

PRESS RELEASE

PIAGGIO GROUP RESULTS AT 30 SEPTEMBER 2024

Piaggio Group Managing Director – CEO Michele Colaninno: *“The current economic situation has affected the purchasing power of global consumers, and the sales trends of the first nine months of 2024 are the direct consequence.*

Even so, the Piaggio Group achieved its highest-ever EBITDA margin, and we aim to maintain these levels, a difficult but not impossible objective; the figure is significant given the productivity of all our factories and comforting as regards the high value of our Italian brands in both the two-wheeler and the commercial vehicle sectors all over the world.

We increased investments in new products and in our factories: the Moto Guzzi plant in Mandello del Lario is one of the most fascinating projects in world motorcycling.

Over the next few years, a geopolitical and economic stability will be vital so that we no longer have to chase after unstable markets but can focus our financial resources on growth; light mobility is an opportunity and a solution to the rising problems of large urban agglomerations and, over the long term, this represents a success factor for the Group.”

- **Consolidated net sales 1,357.2 million euro** (1,619.2 €/mln at 30.09.2023, -16.2%).
- **Industrial gross margin 402.4 million euro** (461.8 €/mln at 30.09.2023)
29.7% return on net sales (28.5% at 30.09.2023)
- **EBITDA 234.3 million euro** (269.3 €/mln at 30.09.2023)
EBITDA margin 17.3% (16.6% at 30.09.2023)
- **EBIT 129.4 million euro** (160.1 €/mln at 30.09.2023).
EBIT margin 9.5% (9.9% at 30.09.2023)
- **Profit before tax 90.8 million euro** (129.9 €/mln at 30.09.2023)
- **Net profit 62.2 million euro** (85.7 €/mln at 30.09.2023, -27.4%)
- **NFP -461.2 million euro** (-434 €/mln at 31.12.2023)
- **380,000 vehicles sold worldwide** (454,400 at 30.09.2023)
- **Capital expenditure 117.4 million euro** (103.7 €/mln at 30.09.2023)

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Pontedera, 08 November 2024 – At a meeting today chaired by Matteo Colaninno, the Board of Directors of Piaggio & C. S.p.A. (PIA.MI) examined and approved the interim report on operations for the nine months to 30 September 2024.

Piaggio Group business and financial performance at 30 September 2024¹

Group consolidated net sales totalled **1,357.2 million euro** (1,619.2 million euro at 30 September 2023, -16.2%).

¹ The main alternative performance indicators used by the Piaggio Group, representing the data monitored by management, are as follows:

- EBITDA: earnings (EBIT) before amortisation and depreciation and impairment losses on property, plant and equipment, intangible assets, and rights of use, as reflected in the consolidated income statement;
- Industrial gross margin: net sales less costs to sell;
- Net financial position: gross financial debt less cash and cash equivalents, and other current financial receivables. Determination of the net financial position does not include other financial assets and liabilities arising from measurement at fair value, derivatives designated or not as hedges, fair value adjustments of the related hedged items and related accruals.

The **industrial gross margin** was **402.4 million euro** (461.8 million euro in the year-earlier period, -12.9%), for a **higher return on net sales of 29.7%** (28.5% at 30 September 2023).

Group **operating expense** was **273.1 million euro** (301.7 million euro at 30 September 2023, -9.5%).

The changes in the income statement described above generated **consolidated EBITDA of 234.3 million euro** (269.3 million euro at 30 September 2023, -13%).

The **EBITDA margin rose to 17.3%** (16.6% at 30 September 2023).

EBIT amounted to **129.4 million euro** (160.1 million euro at 30 September 2023, -19.2%). The **EBIT margin** was **9.5%** (9.9% at 30 September 2023).

Pre-tax profit for the first nine months was **90.8 million euro** (129.9 million euro at 30 September 2023, -30.1%). Income tax for the period was 28.6 million euro, with an impact on pre-tax profit of 31.5%.

In the first nine months to 30 September 2024, the Piaggio Group reported a net profit of 62.2 million euro (85.7 million euro at 30 September 2023, -27.4%).

Net financial debt at 30 September 2024 was **461.2 million euro** (434 million euro at 31 December 2023).

