



FY 2025 Preliminary Results

Milan, February 25th, 2026



Agenda

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KEY MESSAGES

2

PIRELLI & C. – FY 2025 PRELIMINARY RESULTS

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FY 2026 OUTLOOK AND TARGETS

4

APPENDIX

Key messages

» 2025 results: Outstanding execution in a challenging environment

- High Value position strengthened, with market share gains across channels and regions
- Top profitability among Tier 1, with price/mix and efficiencies more than offsetting external headwinds
- Deleveraging above targets, driven by strong cash flow and the conversion of the equity-linked bond

» Sustainability fully on track:

- Significant progress across all pillars (People, Products, Climate and Nature), meeting all 2025 targets
- Pirelli confirmed “Top 1%” of S&P Global 2026 Sustainability Yearbook, the only tyre maker worldwide

» 2026 Guidance confirms a solid improvement despite external headwinds

- Geopolitical uncertainties continue to shape a complex environment
- Growth momentum confirmed in the High Value Car Tyre segment
- Pirelli data-driven model supports company’s growth profile, technology edge, and structural efficiencies



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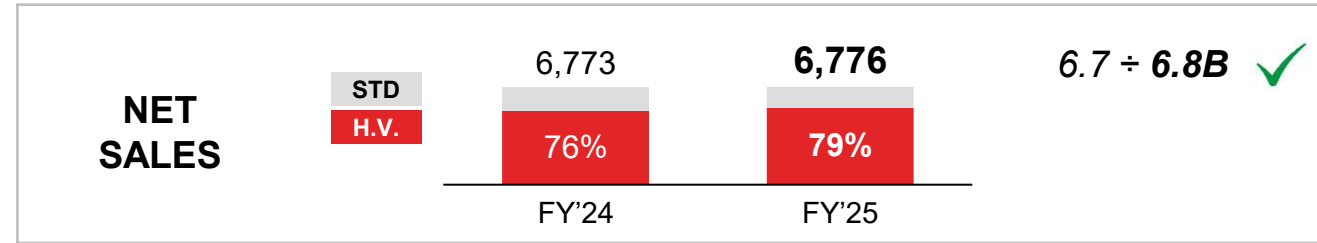
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APPENDIX

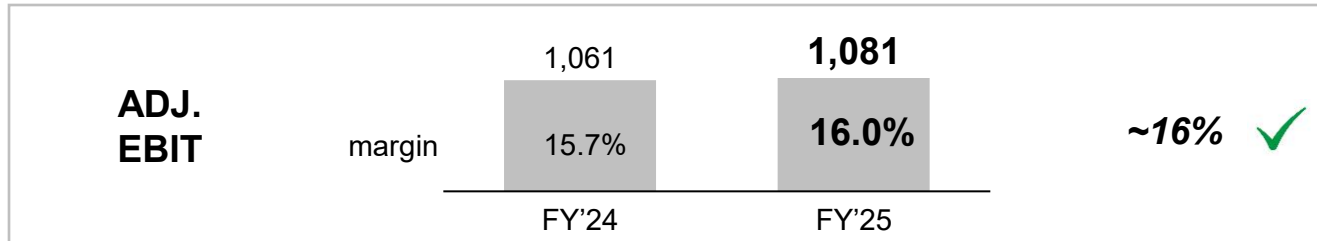
Solid execution in a challenging external environment...

€ million

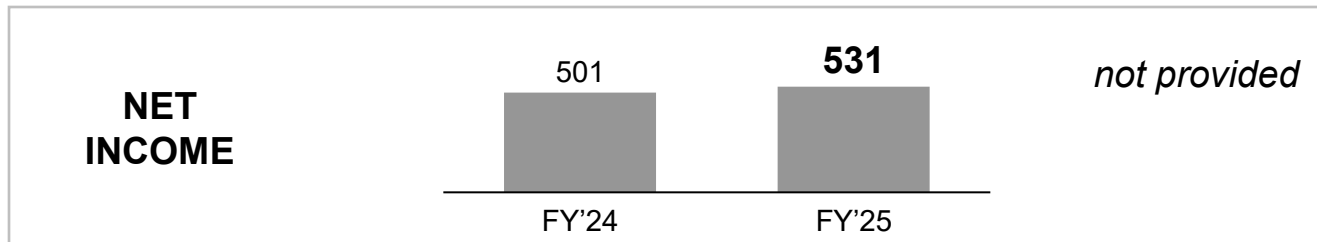
Guidance:



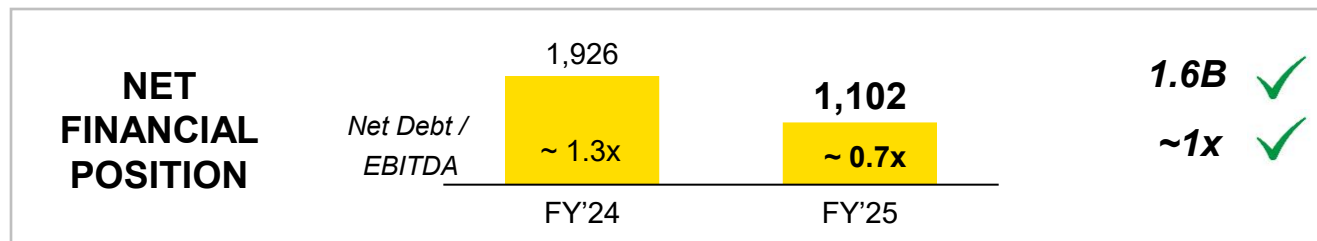
+4.2% organic growth
supported by the solid commercial performance



Profitability improvement
Internal lever (p/mix, efficiencies, tariffs mitigation actions)
more than offsetting external headwinds for ~-€320M

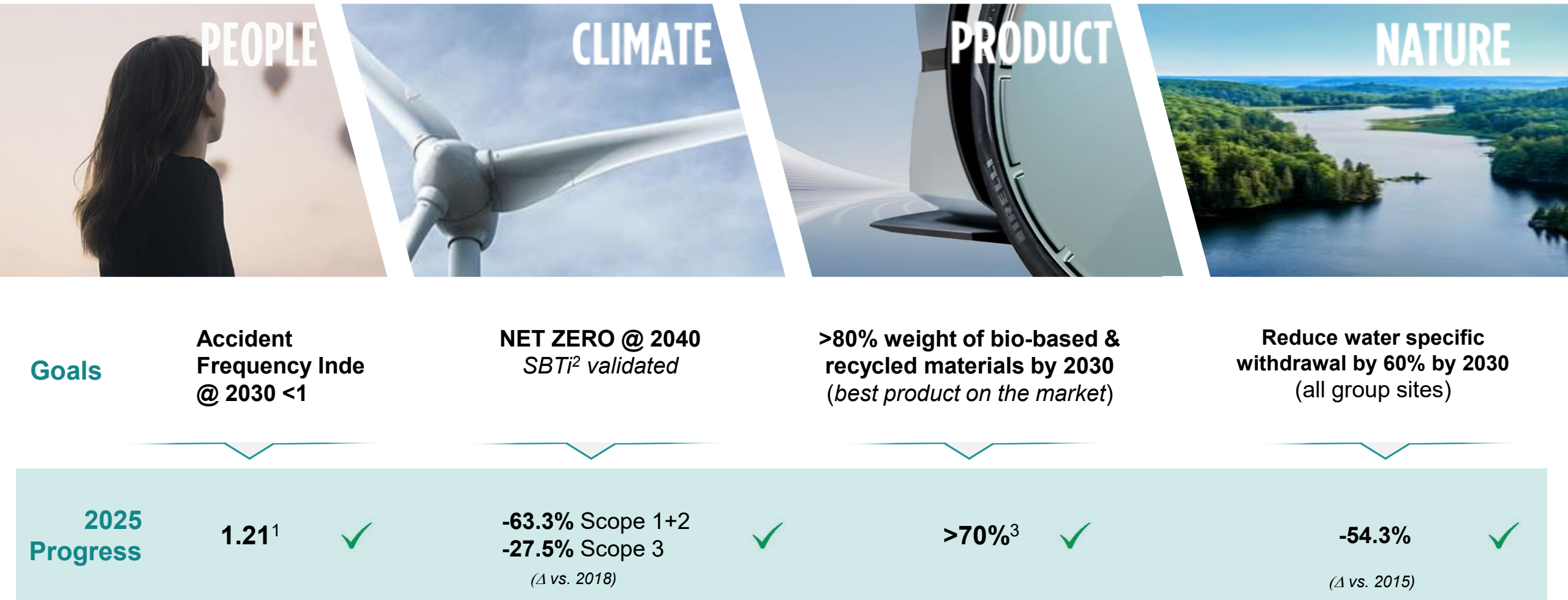


Earnings growth (+5.9% yoy)
thanks to improved operating performance &
lower financial expenses



