



Technical Publications Service S.p.A.

• PRESS RELEASE •

## TPS GROUP GROWS BY 28% IN 2023

**The Board of Directors approves the draft statutory financial statement and the consolidated financial statement of the group as at 31st December 2023 and proposes the distribution of a dividend of EUR 0.08 per share**

- **Revenue: EUR 48.3 million**
- **EBITDA: EUR 8.7 million**
- **Adjusted net profit: EUR 4.8 million**
- **Net financial position: EUR (13.7 million) before application of the principle IFRS16**

**Gallarate (VA), 26 March 2024** – TPS S.p.A. (TPS: IM), operational holding of the TPS Group, leading company in technical services and engineering for the aeronautical and automotive industry (“TPS”, or “Company” or “Issuer”) would like to inform you that on this day, the Board of Directors approved the Consolidated Financial Statement of the Group and the draft Statutory Financial Statement of TPS S.p.A. for the financial period ending at 31st December 2023.

The Board of Directors also voted to propose to the Shareholders' Meeting, convened for 29th April 2024 at first call and, if necessary, for 30th April 2024 at second call, the distribution of a **gross dividend of EUR 0.08** for each share in circulation (excluding treasury shares in portfolio) according to the following calendar: dividend yield date (so-called **ex-date**) **6th May 2024**, date of legal entitlement to the dividend (so-called *record date*) **7th May 2024** and date of payment of the dividend (so-called *payment date*) **8th May 2024**.

### Main consolidated results as at 31st December 2023

The consolidated financial statement was drawn up on the basis of the financial statement of the Issuer, closed at 31st December 2023 as well as other companies in the group falling within the consolidation perimeter, including Air Support International S.r.l., Aviotrace Swiss SA, EMTB S.r.l., Fore Poland sp. z.o.o., Fore S.r.l., HB Technology S.r.l., Omniaproject Engineering S.r.l., Satiz Technical Publishing & Multimedia S.r.l., S.Te.I. S.r.l. and Stemar Consulting S.r.l.

**Revenues** are EUR 48.3 million, up +28% compared to the EUR 37.8 million of 2022.

Starting in 2023, TPS Group is now structured as an organisation that works across the individual companies and is based on five strategic business units (i) **Technical Publishing & Training**, (ii) **Design & Cost Engineering**, (iii) **Avionic Services & Information Technologies**, (iv) **Digital Content Management**, and (v) **Production**.

**EBITDA** for 2023 is EUR 8.7 million, an increase of 13.6% compared to 2022, for a **margin EBITDA** of 18%. The **EBIT**, which is equal to EUR 6.7 million, is also on the rise compared to 2022 when it was EUR 5.7 million.

The **Adjusted Net Profit**, considered net of the extraordinary charges regarding the need to bring the economic reporting criteria of the newly acquired companies into line with the best practices implemented by TPS Group is **EUR 4.8 million**.

The **Net Profit** is EUR 3.5 million, of which **EUR 3.3 million is attributable to the Group**. The net profit is substantially in line with that of the previous financial period.

The **net consolidated financial position**, before application of the IFRS 16 principle passes from EUR (18.7) million in 2022 to EUR (13.7) million in 2023, net of acquisition of stock in HB Technology, Omniaproject and S.Te.I. Following the impact of the abovementioned principle on the rights of use and leasing, NFP passes to EUR (10.6) million compared to EUR (15.5 million) for the 2022 financial year.

### **Main results for TPS S.p.A. as at 31st December 2023**

**Earnings** are EUR 22.4 million and show growth of over 9% compared to the EUR 20.5 million of 2022, thanks to a higher volume of technical and design services provided to the aeronautical industry.

The **EBITDA** is EUR 4.6 million, which is up compared to the EUR 4.4 million of 2022, with an **EBITDA margin** of approx. 21%. The **EBIT** is EUR 3.9 million (EUR 3.8 million in 2022).

**Net Profit** passes from EUR 3.9 million in 2022 to EUR 3 million in 2023, a fall due to the lack of extraordinary dividends from subsidiaries, which were present in 2022.

The **net financial position** is EUR (9.9 million) compared to the EUR (13 million) at 31st December 2022. The reduction in liquid assets is the result of the positive EBIT, of changes to working capital and to investments made during the financial period.

### **Business Outlook**

The 2023 financial period has seen the TPS Group make significant changes to its business and organisational framework in order to consolidate its organic growth and to further diversify the technical services made available to the various industrial fields in which the Group operates.