Group shareholders' equity at 30 September 2024 was **406.8 million euro** (416 million euro at 31 December 2023).

Piaggio Group **capital expenditure** amounted to **117.4 million euro** in the first nine months, an **increase of 13.2%** from 103.7 million euro in the year-earlier period.

Business performance in the first nine months to 30 September 2024

In the nine months to 30 September 2024, the Piaggio Group sold 380,000 vehicles worldwide (454,400 in the year-earlier period, -16.4%), and **reported consolidated net sales of 1,357.2 million euro** (1,619.2 million euro at 30 September 2023).

Two-wheelers:

In the nine months to 30 September 2024, the Group sold 290,300 two-wheelers worldwide (364,900 in the year-earlier period, -20.5%), **including 40,000 motorcycles (+4.4%)**, generating **net sales of 1,060.6 million euro** (1,291.6 million euro at 30 September 2023, -17.9%).

The figure **includes spares and accessories**, on which turnover totalled **119.9 million euro** (123.7 million euro in the first nine months of 2023, -3.1%).

In Europe, the Piaggio Group obtained a 21.3% share of the scooter segment, and a 3.9% share of the over 50 motorcycle segment, for an overall 11.6% share of the two-wheeler market.

Its share of the North American scooter segment was 27.5%. In North America the Group also continued work to consolidate its presence on the motorcycle market with the Aprilia and Moto Guzzi brands.

Commercial vehicles:

In commercial vehicles, the Piaggio Group reported 2024 nine-month sales volumes of 89,700 vehicles (89,500 in the year-earlier period, +0.2%), for **net sales of 296.6 million euro** (327.6 million euro at 30 September 2023, -9.4%). The figure includes **spares and accessories**, where **turnover totalled 46.8 million euro** (+5.5% from 44.4 million euro at 30 September 2023).

At geographical level, performance was positive in the Americas, where the rise in sales volumes (+49.8%) boosted turnover by 38%.

Piaggio Fast Forward:

Piaggio Fast Forward (PFF), the Boston-based subsidiary of the Piaggio Group active in robotics and mobility for the future, continued sales of its terrestrial drones gita®, gitamini® and the new kilo™, a revolutionary robot featuring smart following technology, which was presented in March. With a payload of up to 130 kg, kilo™ is fitted with 4D radar imaging and the innovative package of sensors developed by PFF, enabling it to follow the operator, move autonomously, and travel along more than 100 paths stored in memory.

Gita®, gitamini® and kilo™ are produced in the Piaggio Fast Forward plant in Boston's Charlestown district. The **first marketing phase** for the robots focuses on the **US market**, where the circulation of robots on city streets is already regulated.

PFF designed and developed sensors with an innovative technology offering unparalleled safety, which have been fitted on the new Moto Guzzi Stelvio. Thanks to the integration of advanced rider assistance systems (ARAS), the new sensors play a vital role in accident prevention and rider protection.

Significant events in and after the first nine months of 2024

Supplementing the information published above or at the time of approval of the interim report at 30 June 2024 (directors' meeting of 29 July 2024), this section illustrates key events in and after the first nine months of 2024.

On 5 November, the Piaggio Group was a protagonist at the EICMA tradefair in Milan where it showed a series of important new entries for all its brands. Aprilia presented its completely new range of motorcycles, with the Tuareg Rally and the Tuono 457, as well as the new Factory range, which includes the RS 660, the Tuono 660, the Tuono V4 and the RSV4. Moto Guzzi presented the new V7 family, with the V7 sport, a special version of the Stelvio bike dedicated to the eponymous mountain pass, the V100 Wind Tunnel and the V100 PFF with cutting-edge active safety systems. Vespa presented the GTS 310, its most powerful and responsive scooter to date. The scooters for the Piaggio brand include the new Liberty, the Beverly with a new 310 engine and the Medley 200.

On 16 September Piaggio presented the Porter NP6 2025 range, with new internal fitting, new technical features and significant safety developments as the result of the implementation of a full set of ADAS functions to ensure full compliance with the EU GSR II regulation and with regard to cybersecurity. In addition, on 5 November, the electric version of the Porter NPE, the first zero-emissions city truck, was presented during the Ecomondo tradeshow in Rimini.

