



LEADERS IN LEVELING

2022 INTERIM RESULTS



H1 2022 HIGHLIGHTS

- Strong trading to reach record H1 revenues - 6% increase from H1 2021
- Exceptional operational performance, overcome supply challenges to reliably deliver equipment
- Healthy US non-residential construction, international market momentum, new products meaningfully contributed to results
- Investment for future growth, facility expansion nearing completion, resources added in target foreign markets
- Revenue converted efficiently to profit, strong cash generation, secure financial position and significant return of cash to shareholders
- Declared US\$ 0.10 interim dividend payable October 2022
- Despite elevated supply risks, FY22 results anticipated to fall in line with expectations: revenues US\$ 139m, EBITDA US\$ 48m, year-end cash US\$ 40m





H1 2022 RESULTS

FINANCIAL HIGHLIGHTS

US\$ MILLIONS (EXCEPT PER SHARE DATA)	H1 2022	H1 2021	CHANGE \$	CHANGE %
Revenue	\$ 68.5	\$ 64.4	\$ 4.1	6%
Adjusted EBITDA ^(1,2)	24.1	24.6	(0.5)	-2%
Adjusted EBITDA margin ^(1,2)	35.3%	38.2%		-290bps
Profits before tax	22.4	23.5	(1.1)	-5%
Adjusted net income ^(1,3)	17.3	18.2	(0.9)	-5%
Diluted adjusted net income per share ^(1,3)	\$0.31	\$0.32	(.01)	-3%
Cash flow from operations	12.8	16.0	(3.2)	-20%
Net cash ⁽⁴⁾	27.2	32.8	(5.6)	-17%
Interim dividend per share	\$0.10	\$0.09	\$0.01	11%

Notes:

- (1) The Company uses non-US GAAP financial measures to provide supplemental information regarding the Company's operating performance. See further information regarding non-GAAP measures below.
- (2) Adjusted EBITDA as used herein is a calculation of the Company's net income plus tax provision, interest expense, interest income, foreign exchange loss, other expense, depreciation, amortization, and stock-based compensation.
- (3) Adjusted net income as used herein is a calculation of net income plus amortization of intangibles and excluding the tax impact of stock option and RSU settlements and other special items.
- (4) Net cash is defined as cash and cash equivalents less borrowings under bank obligations exclusive of deferred financing costs.

SALES BY TERRITORY

US\$ MILLIONS	H1 2022	H1 2021	CHANGE \$	CHANGE %
North America	\$ 55.6	\$ 50.9	\$ 4.7	9%
Europe	4.8	6.4	(1.6)	- 25%
Australia	4.0	2.7	1.3	48%
Latin America	1.4	0.8	0.6	75%
Rest of World ⁽¹⁾	<u>2.7</u>	<u>3.6</u>	<u>(0.9)</u>	<u>- 25%</u>
TOTAL	\$ 68.5	\$ 64.4	\$ 4.1	6%

Notes:

1. ROW includes India, Middle East, China, Southeast Asia, and Korea

SALES BY PRODUCT

US\$ MILLIONS	H1 2022	H1 2021	CHANGE \$	CHANGE %
Boomed screeds ⁽¹⁾	\$ 32.9	\$ 32.1	\$ 0.8	2%
Ride-on screeds ⁽²⁾	10.5	9.9	0.5	6%
Remanufactured machines	3.2	2.0	1.2	60%
3-D Profiler System [®]	5.3	4.6	0.7	15%
Somero Line Dragon [®]	1.2	2.3	(1.1)	- 48%
SkyScreed [®]	1.1	0.2	0.9	450%
Other ⁽³⁾	<u>14.3</u>	<u>13.3</u>	<u>1.0</u>	<u>8%</u>
TOTAL	\$ 68.5	\$ 64.4	\$ 4.1	6%

Notes:

(1) Boomed Screeds include the S-28EZ, S-22E, S-15R, S-10A & SRS-4

(2) Ride-On Screeds include the S-940, S-485, & S-158C

(3) Other includes parts, accessories, services & freight, as well as other equipment consisting of the Broom+Cure™, STS-11M Topping Spreader, CopperHead®, Mini Screed® C, SkyStrip®, and S-PS50