After a three-year slump, characterised by the serious economic effects of the Covid-19 pandemic and of Russia's invasion of Ukraine, 2023 recorded a climate of general uncertainty for Italian industry in general and for the business services sector especially. The war currently ongoing in the Middle East and the critical effects on shipping in the Red Sea have further increased the problems in planning industrial strategies, with resulting economic effects that will definitely be felt in 2024.

In this context of increasing instability, the TPS Group has continued to pursue its development strategies, succeeding in consolidating its own technical and business position, with an **organic growth of 3.5%**, proceeding along its growth path by external lines and by intervening on the organisation to review production processes.

To further strengthen the Group's activities, during the 2023 financial period, TPS S.p.A. acquired stock in HB Technology S.r.l., while its subsidiary, Satiz Technical Publishing & Multimedia S.r.l. acquired the majority share of S.Te.I. S.r.l. and Omniaproject Engineering S.r.l. These operations have allowed the TPS Group to expand its engineering expertise in the aerospace field, as well as permitting the Group to enter the area of production and assembly of aeronautical parts and components, manufactured using both traditional technology and *additive manufacturing*; lastly, it has been able to boost its technical and business range for the Oil & Gas industry, rail, and industrial automation.

The outlook for 2024 shows organic growth for the Group's activities, above all in the engineering and design fields, avionic developments and in production of aeronautical parts and components. Entry into the field of industrial automation and reinforcement of the Group's presence in the industrial areas of the Oil & Gas and rail industries are elements that further support this possible evolution.

The TPS Group intends to continue along its path of growth, assessing new opportunities for industrial integration with businesses that can bring new expertise into the value chain that we place at the disposal of our clients.

## **Allocation of net profits**

The financial statement as at 31st December 2023 for TPS S.p.A. shows a profit of EUR 3,031,353.

The Board of Directors has decided to submit the proposal to the Shareholders' Meeting to allocate the profit for the financial period as follows:

- distribution of a gross dividend of EUR 0.08 for each entitled share, excluding, therefore, treasury shares in portfolio, with dividend yield date of 6th May 2024, date of legal entitlement of 7th May 2024 (*record date*) and date of payment of 8th May 2024;
- extraordinary reserve for the difference between profit for the financial period and the total amount for the dividend paid out.

## **Convocation of the Ordinary and Extraordinary Shareholders' Meeting**

During today's meeting, the Board of Directors of TPS resolved, *inter alia*, to convene the ordinary and extraordinary Shareholders' Meeting of TPS for the 29th April 2024 (first call) and, if necessary, for 30th April 2024 (second call), to decide upon the following:

Ordinary Session:

1. Approval of the Financial Statement of TPS S.p.A. at 31st December 2023, and presentation of the consolidated Financial Statement for the Group at 31st December 2023: and distribution of profit for the period. Relevant and ensuing resolutions;

Extraordinary Session:

1. Proposal to amend Articles 15 and 20 of the articles of association Relevant and ensuing resolutions.
2. Proposal to remove Art. 7.5 from the articles of association. Relevant and ensuing resolutions.
3. Proposal to amend the articles of association following the name change of the multilateral negotiation system "AIM Italia" to "Euronext Growth Milan". Relevant and ensuing resolutions.

The convocation notice will be published in the *Investor Relations, Meetings* section of the Issuer's website [www.tps-group.it](http://www.tps-group.it) and in the Gazzetta Ufficiale of 11 April 2024.

Documentation requested by current laws concerning the abovementioned subjects will be deposited at the registered offices of the Company and at the same time, made available in the *Investor Relations, Meetings* section of the Issuer's website [www.tps-group.it](http://www.tps-group.it) and in the Shares/Documents section of the website [www.borsaitaliana.it](http://www.borsaitaliana.it) within the terms set by law.



*The following section contains reclassified data for the Income Statement, Balance Sheet and Cash flow Statement as at 31 December 2023 (both consolidated and from the accounting period for TPS). The data are currently undergoing certification by the appointed Auditing Firm.*



This press release is available on-line at [www.tps-group.it](http://www.tps-group.it) (*Investor Relations/Press Releases* section)



**TPS S.p.A.** is the operating holding company of TPS Group, a leader in technical and engineering services for the aeronautical industry, with a particular focus on the helicopter segment. TPS has been a Borsa Italiana "Elite" company since 2016. TPS Group operates in the aeronautical, automotive, defence, railway, naval and cable transport systems sectors, providing Technical Publishing & Training, Engineering, Design and Cost Engineering, Avionic Software Development and Systems Integration, Digital Content Management TPS Group's clients include leading businesses in the design and production of aircraft and aeronautical components, as well as leaders in the automotive, railway, defence and cable transport systems manufacturing sector.

