



Piaggio Group

First Nine Months of 2021 Financial Results

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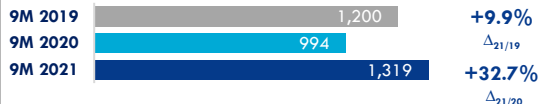
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Highlights

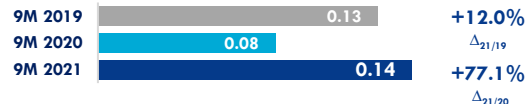
Cash generation at all-time high and all key metrics at peak level, despite the new wave of lockdowns in Asia and supply chain inefficiencies

NET SALES €m, Y/Y change %



Highest since 2007

EPS €e, Y/Y change %

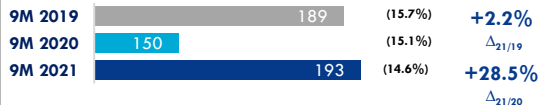


Highest since 2008

FREE CASH FLOW TO EQUITY (*) (**)

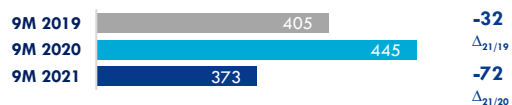
+90€m
All-time high

EBITDA €m, Y/Y change %, (Margin %)



Highest since 2007

NET DEBT €m



Relentlessly de-leveraging

* Change in net debt minus dividend and buy back ** IFRS 16

9M 2021-highlights

Motorbikes remained the brightest spot, skyrocketing to new record highs...



MOTO GUZZI[®]

9 Months
Volumes and Revenues
**above all previous
full-year results**

aprilia[®]

9 Months
**Volumes highest
since 2008
Highest revenues
to date**



9M 2021-highlights

... with relentlessly strong growth throughout the year in all two-wheeler brands

Vespa®



PIAGGIO®

aprilia®

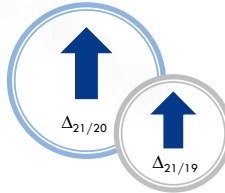
MOTO GUZZI®



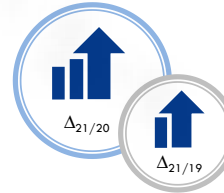
Revenues*



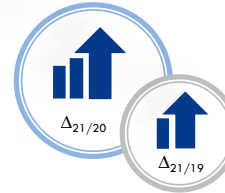
Revenues*



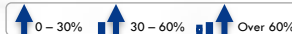
Revenues*



Revenues*

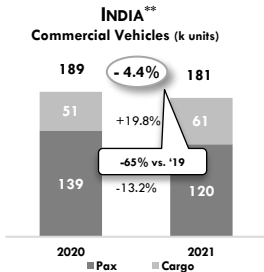
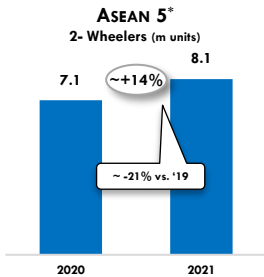
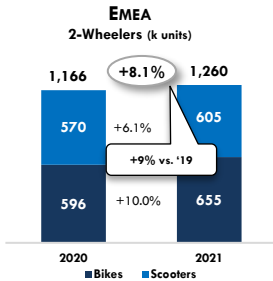


*Based on management estimates



9M 2021-Key market demand

Highlights



EMEA & Americas

Strong momentum confirmed with demand well above pre-pandemic levels as well as a return to a multi-year growth trajectory stemming from a combination of aversion toward public transport, the replacement cycle and macro recovery.

Italy, France, Germany, the Netherlands and US stood out, with demand double-digits above pre-pandemic levels.