Successful de-leveraging (2.4x in 2021ye)
€1,074M NCF before dividends thanks to the solid cash
generation and the equity-linked bond conversion

... with a continued progress on Sustainability



All KPIs and comparison vs. 2025 guidance is illustrated on slide 14; 1. Frequency Index(FI): $\sum (\text{Fatalities} + \text{Serious lost time injuries} + \text{Lost time injuries}) \times 1.000.000 / \text{worked hours}$. If calculated based on 200.000 hours worked, Index 2025 is 0,24 and <0,2 @2030; 2. SBTi: Science Based Targets initiative; 3. IPcode 35837 285/45R22 XL LR ncs 114 Y P-ZERO Summer NCS - thanks to a combination of physical segregation and mass balance approach. Bio-based and recycled content is at least 31,7% and 38,3% respectively. Bio-based materials are natural rubber, textile reinforcements and bio-chemicals, while recycled materials are silica from rice husk ash, reclaimed rubber, recycled steel and – through mass balance – synthetic rubber, carbon black and silica.

2025 Results overview: leadership enhanced through key strategic programs

COMMERCIAL PROGRAM

HV share gains across regions & channels

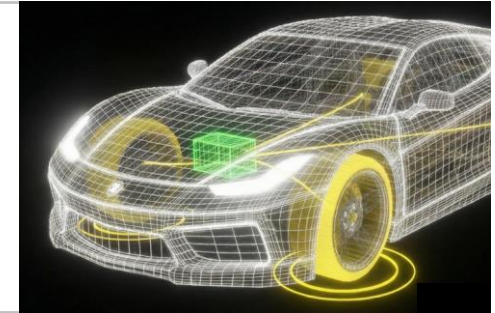
- OE: expanding partnerships
- Replacement: faster portfolio renewal and top-ranked products



INNOVATION PROGRAM

Innovation Leadership confirmed:

- Top position in product tests
- Worldwide recognition for Cyber Tyre



OPERATIONS PROGRAM

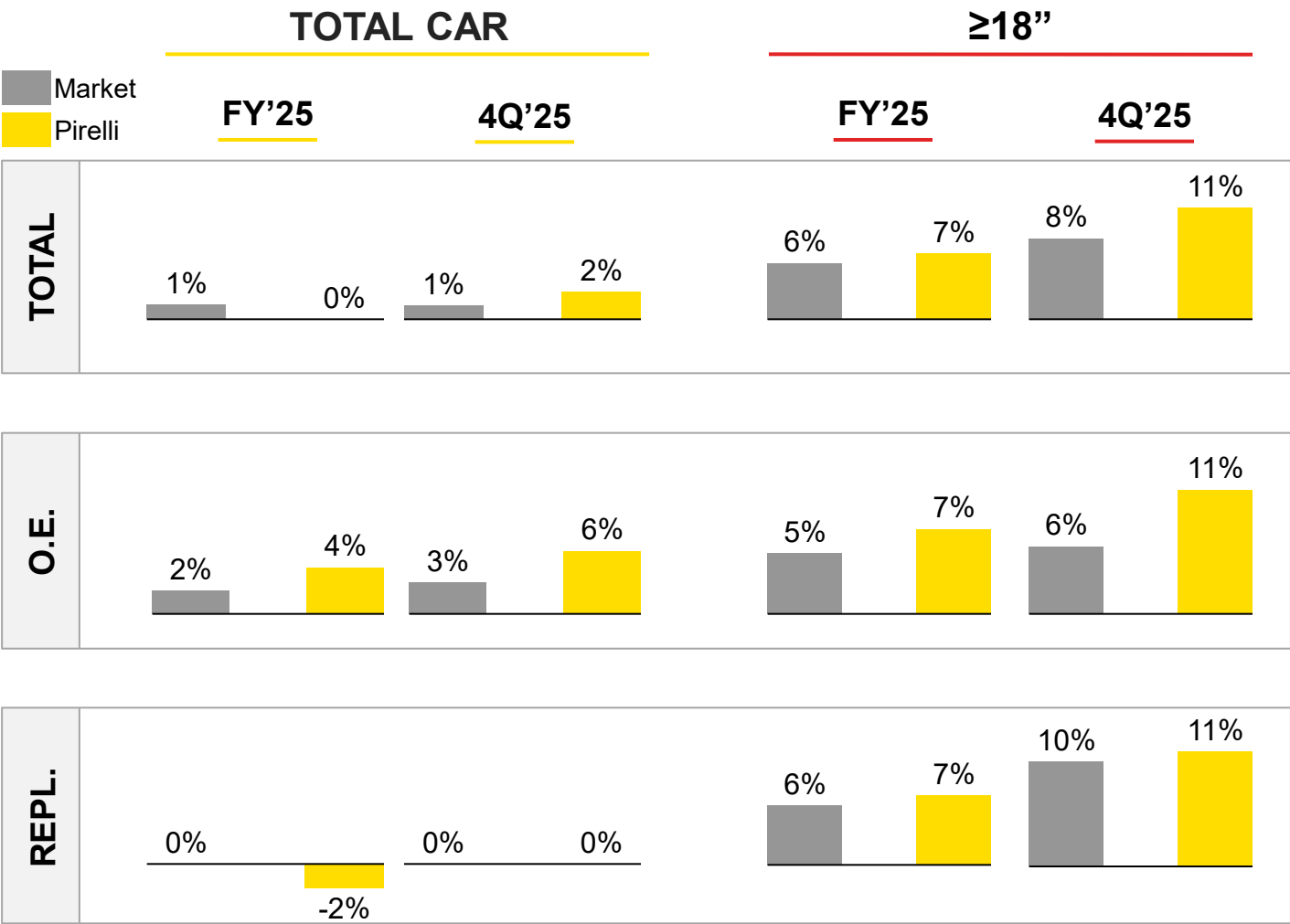
Boosting competitiveness:

- € 158M efficiency gain (2.3% of sales)
- Progressing on Manufacturing program



Strengthening our leadership in the High Value Market

Share gain in both channels of Car ≥18”, while keeping reducing the exposure to Standard



4Q’25 HIGHLIGHTS

MARKET

- **Total:** slightly better trend supported by High Value and OE performance
- **HV:** solid growth confirmed in both channels driven by High Value regions

PIRELLI PERFORMANCE

High Value: double digit growth across channels

- OE: strong performance, in both North America & APac, thanks to the strengthening of our partnerships and favourable comparison YoY
- Replacement: market share gain across Regions

Standard: Continued reduction of exposure

- -13% in 4Q in line with the previous quarter (-11% in FY’25)



A Superior Portfolio of Homologations to Secure Future Growth

Leveraging best-in-class technology and partnerships with leading Premium & Prestige OEMs

~ 320 new homologations in 2025

~90% on $\geq 19''$



~70% on Specialties



~60% on EV



$\geq 19''$ Marked Homologation Portfolio ~3x vs Peers average*

Most iconic models introduced in 2025, fitting Pirelli tyres

Some examples

Prestige



Ford Mustang



Ferrari TestaRossa (849)



AMG GT



Lamborghini URUS SE



Bentley Continental GT

Premium



JEEP Wrangler



RAM Rampage



Jaguar Panthera X900



BMW X5(G65) iX5(G65)



Audi Q5

BEV/NEV



Volvo S90



Mercedes GLC/EQ



Maestro S800



BMW iX3



Porsche Cayenne E4



Genesis GV90 (JG1)

Leadership in High-End segment with a renewed and distinctive offering

CAR

New Car Product Lines

Main product families



Record year for Car product tests success



PZERO E >> Compasso d'Oro Award

PZERO (PZ5) >> Test winner



PZERO WINTER 2 >> Test winner



CINTURATO AS SF3 >> 12 victories & 5 podiums in comparative tests



SCORPION AS SF3 >> Test winner



TWO WHEELS



>> For Custom-Touring motorbikes



>> For motocross racing

COMPARATIVE TEST WINNER

>> Motorrad, with Scorpion Trail 3

>> PS Magazine with Supercorsa



>> Endurance Tyre with 50% bio-based & recycled materials



>> For Gravel bikes, with a new mixing and structure



>> Dedicated to MTB and Cross-country race

Cyber Tyre gains worldwide recognition



Vehicle-to-Everything (V2X) Innovation of the Year

“Cyber Tyre is a key technology for the future of smart mobility, which includes autonomous driving, connected vehicles, and the digitalisation of infrastructures”



Pirelli named “Company of the Year” for the innovative scope of Cyber Tyre, a technology that *“highlights how digital systems are able to redefine even the traditional components of the automotive sector”*



SafetyBest Award *“for the pioneering development of Cyber™ Tyre technology, an innovation of exceptional significance for automotive safety.”*



#1st prize in the Safety category at the Automobile Awards thanks to its advanced warning of risks. Combined with V2X connectivity and Pirelli's algorithms, it can also share road-condition alerts with infrastructure and other connected vehicles to improve safety and mobility.