On 16 September 2024, Alessandro Di Mario riding an Aprilia RS 660 won the MotoAmerica Twins Cup championship.

From 26 to 29 September, the new Piaggio MP3 310 was presented to the international press at an event organised in Cannes on the French Riviera. This is a lighter and more agile version of the vehicle that has revolutionised urban and metropolitan mobility, establishing new standards of comfort, safety and riding pleasure. With its exclusive three-wheel technology, the Piaggio MP3 310 can be driven with a standard driving licence. It features a completely new engine, the 310 hpe, with Euro 5+ type approval.

On 4 October, Aprilia Racing announced that Fabiano Sterlacchini would take over as Technical Director of the Aprilia team. Sterlacchini's arrival is another important step in strengthening the MotoGP project, following the signing of riders Jorge Martín and Marco Bezzecchi.

On 21 October, Vespa dressed the window and interior displays at the Rinascente store in Rome's Via de Tritone, with a full takeover that brought the Vespa The Empty Space project, the Vespa lifestyle world, to the streets of the Italian capital for the first time. At the same time, it launched the new winter clothing collection, Vespa Snake Capsule, the second chapter in the lifestyle project, which is available from the Vespa online store and, for a limited period, at the Rinascente store in Rome.

On 21 October 2024, after their triumph in 2023, Aprilia Tuareg Racing dominated the 2024 season of the Italian Motorally Championship, confirming the competitiveness of the Tuareg 660 and the excellent work of the team. The final stage, held in Olbia, Sardinia, crowned Jacopo Cerutti champion in the G-1000 class and Claudio Spanu champion in the FX class.

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Outlook

The guidance that has been drawn up is closely linked to the need for a level of geopolitical and economic stability that can have a positive impact on consumers' purchasing power.

Thanks to its portfolio of iconic brands, the Piaggio Group nevertheless confirms that it will continue to pursue profit margin and productivity goals in the management of its production, logistic and procurement costs and in the management of all its international markets, focusing its financial resources on growth. Light mobility is emerging as a game-changer for the increasing problems of large urban agglomerations, and this represents a success factor for the Piaggio Group.

In light of this, Piaggio confirms the investments planned in new products in the two-wheeler sector and in commercial vehicles, and the consolidation of its commitment to ESG issues. In Italy, important investment plans have been drawn up for the coming years, to be ready for the current energy transition. The decision to verticalize the development and production of strategic assets will be the key for efficient management of the new technologies.

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Conference call with analysts

The presentation of the financial results as at and for the nine months to 30 September 2024, which will be illustrated during a conference call with financial analysts, is available on the corporate website at www.piaggiogroup.com/it/investor.

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Piaggio& C. S.p.A. said that the Interim Report on Operations as at and for the nine months to 30 September 2024 would be published and made available to the public at the company registered office, in the "eMarket STORAGE" authorised storage mechanism at www.emarketstorage.com and on the issuer's website www.piaggiogroup.com (section "Investors/Financial Reports/2024") by 14 November 2024.

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The Piaggio Group consolidated income statement, consolidated statement of comprehensive income, consolidated statement of financial position and interim statement of cash flows as at and for the nine months to 30 September 2024 are set out below.

The manager in charge of preparing the company accounts and documents, Alessandra Simonotto, certifies, pursuant to paragraph 2 of art. 154-bis of the Consolidated Finance Act, that the accounting disclosures in this statement correspond to the accounting documents, ledgers and entries.

* * *

In line with the recommendations in the ESMA/2015/1415 guidelines of 5 October 2015, attention is drawn to the fact that this press release contains a number of indicators that, though not yet contemplated by the IFRS ("Non-GAAP Measures"), are based on financial measures envisaged by the IFRS. These indicators – presented in order to assist assessment of the Group's business performance – should not be considered as alternatives to those envisaged by the IFRS and are consistent with those in the Piaggio Group 2023 Annual Report and in the quarterly and half-year reports. Furthermore, since determination of such indicators is not specifically regulated by the IFRS, the methods used may not coincide with those adopted by other companies/groups, and consequently the indicators in question may not be comparable. In compliance with Consob Communication no. 9081707 of 16 September 2009, it should be noted that the alternative performance indicators ("Non-GAAP Measures") have not been audited by the independent auditors, nor have the accounting schedules attached hereto.