Asia Pacific

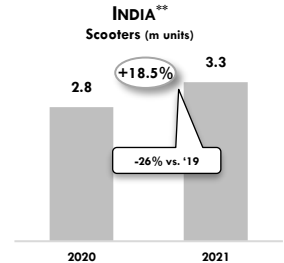
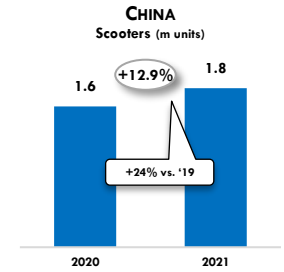
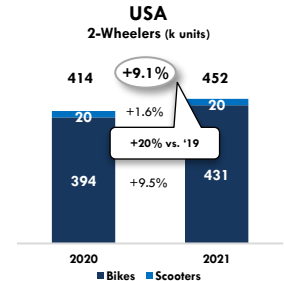
Lingering impact of the pandemic drove more choppiness in demand trends:

- ▶ The improving demand trend in ASEAN 5 took a downward turn in Q3, mostly driven by the effects of Vietnam's strict lockdown measures, which overshadowed encouraging sequential improvement in Indonesia compared to 2020.
- ▶ China ended up with demand well above 2020 and 2019 levels, although the positive trend slowed down as the year progressed.

India

Coming out of the shadow of the COVID-19 second wave with:

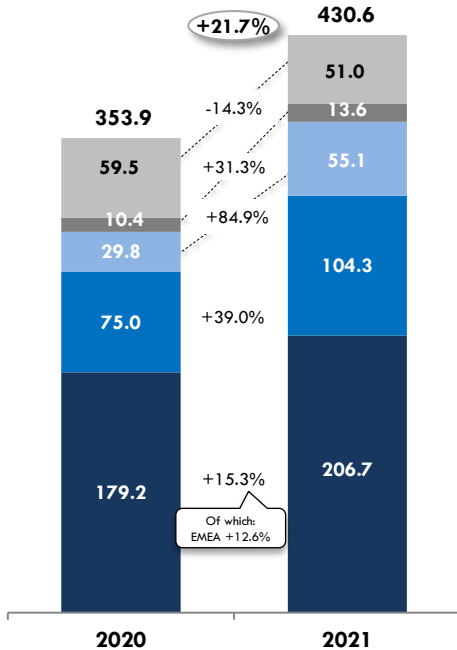
- ▶ Scooters firmly above 2020 level
- ▶ Light Commercial Vehicles rebounded in Q3, shedding a positive light on the remaining part of the year



*Actual data & management estimates **SIAM sell-in data

9M 2021-Evolution by business

Volume evolution by business (k units)



Highlights

Net Sales rallied to peak levels with all segments making a positive contribution, apart from Indian LCV. Significant positive mix/price effect retained across the year.

CV India

Subdued performance, mainly reflecting weak domestic market.

CV EMEA & Americas

Highest revenues since 2009, mainly on the back of the successful launch of the Porter NP6.

2W India

All-time-high revenues, with both Aprilia and Vespa brands significantly outstripping market trends.

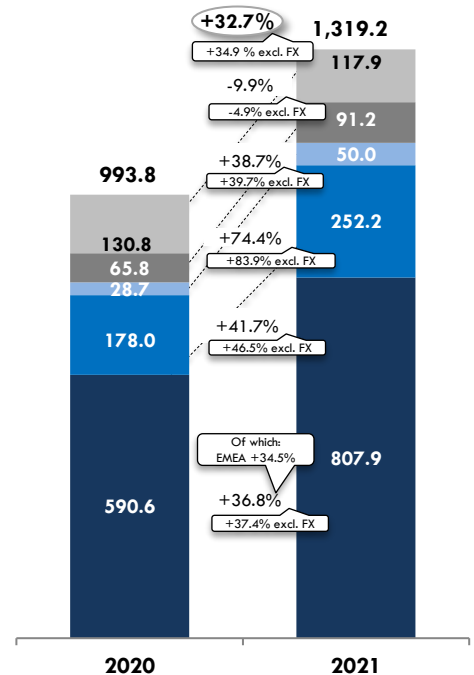
2W Asia Pacific

Relentless volume growth in spite of volatile demand, magnified by a positive price effect, driving revenues to outstrip FY '20 already and setting a new record. China, Indonesia kept being the main growth drivers.

2W EMEA & Americas

Strong sales momentum continued across the year magnified at revenue level by steep average mix/price effect. Dealers' stock kept below September 2019 level.

