



 elica



RESHAPE YOUR RELATIONSHIP WITH COOKING

MONDAY JUNE 6TH, 2022

ADI DESIGN MUSEUM

AGENDA

1

JOURNEY TOWARDS A
NEW COMPANY
GIULIO COCCI - CEO

2

COOKING ROADMAP
LUCA BARBONI – MD COOKING



3

MOTOR DIVISION:
THE OPPORTUNITY
GIACOMO IANNELLI – MD MOTORS

4

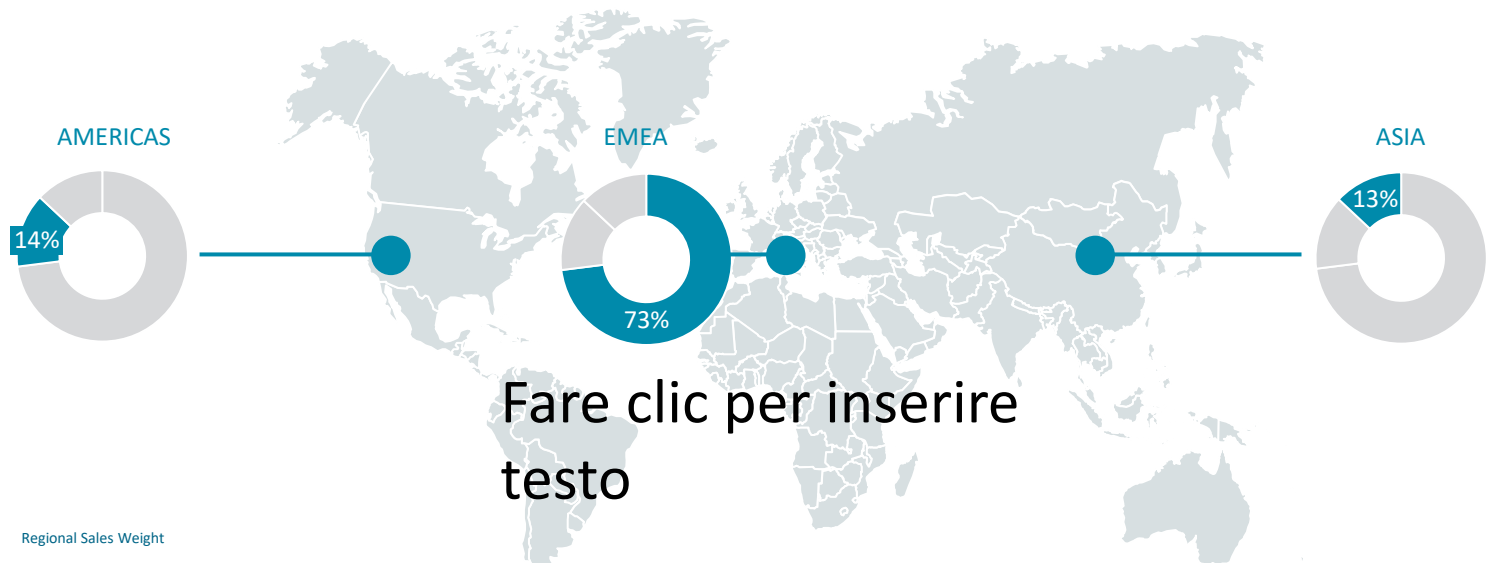
FINAL REMARKS:
THE FUTURE IS NOW
GIULIO COCCI - CEO

1 JOURNEY TOWARDS A NEW COMPANY



GIULIO COCCI
CEO

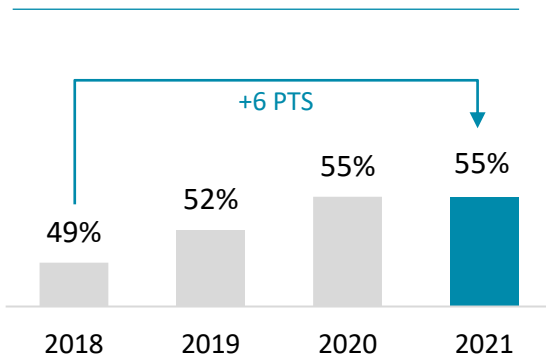




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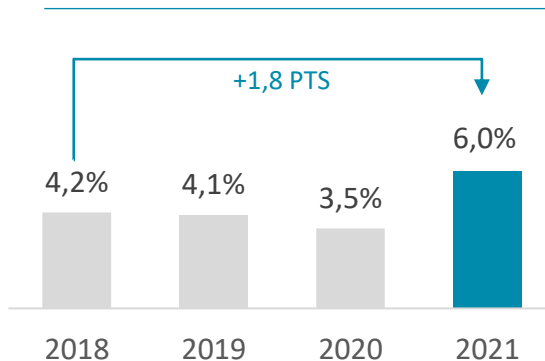