Efficiency program delivery above target

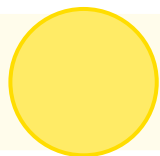
Efficiencies supported profitability improvement, with benefits above inflation. Product cost & Manufacturing the main contributors

FY 2025 ACT

MAIN PROJECTS



Product Cost



~40% of total

» Design Modularity (tyre structure, weight and cost optimization).



Manufacturing



~30% of total

» High-tech **automated solutions** in finishing, handling and material flow

» **Digital solutions** to increase productivity, quality and flexibility

» **Energy efficiency** through curing electrification and B.E.M.S.¹



SG&A



~15% of total

» Warehouse efficiencies and distribution optimization

» Supplier base rationalization and centralization



Organization



~15% of total

» Upskilling and change in the mix of competences

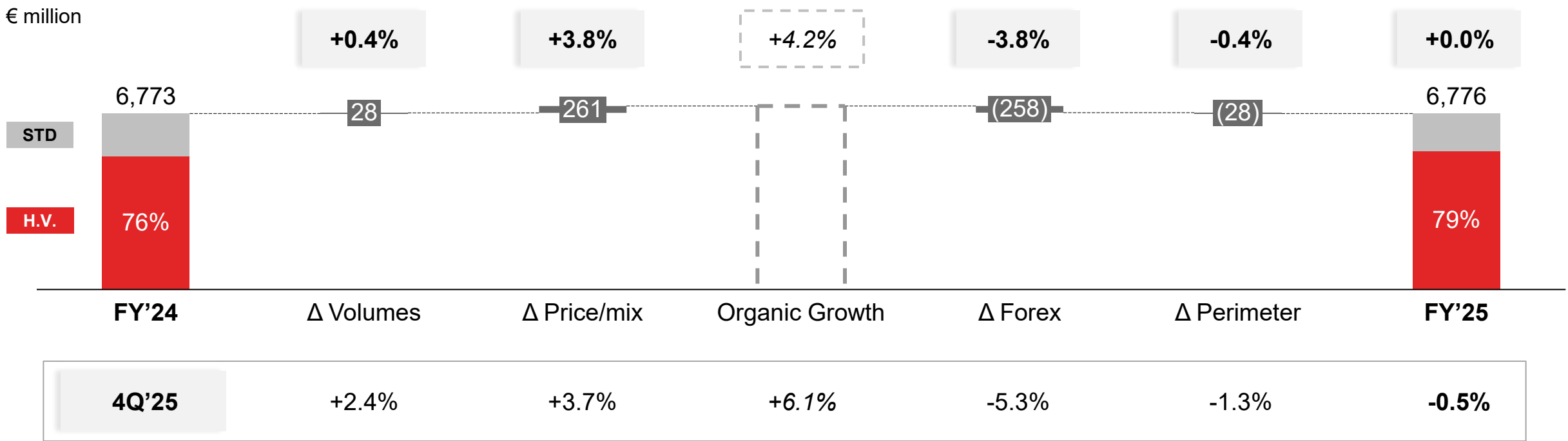
Total Gross Impact

€158M

Vs. €150M Target,
covering 1.3x input
cost inflation

FY 2025 Sales bridge

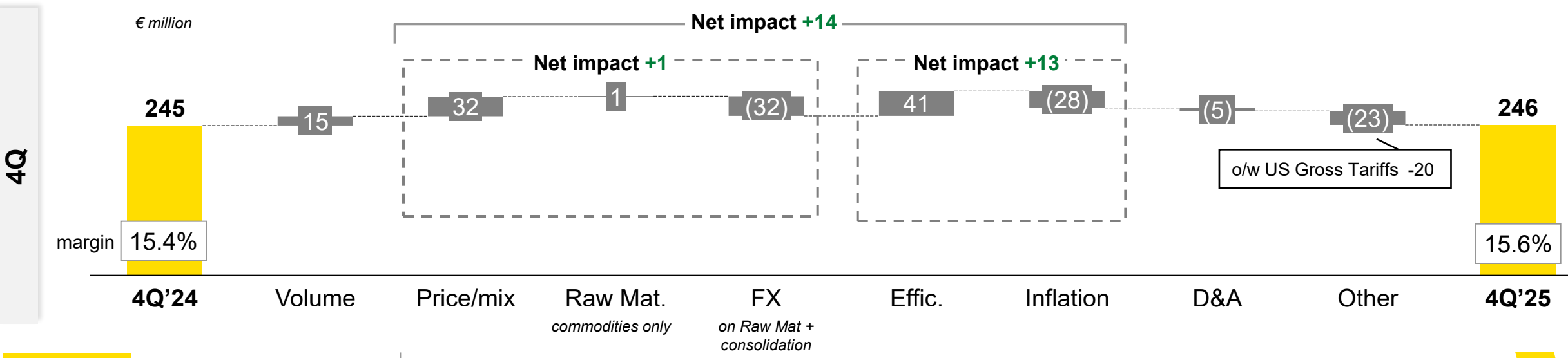
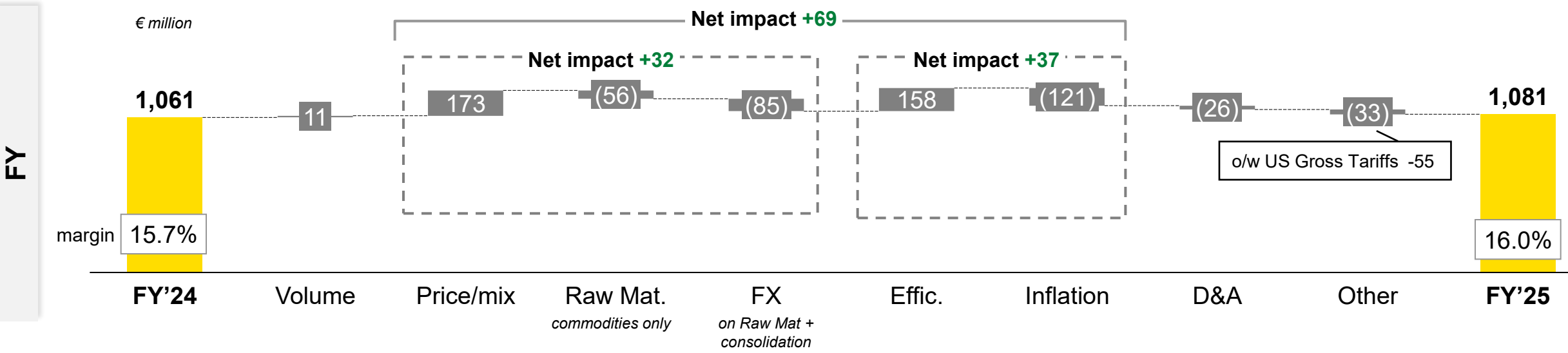
Solid organic growth supported by sound price/mix improvement offsetting forex headwinds. HV Sales Reach 79% of Total Sales



- 4Q DYNAMICS
- >> **Volumes:** strong HV growth across regions, especially in OE, coupled with continued reduction of Standard
 - >> **Price/Mix:** In line with expectations, supported by product and regional mix; negative channel mix due to OE outperformance
 - >> **Forex:** US\$ weakness and LatAM currencies volatility;
 - >> **Δ perimeter** due to Däckia AB de-consolidation

