTTH network) providing a wide range of services utilizing **cutting-edge digital methodologies and technologies**

a/ Organization

Management team expansion

- 2 managers hired in 2024
- Talent Development program activated
- 2 Universities agreement for MSc and PhDs hiring
- Employees turn-over stabilization

New Organization Structure

Focus on business lines

b/ Business

New Projects acquired

- Roma Outlet Village
- Arera Milano Headquarter
- Salerno, Alatri and Frosinone Hospitals
 - Matera Stadium
- Permit and project development for 780 MWp of Photovoltaic plants

R&D Project acquired

- Be Made (Lazio Innova)
- Healthy City (Start 4.0)
- Minority Report (Horizon)
- Secure Twelthy (Inest)

c/ Mitigation

Client concentration

47% Client 1 exposure Q3 2023

Sector concentration

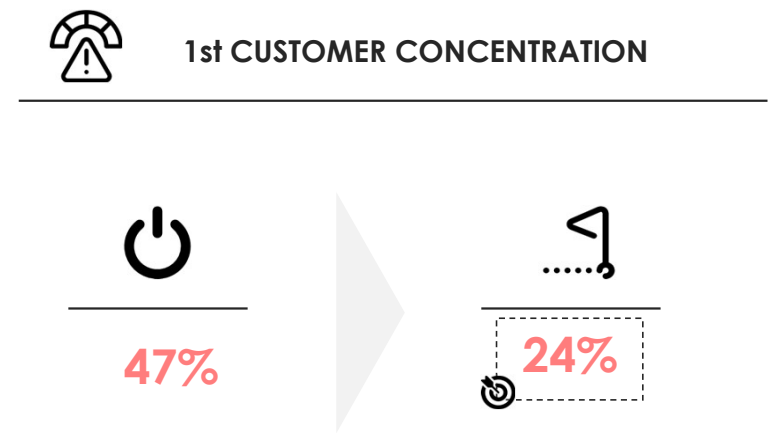
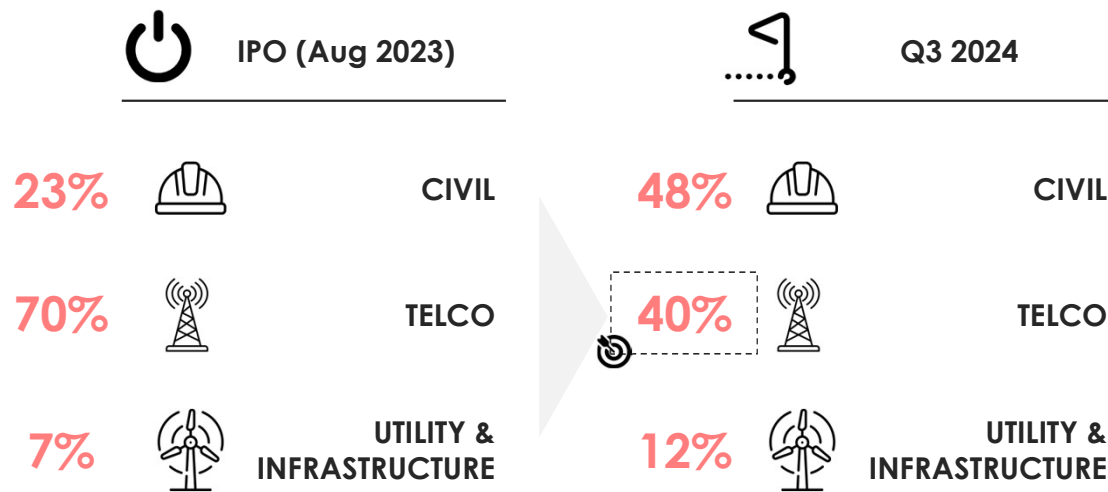
70% Telco exposure Q3 2023

Talent acquisition and retention

PNRR boosted talent demand

DIVERSIFICATION PROCESS

In recent years, the **Company has mostly served the telco market, mainly relating to optical fiber**, one of the country's main strategic infrastructures. **Expansion into new industries** (such as civil, energy and mobility infrastructure) has allowed the Company to further **diversify** its **customers** and reference markets. This diversification has made it possible to **reduce** exposure, and therefore **risk**, to **certain customers** and to **expand** the client **portfolio**



WHAT'S NEXT? STRATEGY IN A NUTSHELL

In its first year as a listed company, La SIA wanted to focus mainly on the process of mitigating pre-existing risks with respect to the listing.
Also thanks to the new organizational structure, the objective for 2025 is growth, both organically and through M&A operations



I. PEOPLE

Investments in personnel strategically aimed at strengthening the organizational structure and **enhancing expertise**, supporting growth in present markets and **preparing for future expansion**.
A **reorganization process** was launched in **2024**



II. INNOVATION

Earmarking investments for innovation, committing the company's own resources and actively pursuing involvement in **key European (Horizon Europe 2021-2025) as well as national calls for proposals** to drive **technological advancement** and **competitive edge**



III. AGREEMENTS

Collaborations with **innovative enterprises** in the sectors of **renewable energy, linear infrastructure, and healthcare facilities** to enhance the **company's project portfolio** and industry expertise



IV. ARCHITECTURE

Leveraging participation in **architecture competitions** as a catalyst for enhancing the company's visible value and **brand recognition**
M&A strategy is among the main levers that can be used in order to boost the scale-up of the Architecture business line



V. M&A

Assessment of opportunities for Mergers and Acquisitions as a **strategic approach to accelerate growth in new markets**, broaden its service offerings, and increase production capabilities



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Thanks for your attention

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