OWN BRANDS GROWTH



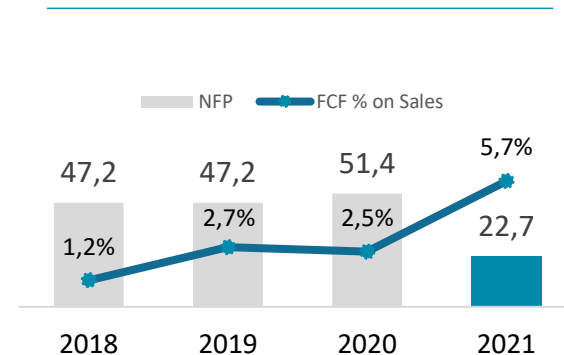
BRAND SALES
60%

SUSTAINED EBIT MARGIN

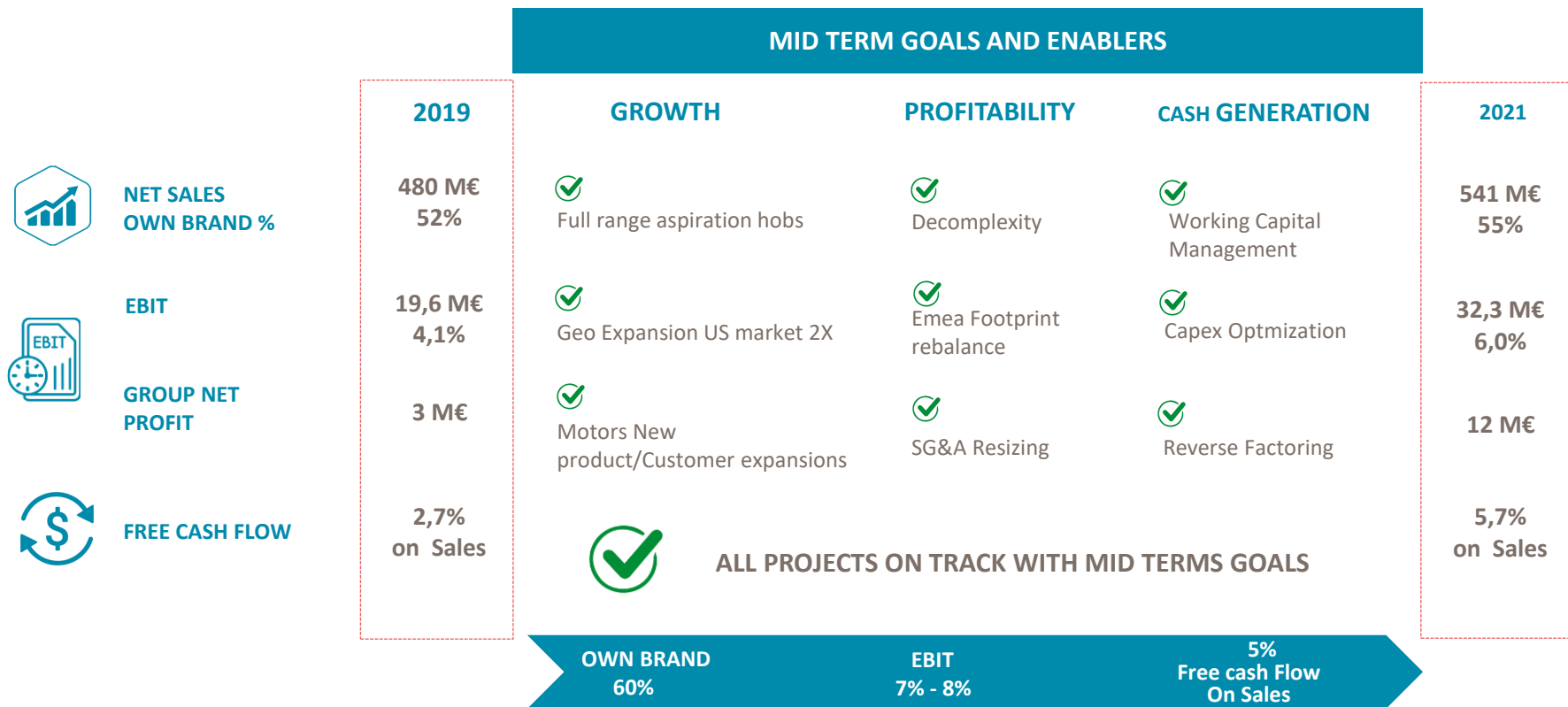


MID TERM TARGET
7-8%

SOLID CASH GENERATION



MID TERM TARGET
5% On Sales



HIGHLIGHTS



NET SALES
144,0 M€

YoY Change
+7 M€ +5,1%
(organic: +5,7%)



EBIT ADJ
9,0 M€
6,2%

YoY Change
+0,4 M€
-



NFP
31,0 M€
Leverage: ~ 0,8

YoY Change
+20 M€





Giulio Cocci

Chief Executive Officer

- Appointed CEO of Elica in **March 2021**
- Previously covered senior management positions in Elica (CFO, Group Controlling) Datalogic and Whirlpool



Francesca Pisani

General Counsel

- Appointed General Counsel of Elica in **September 2019**
- Previously covered senior management positions in Elica (Group Legal)



Stefania Santarelli

Chief Financial Officer

- Appointed CFO of Elica in **March 2021**
- Previously covered senior management positions in Elica (Group Controlling) and Whirlpool



Deborah Carè

Chief Human Resources Officer

- Appointed CHRO of Elica in **October 2021**
- Previously covered senior management positions in Elica (HR, Brand Marketing & Communication) and Loccioni



Luca Barboni

Managing Director Cooking

- Appointed MD Cooking of Elica in **September 2021**
- Previously covered senior management positions in Elica (Managing Director Motors, Sales)



Giacomo Iannelli

Managing Director Motor