OPERATING RESULTS

US\$ MILLIONS	H1 2022	H1 2021	Commentary:
Revenue	\$ 68.5	\$ 64.4	➤ Gross margin of 58.2% comparable to H1 '21 at 58.5%, price increases mostly offset higher material & labor costs and slightly unfavorable product mix (% of reman. equipment sales)
Gross profit	39.9	37.7	
Operating expenses:			
Selling, marketing & customer support	7.4	6.0	➤ H1 '22 operating expense increase reflects added headcount (including global sales and service roles), higher compensation, marketing, IT and travel
Engineering & product development	1.2	1.1	
General & administrative	<u>8.7</u>	<u>7.4</u>	
Total operating expenses	<u>17.3</u>	<u>14.5</u>	➤ H1 '22 effective tax rate comparable to prior year, in line with go-forward expectations
Operating income	22.6	23.2	
Other income (expense)	<u>(0.2)</u>	<u>0.3</u>	
Income before income taxes	22.4	23.5	
Provision for income taxes	<u>4.9</u>	<u>5.2</u>	
Net income	<u>\$17.5</u>	<u>\$18.3</u>	

FINANCIAL POSITION

US\$ MILLIONS	JUNE 30, 2022	DECEMBER 31, 2021
Cash	\$ 27.2	\$ 42.1
Accounts receivable, net	6.6	7.7
Inventory	19.9	14.3
Prepaid & other	<u>5.2</u>	<u>4.0</u>
Total current assets	58.9	68.1
Other assets	<u>31.1</u>	<u>29.3</u>
Total assets	<u>\$ 90.0</u>	<u>\$ 97.4</u>
Current liabilities	18.3	18.0
Other liabilities	<u>3.4</u>	<u>3.7</u>
Total liabilities	21.7	21.7
Stockholders' equity	<u>68.3</u>	<u>75.7</u>
Total liabilities & equity	<u>\$ 90.0</u>	<u>\$ 97.4</u>

Commentary:

- Cash decreased US\$ 14.9m, reflects April '22 dividend payment (US\$ 23.4m), US\$ 2.2m capex, largely offset by strong operating cash flows
- Accounts receivable decreased US\$ 1.1m - strong collection efforts
- Inventory increased US\$ 5.6m to support new products, managing of stock to offset long supplier lead times
- Current liabilities remained consistent, despite higher operating expenses

CASH FLOWS

US\$ MILLIONS

	H1 2022	H1 2021
Net income	\$ 17.5	\$ 18.3
Adjustments to reconcile to cash provided by operating activities	0.6	0.4
Working capital changes	<u>(5.3)</u>	<u>(2.7)</u>
Net cash provided by operating activities	<u>12.8</u>	<u>16.0</u>
Net cash used in investing activities	(2.2)	(0.6)
Payment of dividends	(23.4)	(17.4)
Borrowing (repayment) of debt and capital leases	(0.1)	(0.1)
Share buy-back	(0.7)	(0.1)
RSUs settled for cash	<u>(1.1)</u>	<u>(0.6)</u>
Net cash used in financing activities	(25.3)	(18.2)
Effect of exchange rates on cash	<u>(0.3)</u>	<u>0.2</u>
Net increase (decrease) in cash	<u>\$ (15.0)</u>	<u>\$ (2.6)</u>

Commentary :

- Operating cash flow decreased US\$ 3.2m due to higher working capital investment – primarily elevated inventory
- Cash for investment increased US\$ 1.6m due the '21-'22 Houghton expansion project
- H1 '22 dividend payments comprised of final ordinary '21 dividend (US\$ 12.3m), '21 supplemental dividend (US\$ 11.1m)
- H1 '22 share buybacks completed remaining '21 authorization (US\$ 1.0m), and US\$ 0.7m of '22 authorization (US\$ 2.0m) with goal to complete '22 authorization by year-end

2022 OUTLOOK



Healthy, active US non-residential construction – supported by healthy customer project backlogs

Momentum in Europe & Australia, solid interest in equipment (new & existing), strong non-residential construction activity

Long-term growth opportunities from new products, new market segments, high-rise structural market (with SkyScreed) in US, Europe & Australia

SG&A investment in product development, global sales & support staff, necessary to execute long-term growth strategy, anticipated to continue to increase operating costs

Strong H1 '22 results, healthy markets, unfilled orders to start H2, support outlook '22 results to fall in line with expectations: revenues (US\$ 139m), EBITDA (US\$ 48m), ending cash (US\$ 40.0m) - recognize if supply challenges persist can negatively impact '23 trading





STRATEGY UPDATE



LONG-TERM GROWTH



OUR VISION

To deploy our innovative technology wherever horizontal concrete slabs are placed by developing customer solutions that expand the markets and applications we address.