FY 2025 adjusted EBIT

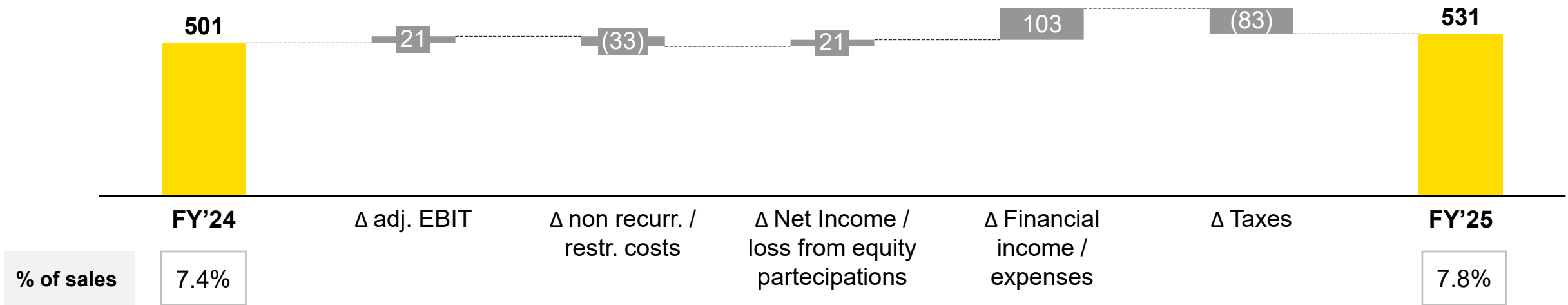
Internal levers (p/mix, efficiencies & tariffs mitigation actions) drive profitability growth, offsetting external headwinds for ~€320M



FY 2025 Net Income

Earnings growth supported by sound operating performance and lower financial expenses

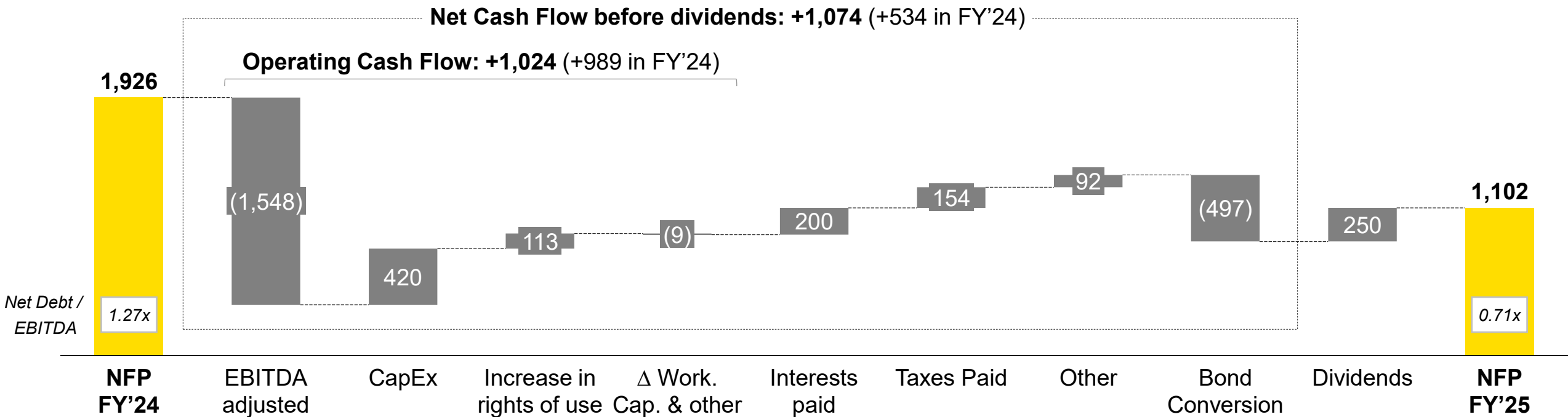
€ million



- >> **Non-recurring:** organisation streamlining in Europe and LatAm
- >> **Equity Participations:** including the proceeds from the disposal of the Finpriv stake (Mediobanca)
- >> **Financial Income & Expenses:** 184M€ vs 287M€, due to lower non-cash items and reduced financial charges
- >> **Income Taxes:** 30.2% tax rate (vs. 22.6% in FY24) no longer benefitting from tax incentives in Italy

FY 2025 Net Financial Position

Strong deleverage thanks to solid operating cash flow and equity bond conversion



NWC DYNAMICS

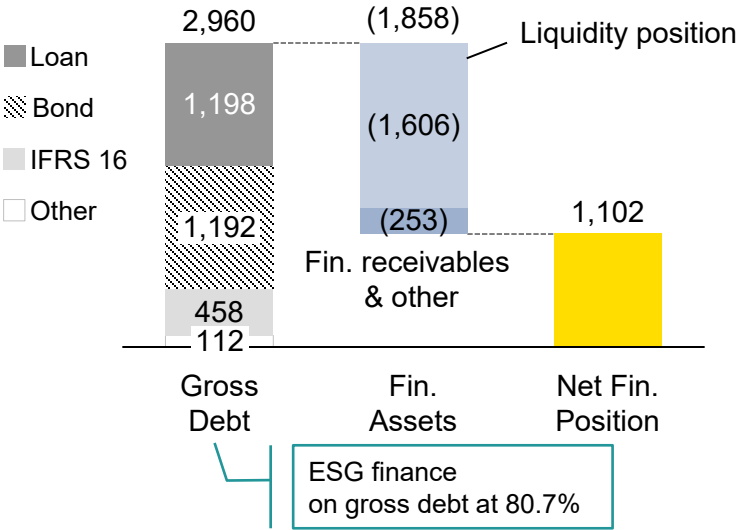
- >> Careful inventories management (~21.5% of sales, stable YoY)
- >> Payables and Receivables in line with previous year (Payables ~31% of sales, Receivables ~9%)

Gross Debt structure as of December 31st 2025

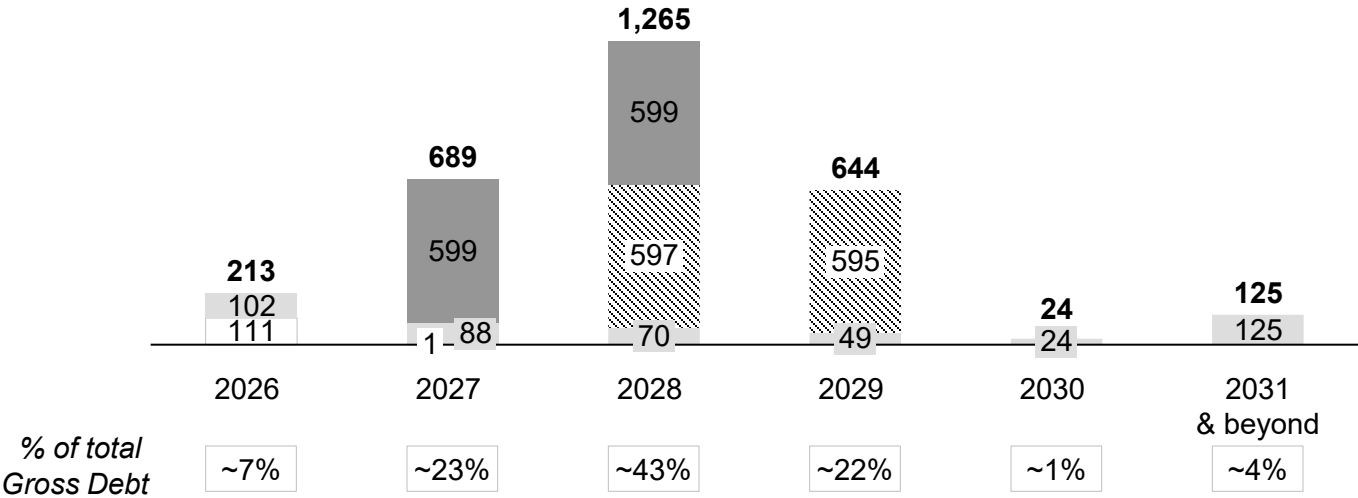
In January 2026 completed the full refinancing of 2027 loan maturities and renewed the undrawn committed lines to 2031.
2025 Target of 100% of ESG debt at HQ level achieved.