- Appointed MD Motor of Elica in **September 2021**
- Previously covered senior management positions in Elica (Strategy & Transformation) NieW and EY (Partner)

2 COOKING ROADMAP



LUCA BARBONI
MD COOKING



Elica sells branded cooking hoods mainly with its flagship brand Elica; the Business Unit also serves tier 1 kitchen appliances global manufacturers

HOODS



PRODUCTS

- Major Hoods manufacturer in the world
- #1 - #2 in 4 of top European countries
- Premium Hoods Specialist in NAR

NET SALES
2021

~78%

ASPIRATION HOBS



- Third player in Europe with an overwhelming growth in the last years
- Growth trend confirms that cooking range enlargement as the biggest opportunity in Europe

~12%

BRANDS

NET SALES
2021

OWN BRANDS



- High design and technology
- Global presence

~55%

OEM



- Client branded cooking hoods
- Wide tier 1 client portfolio

~45%

DIVERSIFIED GEO STRATEGY

NEXT STEPS – KEY PRIORITIES



COOKING 360°
Design
Performance
Innovation

GREATER EUROPE

BUSINESS HIGHLIGHTS:

- Leading by far Hoods segment
- Growing Aspiration Induction Hobs business
- Wide and increasing presence in every Country

STRATEGY:

- Bolster premium product offering and address consumer preferences for design, minimal visual impact and low noise
- Boost Aspiration Hob product range
- Expand product offering in Major Domestic Appliances for cooking

M&A:

- Expand product offering in Cooking Major Domestic Appliances

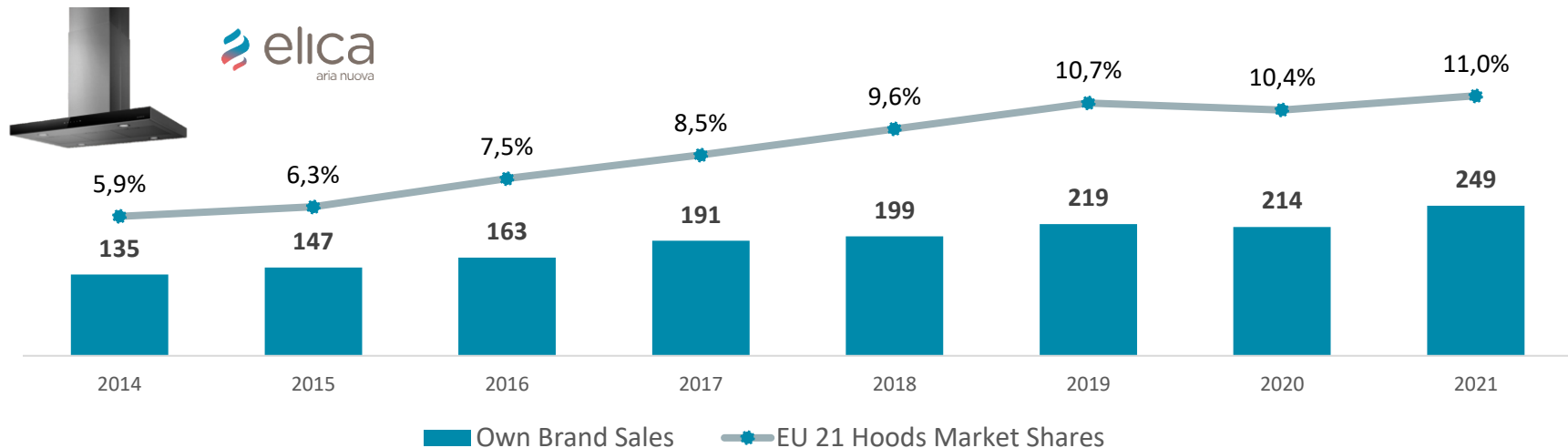


COOKING | HOODS | OWN BRANDS MARKET SHARES



Doubled own brands market shares of European hoods market over the last few years becoming the market leader in the region

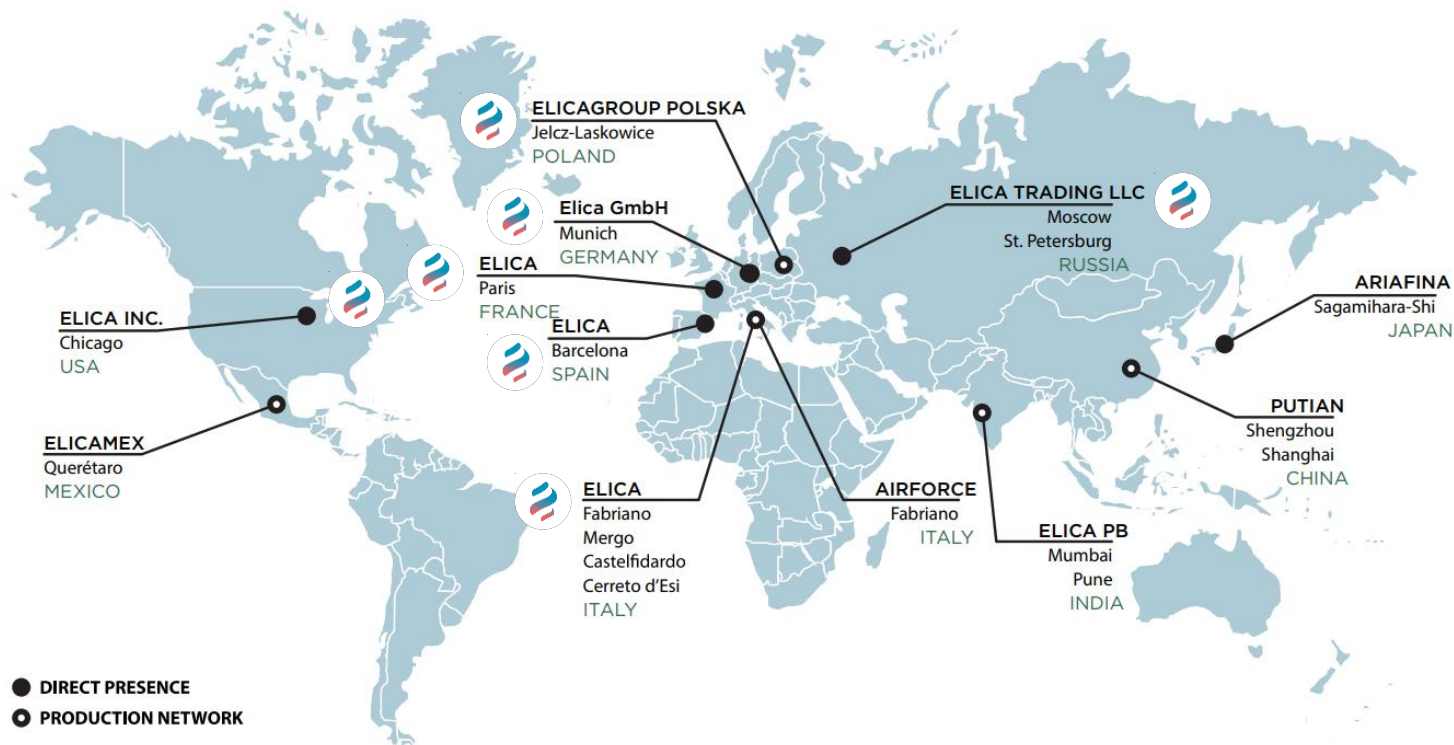
Doubled Own brand sales moving from 40% of Cooking BU sales to 55%