OUR STRATEGY

Delivering innovative solutions, training, support and expertise to concrete flooring contractors that provide the platform to produce highest quality results, efficiently, cost-effectively and safely.
Faster, Flatter, Fewer® and Safer.

STRATEGIC OBJECTIVE



PRODUCT INNOVATION

Developing proprietary, innovative solutions to help customers reduce manpower, increase speed & safety and deliver high quality concrete slabs

PROGRESS DURING THE YEAR

- Launched S-28EZ – replaces S-22EZ
- Launched S-PS50 for tilt-panel applications, expands addressable market

H1 '22 New Product Revenues*

US\$ 3.2m

Current Patents & Applications

100+

* Sales of SkyScreed®, SkyStrip™, S-PS50 & Somero Broom+Cure – targeting new markets

ONGOING PRIORITIES

Expand product portfolio to increase addressable market, enhance value delivered to customers



INTERNATIONAL EXPANSION

Promote wide-placement & high quality concrete flooring standards, develop new products that address unique market needs, broaden awareness range of solutions offered

- Increased in-country direct sales/support team in Australia
- Introducing SkyScreed in Europe & Australia

Non-Operational Staff Based Outside US

23%

Countries with Somero Equipment

90+

Allocate resources to international markets with best opportunity for growth, increase market penetration with new products

2022 NEW PRODUCTS

The **S-28EZ Laser Screed® Machine** replaces the S-22EZ, includes new value-added features based on direct job-site feedback, extended 25' boom meaningfully increasing productivity on large projects



The **S-PS50 Laser Screed® Machine**, for use in tilt-up panel casting applications to replace a labor-intensive manual process. Our largest boomed-screed machine with 50' boom reach to significantly increase productivity, speed and quality.



The **EcoScreed**, our new entry-level ride on screed for the European market, provides a versatile and easy to transport machine well-suited for small projects.



PRODUCTS & APPLICATIONS



RELEASE	PRODUCTS		APPLICATIONS	MARKETS
	BOOMED SCREEDS:			
2022	S-PS50	  	25,000-50,000+ ft ² placements warehouses, manufacturing assembly plants, tilt-panel and agricultural buildings	SLAB ON GRADE CAST-IN- PLACE
2022	S-28EZ			
2012	S-15R			
2015	S-10A			
2020	SRS-4			
	RIDE-ON SCREEDS:			
2016	S-940	 	5,000-30,000 ft ² placements schools, medical and retail centers, multi-level commercial and agricultural buildings	SLAB ON GRADE SLAB ON DECK
2014	S-485			
2018	S-158C			
2022	EcoScreed			
	WALK-BEHIND SCREEDS:			
2009	Mini Screed™	 	Small commercial, residential and multi- level placements	SLAB ON GRADE SLAB ON DECK
2002	CopperHead® XD™ 3.0			
	MATERIAL APPLICATION:			
2012	STS-11M	  	Projects involving concrete hose pumps, projects requiring dry shake-on hardener, applying curing agents and texture to exterior concrete slabs	SLAB ON GRADE SLAB ON DECK
2017	Somero Line Dragon			
2020	Somero Broom + Cure™			
	GRADING / EXTERIOR PAVING:			
2004	SiteShape® System	 	Exterior concrete paving and parking structures, exterior sub-grade	SLAB ON GRADE
2000	3-D Profiler System®			
	SKYLINE:			
2020	SkyScreed® 36	 	Allows screeding on structural high-rise and slab-on grade applications	HIGH-RISE STRUCTURAL
2021	SkyStrip®			

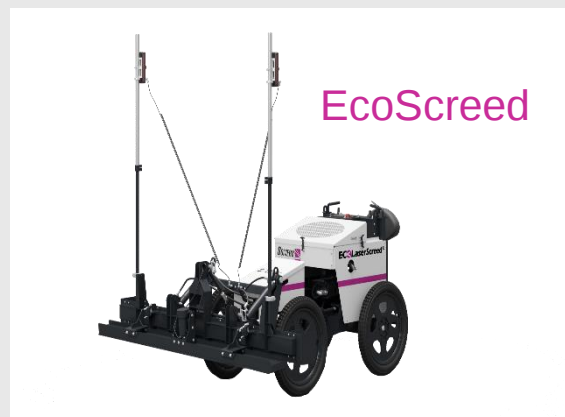
INTERNATIONAL GROWTH

Focusing on markets where our value proposition is strongest, targeting Europe and Australia, introducing new products to meet market needs, and increasing direct in-region resources.