€ million

Net Financial Position



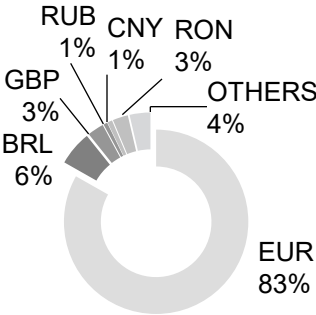
Gross Debt maturity



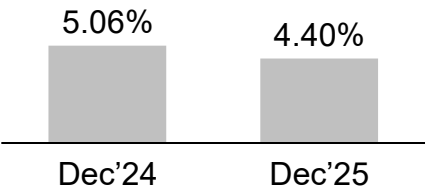
Liquidity profile

Liquidity position ¹	1,606
Committed lines not drawn	1,500
Liquidity margin	3,106

Break-down by currency²



Cost of debt (last 12 months)





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Navigating a dynamic landscape characterized by uncertainty and structural transformations



RISING GEOPOLITICAL TENSIONS

Regional Escalations

Trade War

Value chain disruptions

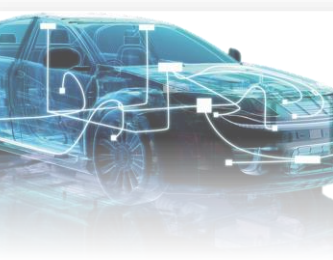


MACROECONOMIC HEADWINDS

Demand uncertainties

Forex volatility

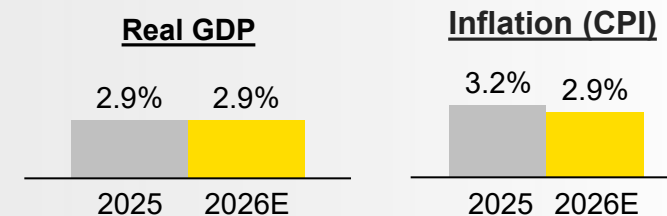
R/Mat. swings & rising input costs



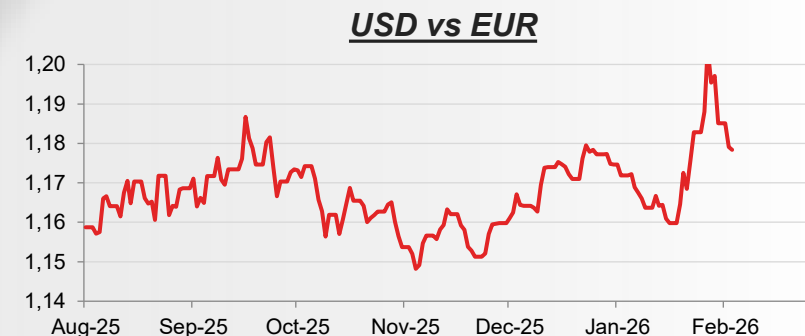
TECH ADVANCEMENT & TRANSITION

EV, Software-defined vehicles and AI

Resilient World GDP growth with easing inflation...



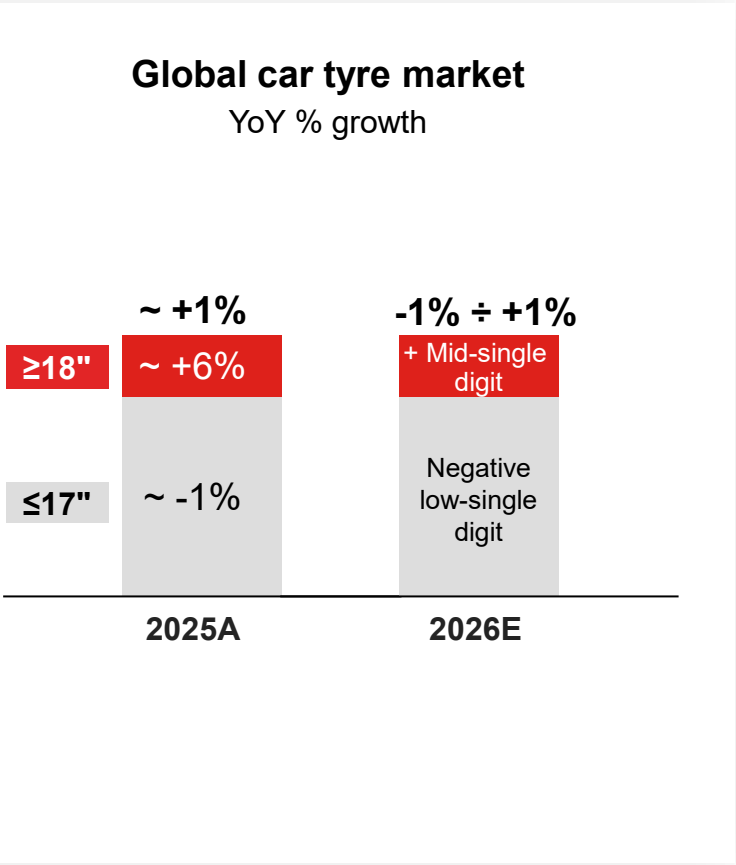
... amid rising FX & commodity volatility



» Oil & Gas driven by geopolitical tensions;
Natural Rubber by SE Asia weather

Pirelli's reference market expected to be resilient: High Value growing mid-single-digit

Weak demand for ≤17" in key Standard regions



» **Car ≥18"**: mid-single digit Repl. demand, car production expected to recover in 2H



EU

OE slightly positive (car production expected to recover in 2H), Replacement expected to grow mid-single digit



NA

Flattish OE market (due to uncertainty around consumer spending) while Replacement confirms its resilience (supported by the existing car parc)

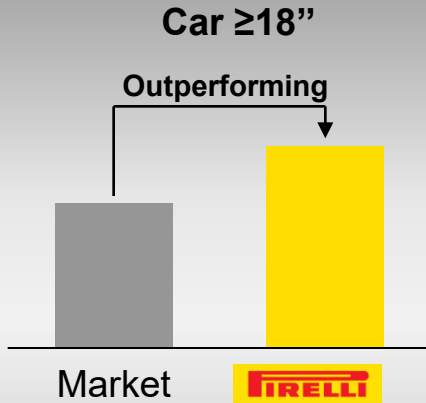


China

Low single-digit growth on OE (due to the changes incentive systems); a better trend on Replacement

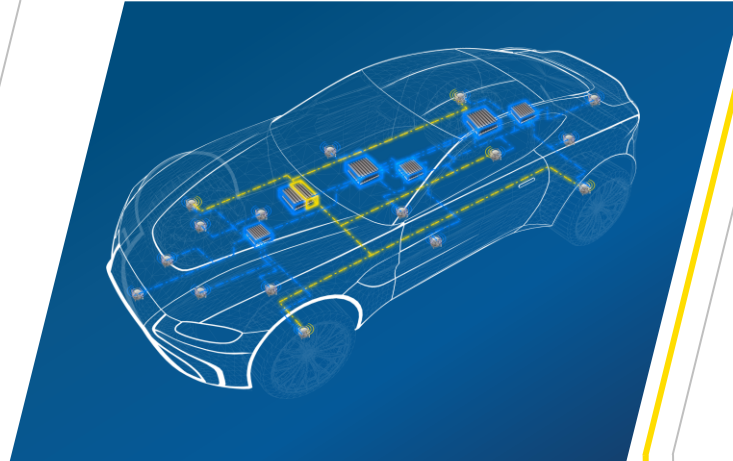
Pirelli expects to outgrow the market, gaining share in High Value, while keeping on reducing exposure to Standard

Three main priorities to strengthen leadership & cope with a challenging external scenario...