Cooking BU | Elica own brands 2014-21 Net Sales percentage on total Cooking BU



COOKING | DIRECT COMMERCIAL PRESENCE IN KEY EU COUNTRIES



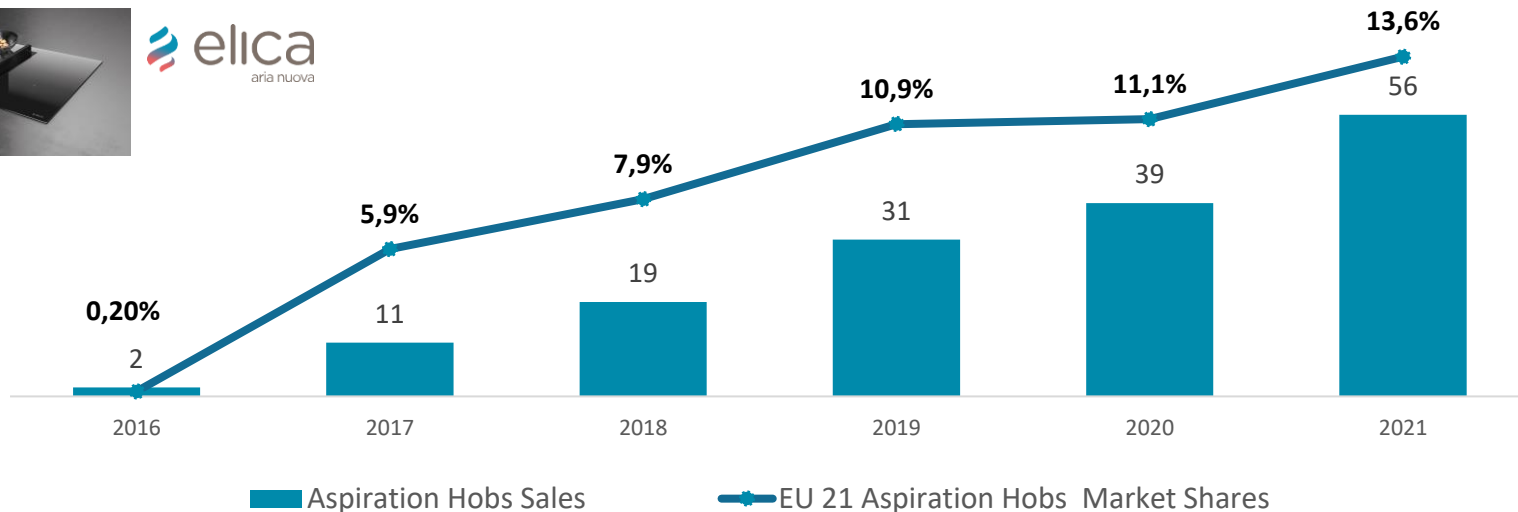
(*) Not Controlling Interest

COOKING | ASPIRATION HOBS GROWTH CONFIRMS THAT COOKING RANGE ENLARGEMENT AS THE BIGGEST OPPORTUNITY IN EUROPE

Since the launch in 2016, Elica branded aspiration hobs rapidly gained traction becoming the 3RD player in the European Market and market leader in key countries such as Italy and France.