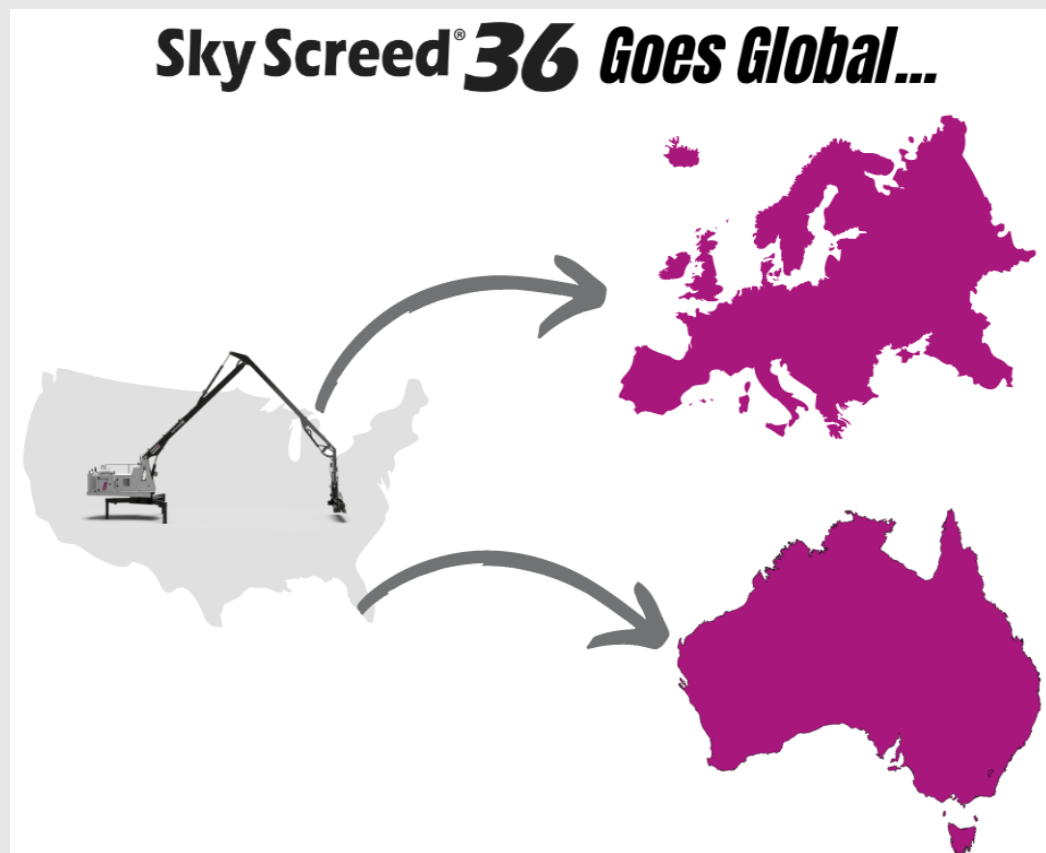
In H1 '22 we added sales & customer service positions to Europe & Australia, began introduction of SkyScreed to both markets, and launched the EcoScreed in Europe.



SRS-4



EcoScreed





APPENDICES

OUR PURPOSE



PURPOSE

Driven by a passion for our customers' success, we strive to ensure our customers achieve their business and profitability goals through our hard work to deliver world-class products and services

VISION

For our innovative technology to be deployed whenever horizontal concrete slabs are placed. We remain focused on developing customer solutions that expand the market segments and applications we address.