ISIN code ordinary shares: IT0005246142 – Ticker for ordinary shares TPS:

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## Consolidated economic, financial and operational data

### TPS GROUP

<b>CONSOLIDATED INCOME STATEMENT</b>	<b>Consolidated financial statements 2023</b>	<b>Consolidated financial statements 2022</b>
Value of production	48.315.309	37.801.153
Costs for materials and services	(12.515.876)	(8.315.461)
<b>Added value</b>	<b>35.799.433</b>	<b>29.485.692</b>
Personnel costs	(27.005.443)	(21.725.607)
Other operating costs	(123.645)	(127.196)
<b>Gross operating profit (EBITDA)</b>	<b>8.670.345</b>	<b>7.632.889</b>
Depreciations, amortisations and impairments	(1.986.176)	(1.892.906)
<b>Operating result</b>	<b>6.684.169</b>	<b>5.739.983</b>
Financial expenses and income	(239.752)	(289.009)
Extraordinary expenses and income	(1.242.389)	(117.259)
<b>Pre-tax profit (loss)</b>	<b>5.202.028</b>	<b>5.333.714</b>
Taxes	(1.648.103)	(1.598.207)
<b>Consolidated operating result</b>	<b>3.553.925</b>	<b>3.735.508</b>
<b>Adjusted consolidated operating result</b>	<b>4.796.314</b>	<b>3.852.767</b>

<b>RECLASSIFIED STATEMENT OF FINANCIAL POSITION</b>	<b>Consolidated financial statements 2023</b>	<b>Consolidated financial statements 2022</b>
<b>Subscribed capital, unpaid</b>	-	-
Intangible assets	5.536.426	4.354.648
Property, plant and equipment	5.081.247	3.825.113
Financial assets	416.282	294.275
<b>Total assets</b>	<b>11.033.955</b>	<b>8.474.036</b>
Trade receivables	23.217.366	14.526.931
Trade payables	(4.692.711)	(2.422.851)
<b>Working Capital</b>	<b>18.524.655</b>	<b>12.104.080</b>
Other assets	3.344.617	1.191.738
Other liabilities	(6.325.345)	(4.522.633)
<b>Other assets and liabilities</b>	<b>(2.980.729)</b>	<b>(3.330.895)</b>
Provisions for risks and charges	(67.243)	(174.047)
Post-employment benefits provision (TFR)	(5.922.192)	(4.214.395)
<b>Total Provisions</b>	<b>(5.989.435)</b>	<b>(4.388.442)</b>
<b>Net Invested Capital (N.I.C.)</b>	<b>20.588.444</b>	<b>12.858.779</b>
Equity	27.036.883	24.259.664
Equity non-controlling interests	558.488	391.119
Profit/loss attributable to Group	3.348.067	3.584.913
Profit/loss attributable to non-controlling interests	205.860	150.595
<b>CONSOLIDATED EQUITY</b>	<b>31.149.298</b>	<b>28.386.291</b>
Net financial debt (NFP)	(10.560.854)	(15.527.512)
<b>To cover N.I.C.</b>	<b>20.588.444</b>	<b>12.858.779</b>
<b>Details of TPS GROUP NFP</b>	<b>Consolidated financial statements 2023</b>	<b>Consolidated financial statements 2022</b>
A - Liquid assets	14.555.403	19.285.024
B- Cash equivalents	-	-
C- Other current financial assets	-	-
<b>D - Liquidity (A+B+C)</b>	<b>14.555.403</b>	<b>19.285.024</b>
E- Short-term financial debts	412.659	624.439
F- Current portion of long-term financial debts	943.843	775.399
<b>G - Short-term financial position (E+F)</b>	<b>1.356.502</b>	<b>1.399.838</b>
<b>H - Net short-term financial position (G-D)</b>	<b>(13.198.901)</b>	<b>(17.885.186)</b>
I- Long-term financial debts	2.638.047	2.357.675
J- Debt instruments	-	-
K- Trade payables and other long-term debts	-	-
<b>L - Long-term financial position (I+J+K)</b>	<b>2.638.047</b>	<b>2.357.675</b>
<b>M - Total net financial position (H+L)</b>	<b>(10.560.854)</b>	<b>(15.527.512)</b>