 **elica**
aria nuova



Cooking BU | Aspiration Hobs on Cooking Net Sales



NORTH AMERICA

BUSINESS HIGHLIGHTS:

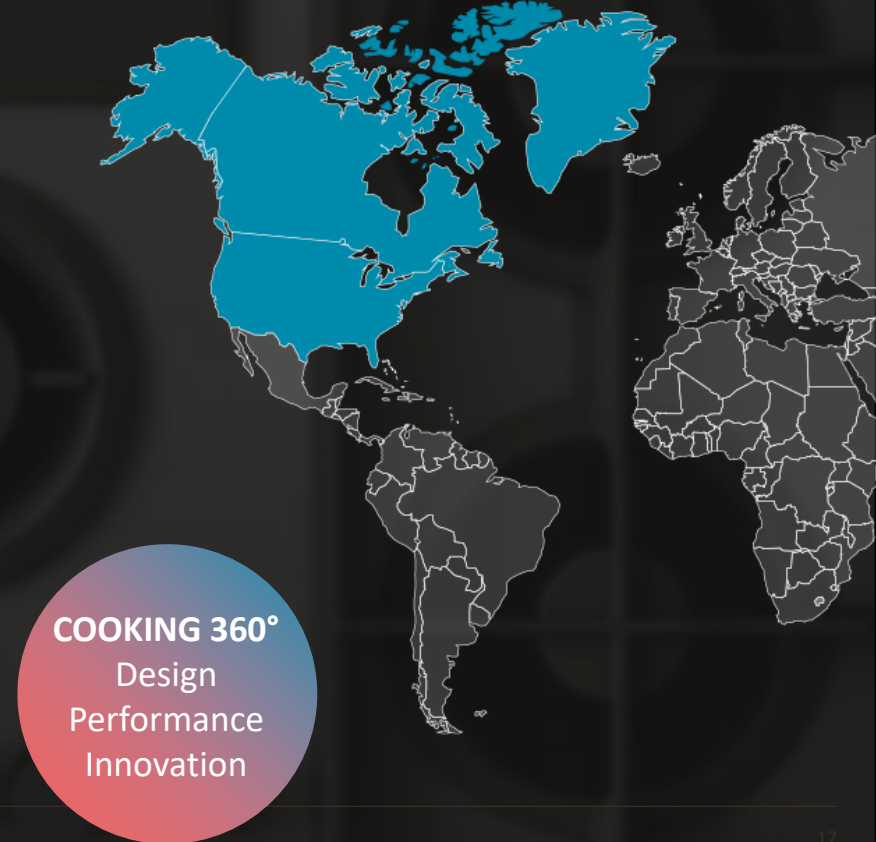
- Market big belly through OEM business
- Elica Brand represents Premium Hoods Specialist
- Right distribution strategy $\approx 2X$ sales in 3 years
- Leveraging business proximity through Mexico production plant