Net Sales evolution by business (€m)

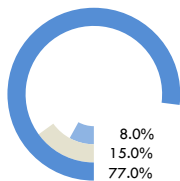
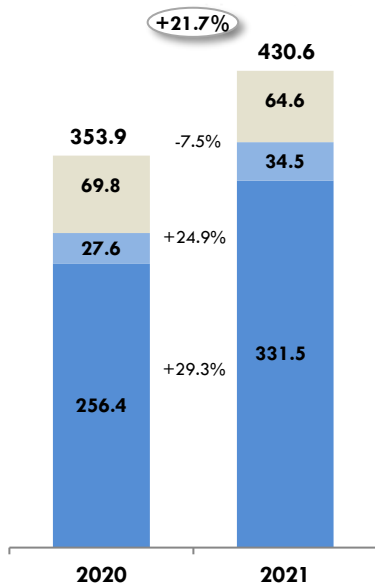


2-Wheelers: ■ EMEA & Americas ■ Asia Pacific ■ India

Commercial Vehicles: ■ EMEA & Americas ■ India

9M 2021-Evolution by product

Volume evolution by product (k units)



Δ ± p.p.
Vs. 2020

0.2 p.p.
-4.7 p.p.
4.5 p.p.

Highlights

Light Commercial Vehicles ticking over, but 2-Wheelers powering ahead with outstanding volume performance across segments, coupled with significant average price uplift.

Commercial Vehicles

Revenues underpinned by the positive performance of the new Porter NP6.

Bikes

Eye-popping performance boosted by the success of the new product launches, the ongoing mix shift towards high-value segments and the gains in market share achieved by both Aprilia and Moto Guzzi.

Scooters

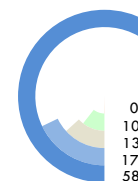
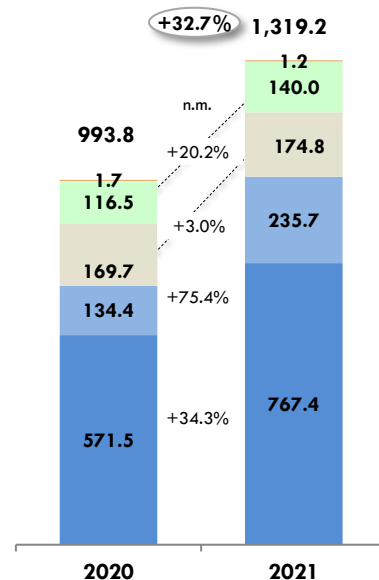
Outstanding results driven by combined upsurge in all geographic areas and positive price effect.

Notably:

- ▶ Vespa volumes and revenues surging also vs. 2019, benefitting from widespread geographical growth coupled with sound pricing
- ▶ Beverly kept on posting sound growth also vs. 2019, on the back of the successful launch of the new version in the latter part of Q1



Net Sales evolution by product (€m)

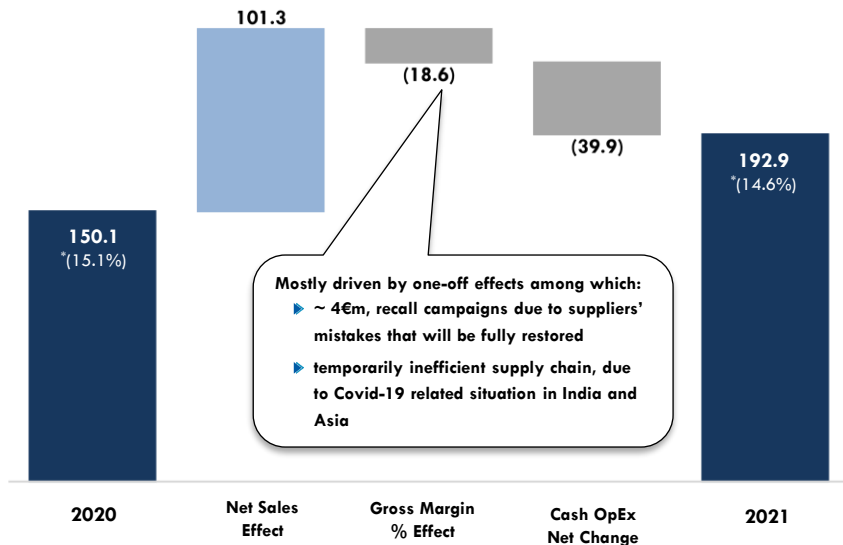


Δ ± p.p.
Vs. 2020

n.m.
-1.1 p.p.
-3.8 p.p.
4.3 p.p.
0.7 p.p.