## Consolidated Financial Statement

<b>CONSOLIDATED CASH FLOW STATEMENT</b>	<b>Financial period 2023</b>	<b>Financial period 2022</b>
<b>Profit (loss) for the year before taxes</b>	<b>5.236.111</b>	<b>5.326.095</b>
Adjustments for:		
- non-monetary items - Change in inventories	236.579	(114.824)
- non-monetary items - Net impairment (reversal) of fixed assets	-	-
- non-monetary items - provisions /(releases)	(204.352)	98.175
- non-monetary items - depreciations and amortisations	1.929.064	1.714.739
<b>Adjusted profit (loss) for the year before taxes</b>	<b>7.197.402</b>	<b>7.024.185</b>
<b>Cash and cash equivalents from operations</b>		
- Income taxes	(1.654.486)	(1.525.139)
Other adjustments without cash flow	(27.700)	(65.449)
<b>Total</b>	<b>(1.682.186)</b>	<b>(1.590.588)</b>
<b>Changes in working capital:</b>		
(Increase)/decrease in trade receivables	(3.735.016)	1.266
Change in payables to suppliers	608.662	(563.887)
Other changes	348.758	1.380.301
Changes in other provisions	(75.323)	(628.229)
<b>Total</b>	<b>(2.852.919)</b>	<b>189.451</b>
<b>Cash flows from operating activities (1)</b>	<b>2.662.297</b>	<b>5.623.048</b>
<b>Investments:</b>		
- Property, plant and equipment	(1.294.450)	(2.102.655)
- Intangible assets	(1.525.009)	(1.045.864)
- Acquisition of company shareholdings	(2.695.200)	(70.100)
- Financial	31.056	5.784
<b>Cash flows from investment activities (2)</b>	<b>(5.483.603)</b>	<b>(3.212.835)</b>
<b>Financing activities:</b>		
Increases/(decreases) in financial liabilities	(1.946.755)	(398.573)
Treasury shares	(415.103)	-
Distribution of dividends	(598.418)	(592.233)
<b>Cash flows from financing activities (3)</b>	<b>(2.960.276)</b>	<b>(990.806)</b>
<b>Cash flows from operating activities</b>	<b>(5.781.582)</b>	<b>1.419.407</b>
<b>Change in cash and cash equivalents (1+2+3)</b>	<b>(5.781.582)</b>	<b>1.419.407</b>
<b>Cash and cash equivalents at beginning of the year</b>	<b>19.285.024</b>	<b>17.865.617</b>
<b>Cash and cash equivalents at beginning of the year from acquired companies</b>	<b>1.051.961</b>	<b>-</b>
<b>Cash and cash equivalents at end of the year</b>	<b>14.555.403</b>	<b>19.285.024</b>

**Consolidated operations, net assets and financial data of TPS S.p.A.**

	<b>Financial Statements 2023</b>	<b>Financial Statements 2022</b>
<b>RECLASSIFIED INCOME STATEMENT</b>		
Value of production	22.369.698	20.500.144
External costs for materials and services	(5.104.499)	(4.934.290)
<b>Added value</b>	<b>17.265.199</b>	<b>15.565.854</b>
Personnel costs	(12.593.170)	(11.120.424)
Other operating income (expenses)	(72.463)	(70.749)
<b>Gross operating profit (EBITDA)</b>	<b>4.599.566</b>	<b>4.374.681</b>
Amortisations/depreciations	(665.091)	(528.026)
<b>Operating result</b>	<b>3.934.474</b>	<b>3.846.655</b>
Adjustments of assets and liabilities. financial	-	(82.728)
Financial (expenses)/income	400.171	1.322.805
Extraordinary (expenses)/income	(254.366)	(71.244)
<b>Pre-tax profit (loss)</b>	<b>4.080.280</b>	<b>5.015.487</b>
Current and deferred taxes	(1.048.926)	(1.072.643)
<b>Net Profit</b>	<b>3.031.353</b>	<b>3.942.844</b>