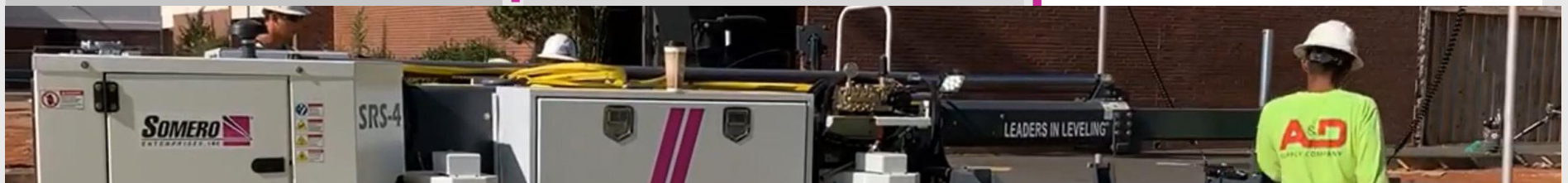
VALUES

We believe in a set of core values for how we do business, how we innovate, how we treat our customers and employees. Our values include:

1. Commitment to teaching & learning
2. Ability to solve problems creatively
3. Accountability & taking ownership
4. A sense of urgency
5. Proactive honest communication
6. Embracing & driving change
7. Expressing passion through amazing service
8. Having fun

CULTURE

At Somero, we are always striving to be great ... providing great equipment and service for our customers and creating a great place to work for our employees. Our culture, from the very beginning, is shaped by the shared commitment to our core values across our entire organization.



OUR PROVEN MODEL

WHAT WE DO

Somero's laser-guided technology and wide-placement methods have been specified for use in a wide range of construction projects.



Warehousing



Assembly plants



Parking structures



Commercial construction



Exterior paving



Retail centers

WHO WE WORK WITH

Somero operates in markets across the globe and has sold products in 90+ countries.

We work with small, medium and large concrete contractors and self-performing general contractors. Our equipment has been used in construction projects for a wide array of the world's largest organizations.



WHAT MAKES US DIFFERENT

INNOVATIVE PRODUCT LEADERSHIP

- Pioneered Laser Screed® machine market in 1986
- Product portfolio grown to 20+ products
- Designs protected by 100+ patents/applications
- Product development fuelled by customer engagement

INDUSTRY EXPERTISE, TRAINING AND SUPPORT

- Proven commitment to exceptional classroom/job-site training
- 24/7 direct global support (in 10 minutes, all major languages)
- Overnight spare parts delivery, next-day world travel
- Somero Concrete College & Institute

OUR BENEFICIARIES

KEY BENEFITS TO OUR CUSTOMERS

- Quality
- Productivity
- Profit
- Direct access to Somero expertise, training and support

KEY BENEFITS TO OUR EMPLOYEES

- Challenging and rewarding work environment full of opportunity
- Investment in training to help each employee reach their full potential

KEY OUTCOMES FOR BUILDING OWNERS AND END-USERS

- Operational efficiency
- Improved physical appearance
- Lower floor maintenance cost
- Lower forklift repair cost

KEY BENEFITS TO OUR INVESTORS

- Strong, consistent financial performance
- Significant growth opportunity in new and existing markets
- Strong, unleveraged financial position
- Disciplined return of cash to shareholders

TRAINING AND EXPERTISE

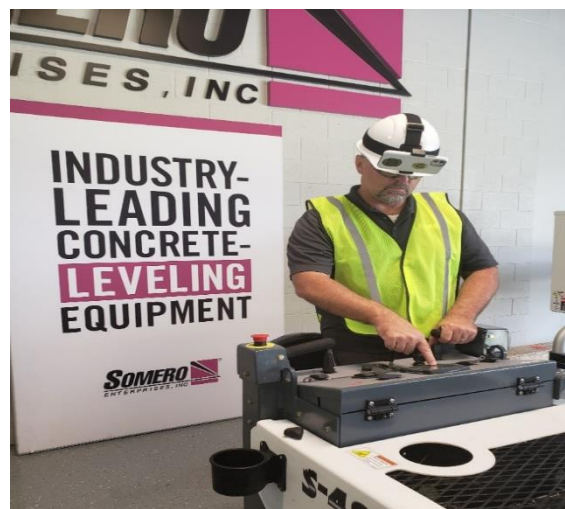


Somero does more than sell equipment. The Company helps customers grow profitable businesses by providing access to world class training and concrete placement & finishing expertise.