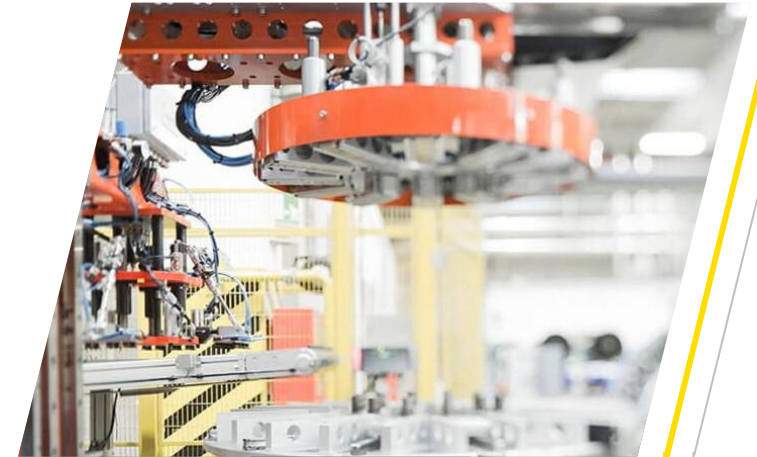
HIGH VALUE GROWTH

Leveraging Pirelli's business model and iconic brand



INNOVATION

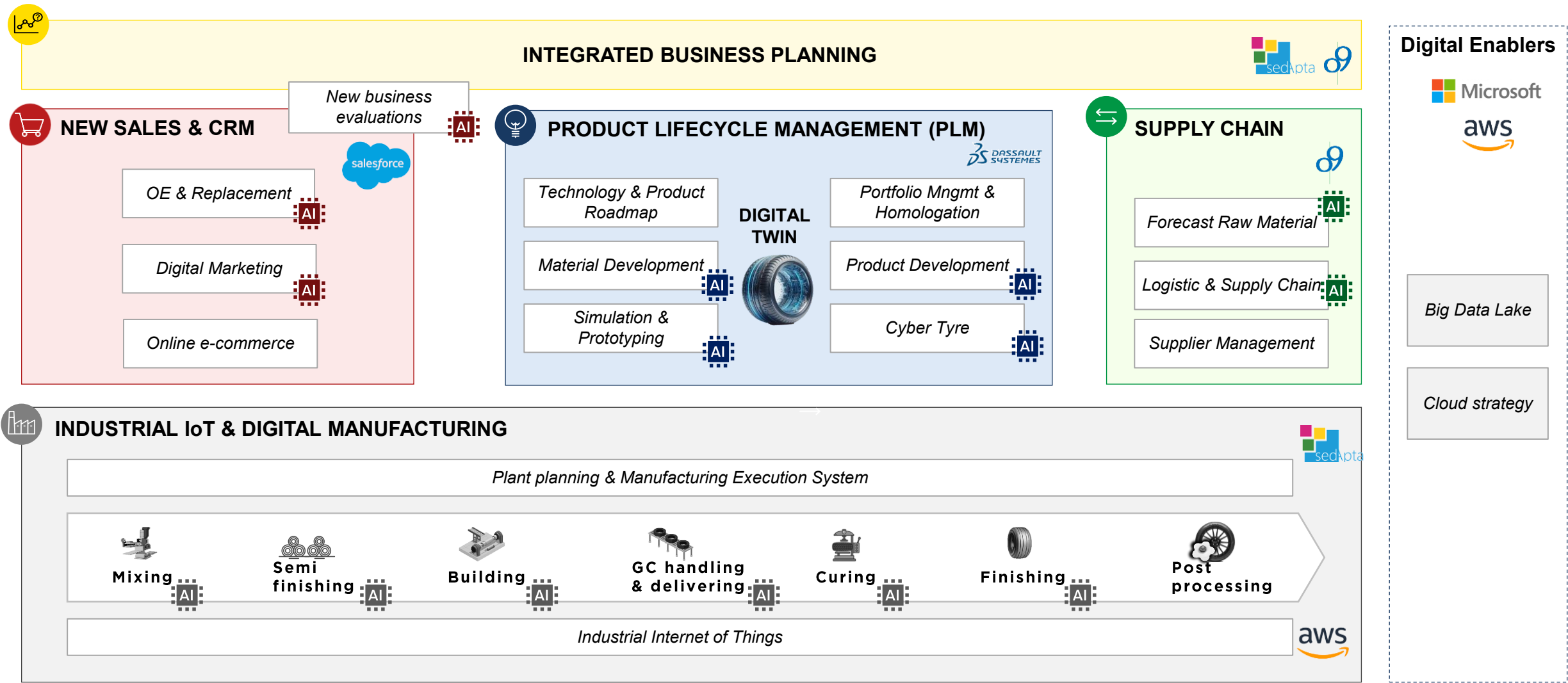
Accelerating technology development to sustain global leadership



TRANSFORMATIVE EFFICIENCY

Digitalization, Automation, Electrification and acceleration in AI introduction

... leveraging a pervasive Digital Architecture integrated across the entire value chain, empowered by progressive AI introduction



GROWTH | Exploit technological & market opportunities



PRODUCT MIX IMPROVEMENT

- » Leverage leadership on **EV and Specialties**
- » **Boosting regional** offer to meet customer needs
- » Broader portfolio coverage in **niche segments**



EXPANDING OE OPPORTUNITIES

- » **US OEMs Partnerships on Iconic Models**
- » Consolidate **leadership** with **Chinese Premium NEV**
- » Leveraging **our tech leadership** with **EU Prestige & Premium OEMs**

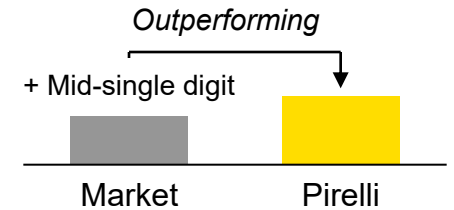


MARKET OPPORTUNITIES

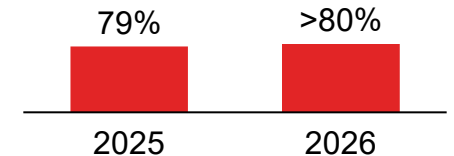
- » **Growing in USA, the largest HV market**
- » Exploiting **opportunities** in **fast growing HV markets**

REINFORCING HV POSITIONING

Car $\geq 18''$



HV Sales



GROWTH | Leveraging an iconic brand beyond tyres

Enlarging our reach through art, culture and strategic sponsorships

STRATEGIC SPONSORSHIPS



Exclusive global tyre partner



Road to MotoGP: Sole Tyre Supplier from 2027



Olympic Official Tyre Partner



Official Tyre Partner



Sponsor & Technical Partner

ART & CULTURE ASSETS

THE CAL™

Shaping contemporary culture for > 50 years

Pirelli
HangarBicocca

Promoting and producing contemporary art



WORLDWIDE BRAND RECOGNITION

1st

in prestige/sporty &
high-tech brand perception¹

Top
Scorer

in brand metrics among high-
value consumers worldwide¹



1. Based on Kantar 2025 Brand Equity Research for Pirelli

PRODUCT INNOVATION in 2026

9 NEW CAR PRODUCTS

- » **Renewal of highly successful lines** for specific segments/markets
- » Focus on **safety & performance**, incorporating our **latest technologies**
- » Leveraging **modularity** to **reduce** manufacturing **complexity**



7 NEW TWO-WHEELS PRODUCTS

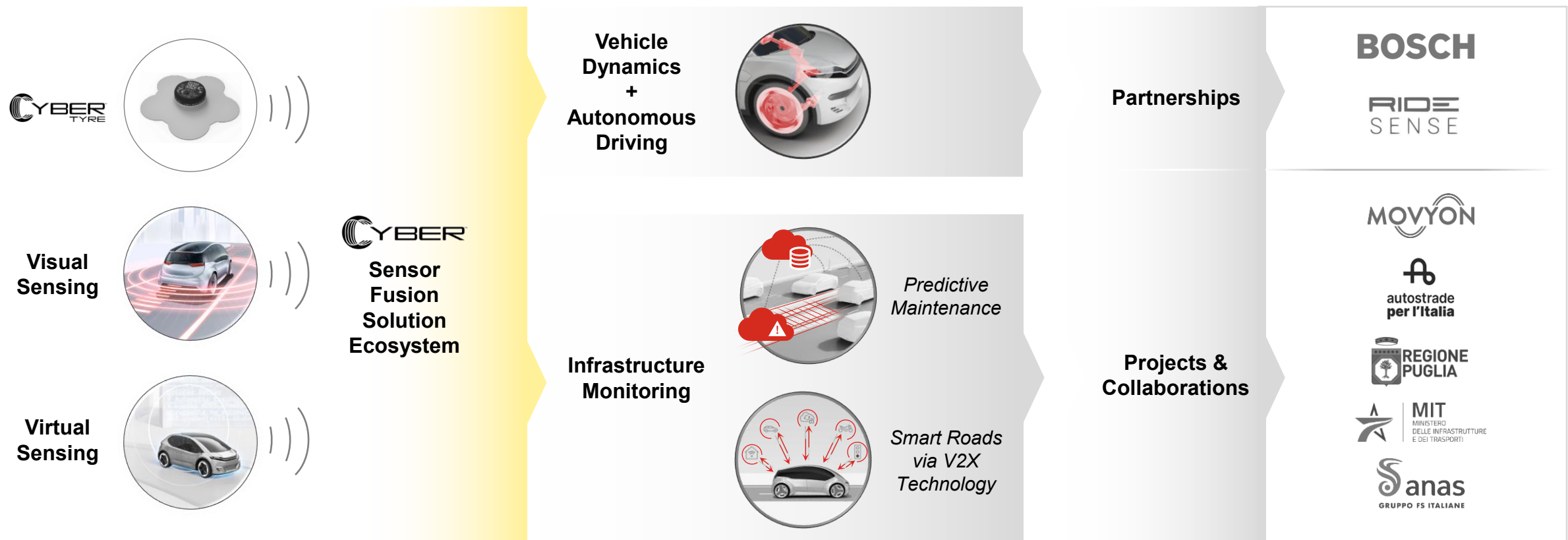
- » Addressing **customers' needs** across segments
- » **Moto: 3 new products**, ensuring **performance** with a **sporty character**
- » **Cycling: Launch of 4 new products** for **racing, road & gravel** and **MTB**



Virtualization and advanced materials drive lower time-to-market and better quality

PRODUCT INNOVATION | Cyber Tyre ecosystem development is ongoing

Advanced smart infrastructure monitoring and safety through partnerships with top technology players & Institutions...