This press release may contain forward-looking statements relating to future events and Piaggio Group business and financial results. By their nature, these statements are subject to inherent risks and uncertainties since they relate to events and depend on circumstances that may or may not occur or exist in the future. Actual results may differ materially from those expressed in such statements as a result of a variety of factors.

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- ACCOUNTING SCHEDULES FOLLOW -

SCHEDULES

Consolidated Income Statement

	First nine months 2024		First nine months 2023	
		<i>of which related parties</i>		<i>of which related parties</i>
	Total		Total	
<i>In thousands of euro</i>				
Net Sales ²	1,357,187	2	1,619,225	7
Cost of materials	839,971	13,648	1,027,612	19,409
Cost of services and use of third-party assets ¹	198,807	1,023	216,201	1,144
Employee expense	196,470		199,039	
Depreciation and impairment property, plant and equipment	39,987		39,845	
Amortisation and impairment intangible assets	57,303		61,624	
Amortisation rights of use	7,632		7,678	
Other operating income	132,533	243	117,844	289
Impairment reversals (losses) net of trade and other receivables	(2,005)		(2,703)	
Other operating expense	18,193	6	22,260	18
EBIT	129,352		160,107	
Results of associates	(1,045)	(1,079)	(156)	(156)
Finance income	2,246		1,812	
Finance costs	38,096	305	30,461	41
Net exchange-rate gains/(losses)	(1,639)		(1,441)	
Profit before tax	90,818		129,861	
Income tax for the year	28,608		44,153	
Profit (loss) for the period	62,210		85,708	
Attributable to:				
Equity holders of the parent	62,210		85,708	
Minority interests	0		0	
Earnings per share (in €)	0.176		0.242	
Diluted earnings per share (in €)	0.176		0.242	

² As a result of the contractual changes made in 2024 to the sell-out promotions for the Indian market, the costs of the promotions, which previously were classified under services provided, are now deducted from revenue. Although the value in question is negligible, for the purpose of comparison with the 2024 figures, in the first nine months of 2023 an amount of €/000 7,023 has been reclassified from cost of services and deducted against revenue.

Consolidated Statement of Comprehensive Income

<i>In thousands of euro</i>	First nine months 2024	First nine months 2023
Profit (loss) for the period (A)	62,210	85,708
Items that cannot be reclassified to profit or loss		
Re-measurement of defined benefit plans	(325)	624
Total	(325)	624
Items that may be reclassified to profit or loss		
Gains (losses) on translation of financial statements of foreign entities	(1,407)	(929)
Share of components of comprehensive income relating to equity-accounted investees	5	(525)
Total gains (losses) on cash flow hedges	(559)	(3,725)
Total	(1,961)	(5,179)
Other comprehensive income (expense) (B)*	(2,286)	(4,555)
Total comprehensive income (expense) for the period (A + B)	59,924	81,153
* Other comprehensive income (expense) takes related tax effects into account.		
Attributable to:		
Equity holders of the parent	59,904	81,164
Minority interests	20	(11)

Consolidated Statement of Financial Position

	<u>At 30 September 2024</u>		<u>At 31 December 2023</u>	
		<i>of which</i>		<i>of which</i>
	Total	<i>related parties</i>	Total	<i>related parties</i>
<i>In thousands of euro</i>				
ASSETS				
Non-current assets				
Intangible assets	773,948		754,142	
Property, plant and equipment	284,183		287,510	
Rights of use	35,044		36,866	
Equity investments	7,410		8,484	
Other financial assets	16		16	
Tax credits	7,905		9,678	
Deferred tax assets	63,133		70,439	
Trade receivables				
Other receivables	18,971		18,259	
Total non-current assets	1,190,610		1,185,394	
Current assets				
Trade receivables	91,365	373	58,878	394
Other receivables	73,029	34,030	86,879	33,859
Tax credits	26,236		18,855	
Inventories	349,696		328,017	
Other financial assets			6,205	
Cash and cash equivalents	239,979		181,692	
Total current assets	780,305		680,526	
Total Assets	1,970,915		1,865,920	