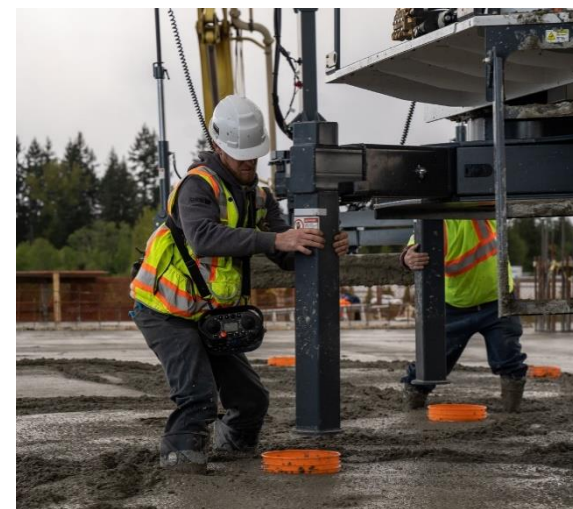
In-Person at the Somero Concrete Institute in Fort Myers, FL which has a 48-person multi-media classroom and a 10,000 ft² concrete placing center which is a controlled venue to place, screed, finish and test concrete slabs on a daily basis



On demand training through Somero's Learning Management System (LMS) provides a vast catalogue of training materials in over 12 languages to enable a trainee to complete fundamental training in the absence of a physical trainer.



Virtual training through Somero's platform enables trainees to interact in a live format with Somero trainers regardless of geographic or time zone constraints.



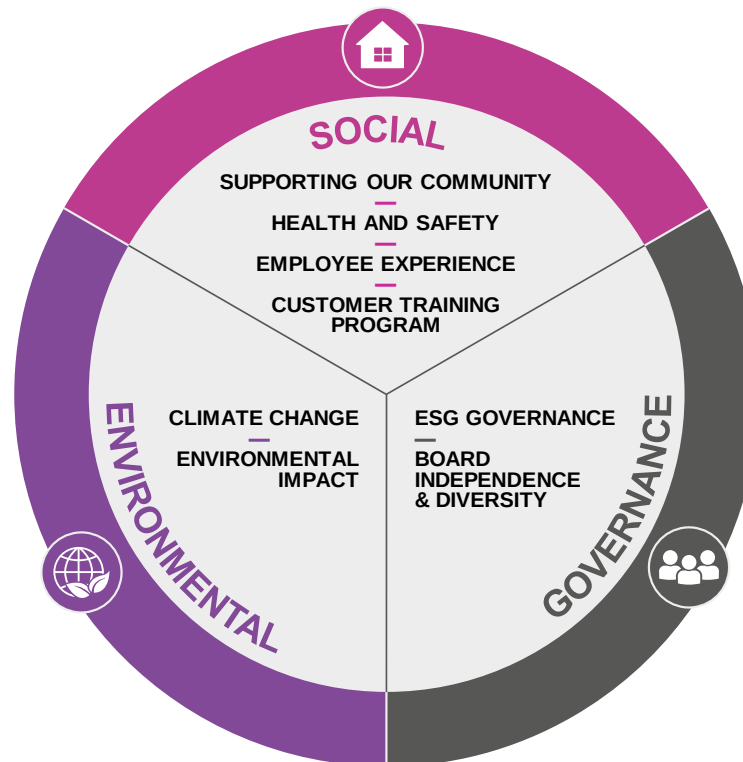
OUR ESG FRAMEWORK



Our goal is balance shareholder expectations and the needs and concerns of employees and customers, the community and the environment. In '22, we made meaningful progress in the early stage of our long-term ESG journey.

SOCIAL

Somero is dedicated to fostering an open and inclusive working environment for our employees, ensuring their safety and wellbeing at all times, supporting a training program for our customers and giving back to the community in which we operate.



ENVIRONMENTAL

Somero is committed to making a lasting positive impact on the environment in which we operate and doing our bit to reduce our environmental footprint.

Governance

Maintaining strong, diverse leadership and accountability on ESG issues is critical and Somero takes this responsibility seriously in how we manage ESG across our business.

OUR ESG APPROACH

Developing a comprehensive ESG strategy to regularly engage with stakeholders on material topics

OUR STAKEHOLDERS

CUSTOMERS

Somero's customer relationships are built on years of providing solutions and world class training & support.