RECLASSIFIED STATEMENT OF FINANCIAL POSITION	Financial Statements 2023	Financial Statements 2022
<b>Subscribed capital, unpaid</b>	-	-
Intangible assets	2.088.499	1.820.477
Property, plant and equipment	1.456.891	1.405.260
Financial assets	5.724.154	3.499.345
<b>Total assets</b>	<b>9.269.544</b>	<b>6.725.082</b>
Trade receivables	11.877.896	7.925.815
Trade payables	(1.675.877)	(935.775)
<b>Working Capital</b>	<b>10.202.019</b>	<b>6.990.040</b>
Other assets	1.928.414	1.157.895
Other liabilities	(3.817.963)	(2.911.823)
<b>Other assets and liabilities</b>	<b>(1.889.549)</b>	<b>(1.753.928)</b>
Provisions for risks and charges	(67.243)	(64.047)
Post-employment benefits provision (TFR)	(3.340.269)	(2.966.846)
<b>Total Provisions</b>	<b>(3.407.512)</b>	<b>(3.030.893)</b>
<b>Net Invested Capital (N.I.C.)</b>	<b>14.174.500</b>	<b>8.930.302</b>
Equity	21.028.103	18.054.067
Result for the year	3.031.353	3.942.844
<b>EQUITY</b>	<b>24.059.456</b>	<b>21.996.911</b>
Net financial debt (NFP)	(9.884.956)	(13.066.609)
<b>To cover N.I.C.</b>	<b>14.174.500</b>	<b>8.930.302</b>
<b>Details of TPS S.p.A. NFP</b>	<b>Financial Statements 2023</b>	<b>Financial Statements 2022</b>
A - Liquid assets	10.106.860	17.904.823
B- Cash equivalents		
C- Other current financial assets	4.011.000	
<b>D - Liquidity (A+B+C)</b>	<b>14.117.860</b>	<b>17.904.823</b>
E- Short-term financial debts	3.444.262	4.190.715
F- Current portion of long-term financial debts	239.765	
<b>G - Short-term financial position (E+F)</b>	<b>3.684.027</b>	<b>4.190.715</b>
<b>H - Net short-term financial position (G-D)</b>	<b>(10.433.833)</b>	<b>(13.714.108)</b>
I- Long-term financial debts	548.877	647.499
J- Debt instruments	-	
K- Trade payables and other long-term debts	-	
<b>L - Long-term financial position (I+J+K)</b>	<b>548.877</b>	<b>647.499</b>
<b>M - Total net financial position (H+L)</b>	<b>(9.884.956)</b>	<b>(13.066.609)</b>



### Cashflow Statement for TPS S.p.A.

TPS S.p.A. CASH FLOW STATEMENT	Financial period 2023	Financial period 2022
<b>Profit (loss) for the year before taxes</b>	<b>4.089.945</b>	<b>5.033.369</b>
Adjustments for:		
- non-monetary items - Change in inventories	-	-
- non-monetary items - Net impairment (reversal) of fixed assets	-	-
- non-monetary items - provisions /(releases)	-	-
- non-monetary items - depreciations and amortisations	665.091	528.026
<b>Adjusted profit (loss) for the year before taxes</b>	<b>4.755.036</b>	<b>5.561.395</b>
<b>Cash and cash equivalents from operations</b>		
- Income taxes	(1.031.050)	(1.022.528)
Other financial (income)/expenses without cash flow	(27.542)	(67.997)
<b>Total</b>	<b>(1.058.592)</b>	<b>(1.090.525)</b>
<b>Changes in working capital</b>		
(Increase)/decrease in trade receivables	(3.952.081)	941.611
Change in payables to suppliers	740.102	(693.578)
Other changes	(4.598.802)	(1.513.605)
Changes in other provisions	376.619	(416.655)
<b>Total</b>	<b>(7.434.162)</b>	<b>(1.682.227)</b>
<b>Cash flows from operating activities (1)</b>	<b>(3.737.718)</b>	<b>2.788.643</b>
<b>Investments:</b>		
- Property, plant and equipment	(381.636)	(442.805)
- Intangible assets	(603.107)	(470.744)
- Acquisition of company shareholdings	(2.200.000)	81.000
- Financial	(24.809)	2.400
<b>Cash flows from investment activities (2)</b>	<b>(3.209.552)</b>	<b>(830.149)</b>
<b>Financing activities</b>		
Increases/(decreases) in financial liabilities	-	-
Treasury shares	(415.103)	-
Distribution of dividends	(435.592)	(435.592)
<b>Cash flows from financing activities (3)</b>	<b>(850.695)</b>	<b>(435.592)</b>
<b>Cash flows from operating activities</b>	<b>(7.797.963)</b>	<b>1.522.904</b>
<b>Change in cash and cash equivalents (1+2+3)</b>	<b>(7.797.963)</b>	<b>1.522.904</b>
<b>Cash and cash equivalents at beginning of the year</b>	<b>17.904.823</b>	<b>16.381.919</b>
<b>Cash and cash equivalents at end of the year</b>	<b>10.106.860</b>	<b>17.904.823</b>