	<u>At 30 September 2024</u>		<u>At 31 December 2023</u>	
		<i>of which</i>		<i>of which</i>
	Total	related parties	Total	related parties
<i>In thousands of euro</i>				
SHAREHOLDERS' EQUITY AND LIABILITIES				
Shareholders' equity				
Share capital and reserves attributable to equity holders of the parent	406,980		416,146	
Share capital and reserves attributable to minority interests	(155)		(175)	
Total Shareholders' equity	406,825		415,971	
Non-current liabilities				
Financial liabilities	519,365		467,053	
Financial liabilities for rights of use	19,097	4,230	19,665	4,362
Trade payables				
Other non-current provisions	20,098		17,691	
Deferred tax liabilities	5,326		7,087	
Pension funds and employee benefits	25,187		25,222	
Tax payables				
Other payables	11,765		12,392	
Total non-current liabilities	600,838		549,110	
Current liabilities				
Financial liabilities	153,544		124,876	
Financial liabilities for rights of use	9,193	1,348	10,336	1,247
Trade payables	644,085	7,184	619,003	6,371
Tax payables	17,060		13,912	
Other payables	123,464	44,830	117,267	43,786
Current portion of other non-current provisions	15,906		15,445	
Total current liabilities	963,252		900,839	
Total Shareholders' equity and Liabilities	1,970,915		1,865,920	

Consolidated Statement of Cash Flows

This schedule shows the determinants of changes in cash and cash equivalents net of bank overdrafts, as required by IAS 7.

	First nine months 2024		First nine months 2023	
	Total	of which related parties	Total	of which related parties
<i>In thousands of euro</i>				
Operating activities				
Profit (loss) for the period	62,210		85,708	
Income tax expense	28,608		44,153	
Depreciation property, plant and equipment	39,987		39,845	
Amortisation of intangible assets	57,303		61,624	
Amortisation rights of use	7,632		7,678	
Allowances for risks, retirement funds and employee benefits	17,642		21,011	
Impairment losses/(Reversals)	2,005		2,685	
Losses/(Gains) realised on sale of property, plant and equipment	(690)		(2,408)	
Finance income	(2,246)		(1,812)	
Dividend income	(34)		0	
Finance costs	38,096		30,461	
Income from public grants	(5,282)		(5,536)	
Share of results of associates	1,079		156	
Change in working capital:				
(Increase)/Decrease in trade receivables	(33,116)	21	(28,028)	80
(Increase)/Decrease in other receivables	11,762	(171)	(675)	(65)
(Increase)/Decrease in inventories	(21,679)		42,878	
Increase/(Decrease) in trade payables	25,082	813	(74,529)	546
Increase/(Decrease) in other payables	5,570	1,044	12,360	735
Increase/(Decrease) in provisions for risks	(8,138)		(9,101)	
Increase/(Decrease) in retirement funds and employee benefits	(7,427)		(8,706)	
Other movements	(7,859)		(7,847)	
Cash generated by operating activities	210,505		209,917	
Interest expense paid	(26,752)		(18,505)	
Tax paid	(20,505)		(26,783)	
Cash flow from operating activities (A)	163,248		164,629	
Investment activities				
Investment in property, plant and equipment	(39,869)		(36,384)	
Sale price or redemption value of property, plant and machinery	1,808		2,764	
Investment in intangible assets	(77,541)		(67,307)	
Sale price or redemption value of intangible assets	42		184	
Public grants collected	1,348		1,455	
Interest collected	1,202		1,676	
Cash flow from investment activities (B)	(113,010)		(97,612)	
Financing activities				
Own share purchases	0		(1,280)	
Outflow for dividends paid	(69,070)	(34,986)	(79,756)	(40,349)
Loans received	143,423		63,620	
Outflow for loan repayments	(60,140)		(50,497)	
Other financial assets	6,205			
Payment of fees for rights of use	(8,273)		(7,457)	
Cash flow from financing activities (C)	12,145		(75,370)	
Increase/(Decrease) in cash and cash equivalents (A+B+C)	62,383		(8,353)	
Opening balance	179,148		242,552	
Exchange differences	(2,162)		(1,351)	
Closing balance	239,369		232,848	