

PRESS RELEASE

**ALA: BOARD OF DIRECTORS EXAMINES PRELIMINARY CONSOLIDATED
RESULTS FOR FINANCIAL YEAR 2023 (UNAUDITED)**

**REVENUES AND MARGIN AT RECORD HIGH
SIGNIFICANT INCREASE THANKS TO THE CONTRIBUTION OF ORGANIC
GROWTH AND THE ACQUISITION OF SPANISH GROUP SCP SINTERSA**

- **VALUE OF PRODUCTION:** € 233.1 million (€ 158.7 million in 2022) +47¹; of which 26%² attributable to organic growth
- **EBITDA:** € 25.3 million (€16.8 million in 2022) +50.4%¹; of which 28%² attributable to organic growth
- **EBITDA MARGIN:** equal to 10.9%, up 0.3 percentage points compared to 2022
- **NET FINANCIAL POSITION (net debt):** € 29.4 million, a marked improvement from € 33.2 million at 30 June 2023

Naples, 15 February 2024 – The Board of Directors of **ALA S.p.A. (EGM: ALA)**, leader in Italy and a main global player in the offer of integrated logistics services and the distribution of products and components for the aerospace industry in both the civil and defence sectors (“Aerospace & Defence”), listed on the Euronext Growth Milan Market managed by Borsa Italiana, met to examine the Preliminary Consolidated Results at 31 December 2023 (not yet audited).

Value of Production reached a record € 233.1 million (€ 158.7 million in financial year 2022), with a YoY increase of +47% compared to the 2022 figures, up 26% from the pro-forma result consolidating Sintersa for the whole of 2022, thus highlighting the Group’s significant organic growth.

EBITDA came in at € 25.3 million (€ 16.8 million in financial year 2022) and showed an exceptional growth of +50.4% compared to the 2022 results, up 28% from the pro-forma result consolidating Sintersa for the whole of 2022, thus highlighting the quality of the additional turnover recorded by ALA in 2023. The **EBITDA MARGIN** stood at 10.9%, up 0.3 percentage points compared to 2022 (10.6%).

¹ Increase calculated on the basis of the published FY2022 result, which consolidates Sintersa for 3 months starting from the closing date at the end of September 2022.

² Increase calculated on the basis of the 2022 pro-forma result, which consolidates Sintersa for the whole of 2022.

The **Net Financial Position (net debt)** closed at € 29.4 million, a marked improvement over the net financial debt recorded at 30 June 2023, equal to € 33.2 million, thanks to the cash flows generated by operations.

Roberto Tonna, Chief Executive Officer of the ALA Group, commented: *“2023 was another record year for the ALA Group and we are extremely satisfied with the preliminary results obtained, which reflect a notable improvement in our performance. These results have been achieved both thanks to organic growth well above the market average and the positive contribution deriving from the acquisition and integration of the SCP Sintorsa Group. In 2023, we recorded and reaped the fruits of major commercial successes primarily in Italy, Spain and the UK and, albeit only in the final quarter, we launched activities relating to the multi-year service provider framework agreement with Dassault Aviation in France. This contract shows great promise for 2024, the year in which we expect to further accelerate the ramp-up phase. Our ability to generate positive cash flows through efficient operational management also improved our net financial position with respect to the first half of 2023, proving the scalability of our business model. In particular, the recent opening of Sintorsa S.A.’s first foreign production site in Italy presents new cross-selling opportunities, strengthening our presence in the domestic market and expanding the possibility of entering new strategic product and market segments. Furthermore, the 100% acquisition of ALA Germany and the opening of a new ALA Group sales office in Fort Worth, Texas allow us to look to the future with great optimism and pursue the further expansion our market shares, taking advantage of the synergies between the various group subsidiaries.”*

This press release is available on the Company’s website www.alacorporation.com in the section “Investor Relations/Press Releases”.

A.L.A. S.p.A. (Euronext Growth Milan: ALA) is a leading international supply chain partner in the Aerospace, Defence, Railway and High-Tech sectors. For more than 35 years, ALA has served as a one-stop partner for the management and distribution of high-performance products, services and engineering solutions designed to streamline and improve its customers’ supply chain management operations. Headquartered in Naples, Italy, ALA – together with its subsidiary S.C.P. Sintorsa – currently relies on a talented workforce of more than 500 people and on the strength of a growing network of sales offices and operations offices across Europe (Italy, Spain, Portugal, the United Kingdom, France and Germany), Israel and North America. ALA serves customers in 40 countries and manages more than 1300 suppliers worldwide. www.alacorporation.com

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