... while expanding agreements with new International Prestige & Premium OEMs



TRANSFORMATIVE EFFICIENCY | delivering ~€150M mainly through product & manufacturing

Programs leveraging Digitalization, Automation and AI introduction to enable a sustainable cost base transformation

PRODUCT DESIGN

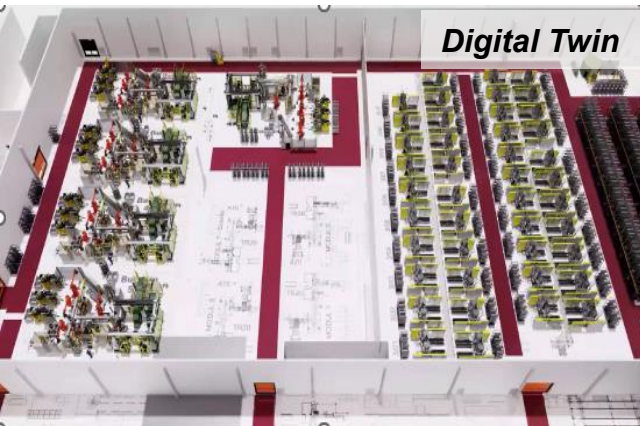


- » **Virtualization & Simulation:** accelerating innovation pace while reducing costs
- » **Modularity:** Design for competitiveness to reduce factory complexity

>80% of products developed

-12% of semifinished commonality across the whole production

MANUFACTURING



- » **Digitalization:** Expanding IIoT¹ & digital solutions to increase productivity, quality & flexibility
- » **Electrification:** Improving energy efficiency through curing electrification & B.E.M.S.²
- » **Automation:** High tech automation solutions in process plus finishing, handling & material flow

~80% of machineries is already connected

-80% energy consumption³

FY 2026 Guidance

Targeting solid organic growth & profitability improvement, while sustaining sound cash generation despite higher taxes

€ billion	2025 A	2026 E Guidance	
Net Sales	6.78	~ 6.7 ÷ 6.9	Volumes: ~ +1% ÷ +2% Price/Mix: ~ +2% Organic growth: +3% ÷ +4% Forex & Δ perimeter: -4.5% ÷ -2.5%
Adj. EBIT Margin	16%	~ 16% <i>slightly improving YoY</i>	
CapEx <i>% of sales</i>	0.42 6.2%	~ 0.45 ~ 6.5%	• Solid operating cash flow generation confirmed (Free Cash Flow conversion >70%) • Higher taxes due to expiration of tax benefits in Italy
Net Cash Flow <i>bef. dividends & convertible bond</i>	0.58	~ 0.5	
Net Financial Position	1.1	~ 1.2	Including ~€0.25B impact (delta Net Debt + option strike price) related to the exercise of the option to increase the stake in Jining Shenzhou Tyre Co. from 49% up to 70%
Leverage <i>Net debt / adj. EBITDA</i>	~0.7x	~ 0.75x	

- » In line with last year dividend policy (~50% of group net profit), the Board will propose a dividend of **€0.24/share**, for a total of **~€260M**.
- » Considering the solid 2025 results and lower leverage, an **additional dividend of €0.10/share** will also be proposed, for **~€109M**.
- » Overall, the proposed total dividend amounts to **€0.34/share**, corresponding to a total distribution of **~€369M**.



POWER IS NOTHING WITHOUT CONTROL

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Economic results summary

€ million	4Q 2025	4Q 2024	Δ YoY	FY 2025	FY 2024	Δ YoY
Net Sales	1,581.0	1,588.8	-0.5%	6,776.2	6,773.3	+0.0%
<i>Organic variation</i>			+6.1%			+4.2%
adjusted EBITDA¹	363.1	362.5	+0.2%	1,548.3	1,519.5	+1.9%
<i>% of net sales</i>	23.0%	22.8%	+0.2 p.p	22.8%	22.4%	+0.4 p.p
reported EBITDA	323.4	341.5	-5.3%	1,464.8	1,475.7	-0.7%
<i>% of net sales</i>	20.5%	21.5%	-1.1 p.p	21.6%	21.8%	-0.2 p.p
adjusted EBIT¹	245.9	244.6	+0.5%	1,081.4	1,060.5	+2.0%
<i>% of net sales</i>	15.6%	15.4%	+0.2 p.p	16.0%	15.7%	+0.3 p.p
reported EBIT	182.8	195.2	-6.4%	891.2	903.0	-1.3%
<i>% of net sales</i>	11.6%	12.3%	-0.8 p.p	13.2%	13.3%	-0.1 p.p.
Net income / (loss) from equity investments	29.9	8.9	n.m.	52.7	31.4	+67.8%
Financial income / (expenses)	(24.8)	(61.1)	-59.4%	(183.7)	(286.6)	-35.9%
EBT	187.9	143.0	+31.4%	760.2	647.8	+17.4%
Taxes	(57.8)	(13.0)	n.m.	(229.5)	(146.7)	+56.4%
Tax rate %	-30.8%	-9.1%		-30.2%	-22.6%	
Net Income / (loss)	130.1	130.0	+0.1%	530.7	501.1	+5.9%
Earnings / (loss) per share (€ per share)	0.12	0.12		0.50	0.47	
Net income / (loss) adjusted	171.9	165.1		653.3	613.5	

Consolidated Balance Sheet

€ million

	31/12/2025	31/12/2024
Fixed assets	8,593.1	8,771.6
Net working capital	(69.9)	51.2
<i>% of net sales</i>	<i>-1.0%</i>	<i>0.8%</i>
Total net invested capital	8,523.2	8,822.8
Equity	6,456.7	5,912.3
Provisions	964.5	984.7
Net financial position	1,102.0	1,925.8
Total financing and shareholders' equity	8,523.2	8,822.8
Attributable net equity	6,277.8	5,756.1
Total net financial debt¹	1,221.7	2,034.4

Net Cash Flow

€ million

	1Q 2025	2Q 2025	3Q 2025	4Q 2025	4Q 2024	FY 2025	FY 2024
Adjusted Operating income (EBIT)	279.8	278.5	277.2	245.9	244.6	1,081.4	1,060.5
Amortiz. & depreciations (excl. PPA amortiz.)	119.2	115.4	115.1	117.2	117.9	466.9	459.0
Investments in tangible and intangible assets (Capex)	(60.0)	(68.0)	(95.5)	(196.2)	(179.2)	(419.7)	(414.9)
Increase in right of use	(28.3)	(43.3)	(25.5)	(15.8)	(29.6)	(112.9)	(118.8)
Change in working capital/other	(865.7)	55.4	(11.1)	829.9	802.4	8.5	3.0
Operating Cash Flow	(555.0)	338.0	260.2	981.0	956.1	1,024.2	988.8
Financial income/(expenses) paid	(49.1)	(67.6)	(37.8)	(45.8)	(69.6)	(200.3)	(249.4)
Taxes paid	(31.6)	(35.0)	(45.3)	(42.3)	(41.0)	(154.2)	(158.5)
Cash-out for non recurring items and restructuring costs / other	(12.6)	(9.9)	(19.3)	(10.9)	(10.6)	(52.7)	(47.4)
Dividend paid to minorities	0.0	(0.4)	(6.2)	(2.5)	0.1	(9.1)	(6.4)
Exchange rates difference/other	(29.8)	(75.0)	(8.0)	22.9	66.8	(89.9)	40.3
Net Cash Flow before extr. oper. / equity transactions / divid.	(678.1)	150.1	143.6	902.4	901.8	518.0	567.4
Extraordinary operations	(18.6)	42.9	(2.4)	37.4	(11.1)	59.3	(33.5)
Net Cash Flow before dividends & bond conversion	(696.7)	193.0	141.2	939.8	890.7	577.3	533.9
Bond Conversion				496.5		496.5	
Net Cash Flow before dividends	(696.7)	193.0	141.2	1,436.3	890.7	1,073.8	533.9
Dividends paid by Parent	0.0	(249.2)	(0.4)	(0.4)	(0.3)	(250.0)	(198.0)
Net Cash Flow	(696.7)	(56.2)	140.8	1,435.9	890.4	823.8	335.9