9M 2021 - EBITDA Evolution

EBITDA evolution (€m)



* % On Net Sales

Highlights

Remarkable top-line growth drove EBITDA to 193 €m, an all-time high achieved in 9 months results

Gross Margin and EBITDA margin temporarily dented by:

- ▶ recall campaigns that will be fully restored
- ▶ the strong inflation of all modes of freight & raw material,
- ▶ supply chain bottlenecks that are affecting our industrial sector

Cash OpEx grew against last year's low base, **but still had a lower weighting against sales compared to 2020 and 2019.**

9M 2021-To sum up

P&L (€m)

	2020	2021	Change 2021 vs. 2020		
			Absolute	%	% excl. FX*
Net Sales	993.8	1,319.2	325.4	32.7%	34.9%
Gross Margin	286.0	365.6	79.6	27.8%	28.5%
% on Net Sales	28.8%	27.7%	-1.1		
EBITDA	150.1	192.9	42.8	28.5%	28.1%
% on Net Sales	15.1%	14.6%	-0.5		
Depreciation	(86.4)	(95.4)	(9.0)	10.5%	
EBIT	63.6	97.4	33.8	53.1%	
% on Net Sales	6.4%	7.4%	1.0		
Financial Expenses	(15.1)	(14.3)	0.8	-5.5%	
Income before tax	48.5	83.2	34.6	71.3%	
Tax	(19.4)	(31.6)	(12.2)	62.8%	
Net Income	29.1	51.6	22.4	77.1%	
% on Net Sales	2.9%	3.9%	1.0		

Highlights

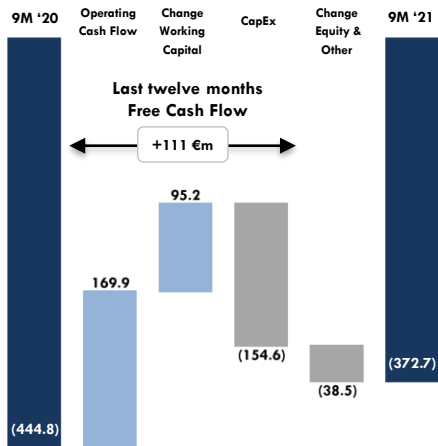
D&A up, reflecting recent years' heightened Capital Expenditure to strengthen brand & product portfolio.

Tax rate down @38.0%, benefitting from decree-law 104/2020 for realignment of intangible asset tax value to book value.

* Figures at constant exchange rates are management estimates calculated using the average exchange rates for the corresponding period in the previous year

9M 2020 – 2021 Net Financial Position Evolution

NFP from 9M 2020 to 9M 2021 (€m)



Highlights

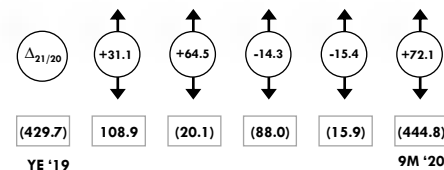
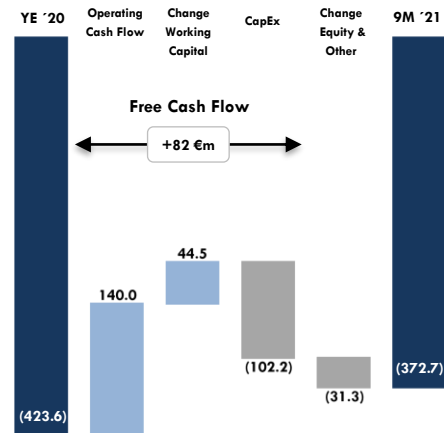
Strong Free Cash Flow generation drove **Net Debt below YE 2020, 9M 2020 and 9M 2019**, further strengthening financial solidity **with leverage reduced to 1.6x vs. 2.4x in 9M '20 and 1.8x in 9M '19**.

Outstanding Free Cash Flow to Equity* of **~90€m**, further proving our ability to reduce debt whilst returning value to shareholders through dividends and buybacks.

Working Capital cash generation, driven by containment of receivables coupled with heightened efficiencies on payables.

CapEx step up of ~14€m, consistent with full-year target, driven by heightened focus on new product development.

NFP 9M 2021 evolution (€m)



NFP 9M 2020 evolution (€m)

* Obtained as the difference: Change in Net Debt minus Dividend and Buyback

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