MATERIAL TOPICS

- New product development
- High-quality products & services
- Training & education
- Job-site safety

ENGAGEMENT

- Direct sales/support
- Customer led product development
- Trade shows
- Virtual information sessions

CASE STUDY

Completed first phase of research study with Middle Tennessee State University that concluded the use of Somero laser screed equipment to replace a manual process to place concrete slabs reduces CO2 emissions by reducing concrete required to install the concrete slab. The second phase of study expected to be completed in H1 '23.

COMMUNITIES & ENVIRONMENT

Somero strives to make a lasting, positive impact in the community and on the environment. The net carbon impact of our operations is modest and use of our equipment reduces CO2 emissions

- Broader environmental goals
- Local charities

- Investing to increase energy efficiency of operations
- Study on CO2 environmental impact of Somero equipment
- Supporting and donating to local charities, and industry education programs

EMPLOYEES

Our dedicated and talented employees deliver great results for our customers & shareholders. We strive to create a work environment where employees thrive and grow

- Working environment, culture & values
- Opportunities for learning & career development
- Training programs
- Investing in remote working tools
- Performance management

SHAREHOLDERS

Somero prioritizes an open, transparent dialogue with shareholders regarding our business performance and strategy

- Financial performance
- Business strategy
- Market conditions
- Risk management
- Return of capital
- Governance
- Virtual roadshows
- Recorded presentations
- Trading updates
- Enhancing Board independence & diversity



HISTORICAL RESULTS



	YEARS ENDED DECEMBER 31,													
<i>US\$ Millions (except per share data)</i>	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	51.9	24.2	21.0	21.9	32.2	45.1	59.3	70.2	79.4	85.6	94.0	89.3	88.6	133.3
Revenue growth	-22%	-53%	-13%	4%	47%	40%	32%	18%	13%	8%	10%	-5%	-1%	51%
Cost of sales	23.1	12.5	11.2	11.7	16.5	21.6	27.3	31.0	34.3	36.9	40.4	38.6	39.8	56.5
Gross Profit	28.8	11.7	9.8	10.2	15.7	23.5	32.0	39.2	45.1	48.8	53.6	50.7	48.8	76.8
Gross profit %	55%	48%	47%	47%	49%	52%	54%	56%	57%	57%	57%	57%	55%	58%
SG&A	26.0	27.4	11.5	12.0	14.3	17.1	19.4	21.6	23.9	23.3	24.5	24.1	24.9	31.7
Operating income/(loss)	2.8	-15.7	-1.7	-1.8	1.4	6.4	12.6	17.6	21.2	25.4	29.2	26.6	23.9	45.1
Interest expense	-0.8	-1.0	-0.5	-0.4	-0.3	-0.2	-0.1	-0.2	-0.1	-0.1	-0.1	-	-	
Other income	0.2	0.1	-0.2	-0.1	0.1	0.3	-0.1	-	0.2	0.4	-	0.4	0.7	(0.5)
Income before tax	2.2	-16.6	-2.4	-2.3	1.2	6.5	12.4	17.4	21.3	25.7	29.1	27.0	24.6	44.6
Tax	0.5	-1.2	-0.2	-	0.2	1.1	-2.1	5.8	7.0	7.3	7.5	5.9	5.8	9.8
Net income	1.7	-15.4	-2.2	-2.3	1.0	5.4	14.5	11.6	14.3	18.4	21.5	21.1	18.8	34.8
Other data:														
Adjusted EBITDA⁽¹⁾	6.0	0.8	1.0	0.9	4.2	9.0	15.0	20.0	24.6	28.0	30.8	28.7	26.1	47.8
Adjusted EBITDA margin	12%	3%	5%	4%	13%	20%	25%	29%	31%	33%	33%	32%	29%	36%
Depreciation & amortization	2.7	2.7	2.6	2.6	2.6	2.4	2.0	2.3	2.7	2.1	1.2	1.1	1.1	1.3
Capital expenditures	0.6	-	-	0.1	0.6	0.8	1.2	4.2	4.4	2.2	0.8	3.0	3.7	6.2
Dividends	1.1	-	-	-	0.5	1.2	3.1	3.9	6.3	10.7	17.3	14.9	19.6	28.5

THANK YOU