ESG Indices: a globally acknowledged sustainability leadership

status @19/02/2026

Major rankings 2025/early 2026		Positioning in the reference sector		Score
	S&P Dow Jones Sustainability Indices		Top Score Auto Components and Automotive sector	86
	S&P Sustainability Yearbook		Top 1% - The only tyre maker	TOP 1%
	CDP – Climate List		A LIST– Max score	A
	CDP – Supplier Engagement		A LIST– Max score	A
	ISS – ESG Corporate Rating		Prime status - Top score Auto Components	B
	MSCI – ESG Ratings		ESG Leader	AA
SUSTAINALYTICS	Sustainalytics – ESG Risk Rating		Top score Tyre industry - Negligible risk; 2026 ESG Global, Regional, Industry Leader	8
	Ecovadis – Sustainability Rating		Platinum	82

Sustainability: deep dive on 2025 achievements

				2024 Actual	2025 Actual	2025 Targets	2030 Targets	
PEOPLE	Safety first	» Towards zero accident at work	Accident Frequency Index ¹	1.41	1,21	~1 ✓	<1	
	Engagement & Retention	» leveraging on employees listening and experience	Global Sustainable engagement Index	83%	83%	≥80% constantly ✓	≥80% constantly	
CLIMATE	NET ZERO @2040 (Scope 1+2+3, SBTi validated)	» 100% of electricity purchased from the grid is renewable	CO ₂ absolute emissions Scope 1+2 ²	-57.1% vs 2018	-63,3%	-60% vs 2018 ✓	-80% vs 2018 CARBON NEUTRALITY	NET ZERO 2040 SBTi validated
		» Primary data available covering >90% of RM suppliers' total emissions	CO ₂ absolute emissions Scope 3 ²	-26.2% vs 2018	-27,5%	-27% vs 2018 ✓	-30% vs 2018	
PRODUCT	Efficiency & Safety	» reducing rolling resistance, never compromising on safety	Volumes A+B (Rolling Resistance and Wet Grip)	34.5%	39,5%	35% ✓	>50%	
	Bio-based & Recycled	» material innovation to increase non-fossil origin: PZERO E ⁶ , our lighthouse on the market:	Best product available on the market ⁶	58.5% ⁶	>70 ⁷	>70% ✓	>80%	
NATURE	Freshwater	» reducing dependency and preserving water quality	Specific water withdrawal	High water stress areas -34.6% vs 2015 All group sites -51.4% vs 2015	-43,1% -54,3%	-36% vs 2015 → ✓	-45% vs 2015 -60% vs 2015	
	Biodiversity	» Biodiversity action Plan covering the five IPBES ⁴ drivers ⁵	% on all Pirelli Industrial sites & track test areas	55%	100%	100% ✓	100%	

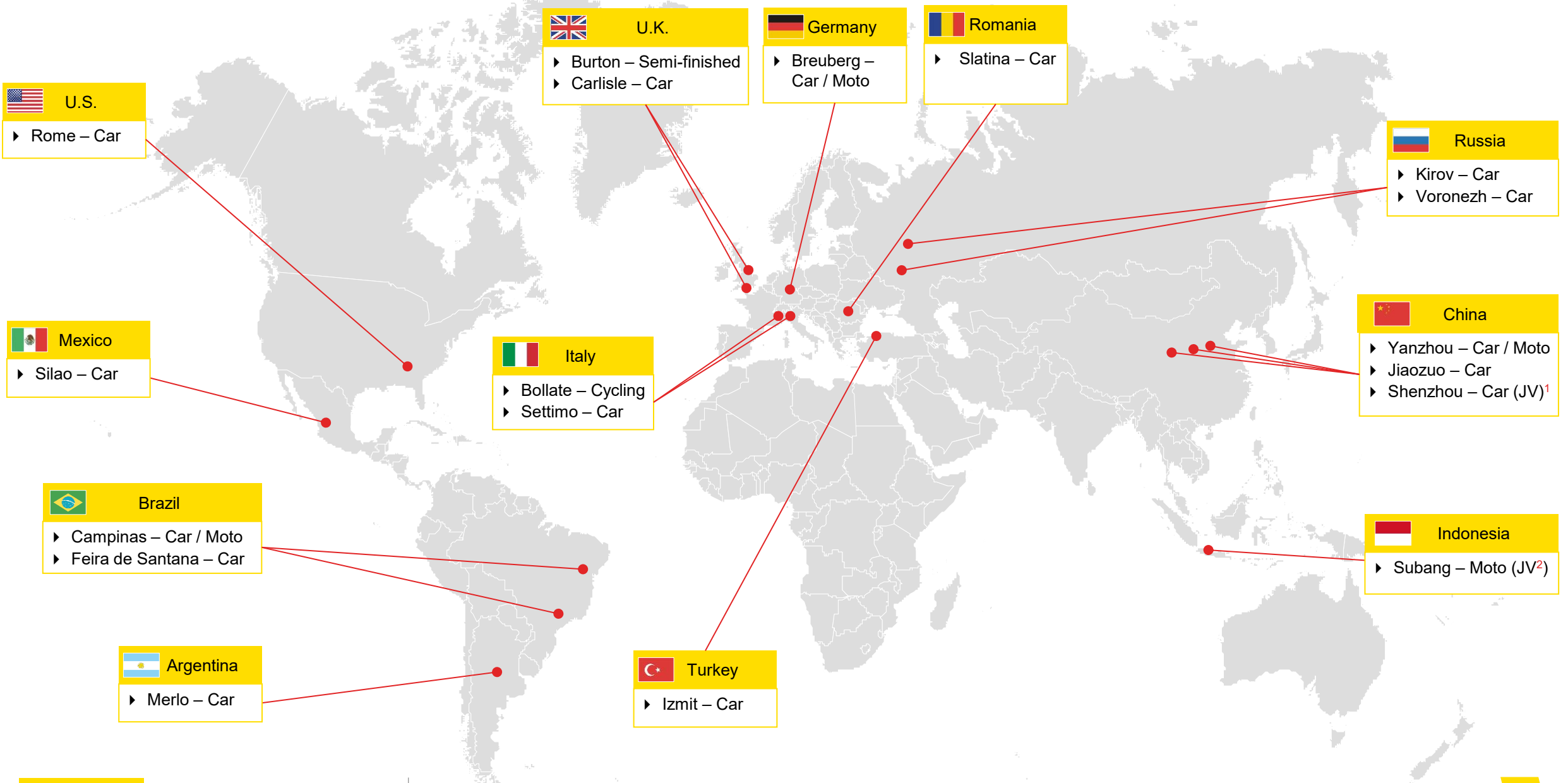
Full Pirelli sustainability plan and targets available on [pirelli.com](https://www.pirelli.com); Full 2025 sustainability related performances will be available in 2025 Pirelli Annual Report, Sustainability Statement section.



PIRELLI FY 2025 PRELIMINARY RESULTS
Wednesday, 25 February, 2026

1. Frequency Index(FI): $\Sigma(\text{Fatalities} + \text{Serious lost time injuries} + \text{Lost time injuries}) \times 1.000.000 / \text{worked hours}$. If calculated based on 200.000 hours worked, Index 2025 is 0,24, Index 2024 is 0,28, targets are ~ 0,2 @2025 and <0,2 @2030; 2. Science Based Targets initiative (SBTi) approved; 4. IPBES: Intergovernmental Science-Policy Platform on Biodiversity and Ecosystem Services – 5 Drivers are: resources exploitation, pollution, invasive species, climate change, land/water/sea use change; 6. PZEROE measure 255/50R20 - IPCode 42871 - thanks to a combination of physical segregation and mass balance approach. Bio-based materials are natural rubber, textile reinforcements, bio-chemicals, bio-resins and lignin, while recycled materials are metallic reinforcements, chemicals and - through mass balance - synthetic rubber, silica and carbon black; 7. IPCode 35837 285/45R22 XL LR ncs 114 Y P-ZERO Summer NCS - thanks to a combination of physical segregation and mass balance approach. Bio-based and recycled content is at least 31,7% and 38,3% respectively. Bio-based materials are natural rubber, textile reinforcements and bio-chemicals, while recycled materials are silica from rice husk ash, reclaimed rubber, recycled steel and - through mass balance - synthetic rubber, carbon black and silica.

Pirelli manufacturing footprint



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The APIs presented herein are EBIT, EBIT margin, EBITDA, EBITDA margin, net income and net income margin.

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