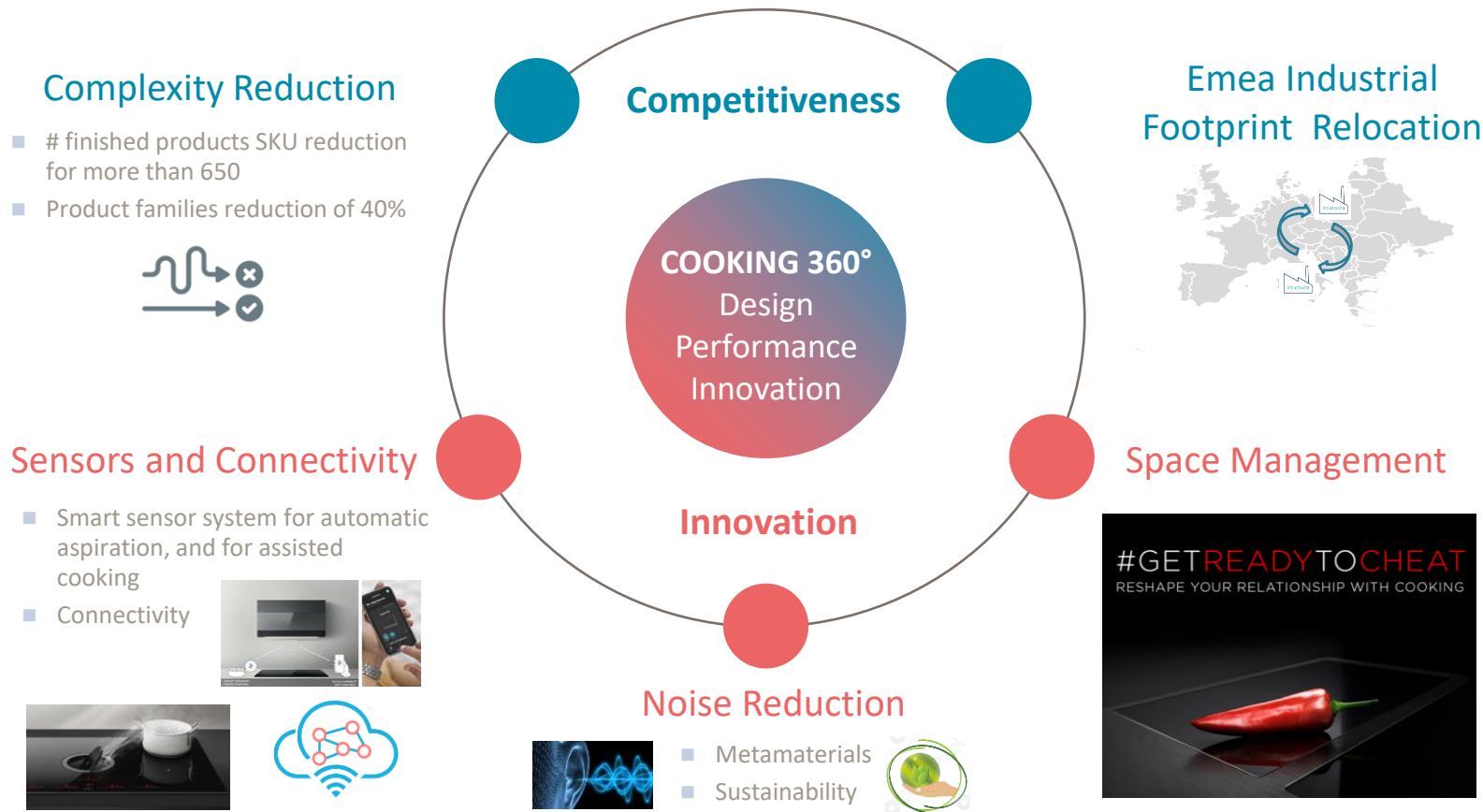
STRATEGY:

- Aspiration hobs
- Induction hobs
- Premium American style hoods

M&A:

- Products and Distributions





3 MOTORS DIVISION: THE OPPORTUNITY



GIACOMO IANNELLI
MD MOTORS



EMC FIME | AT A GLANCE



EMC FIME is a B2B specialized designer and producer of electric motors and ventilation systems for home appliances and heating systems producers

Products

VENTILATION



HEATING



Customers



B/S/H/

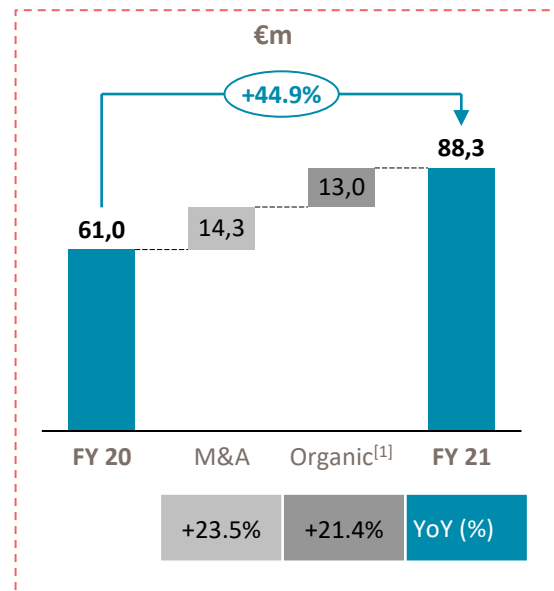


Revenues Share

~60%

~40%

Revenues

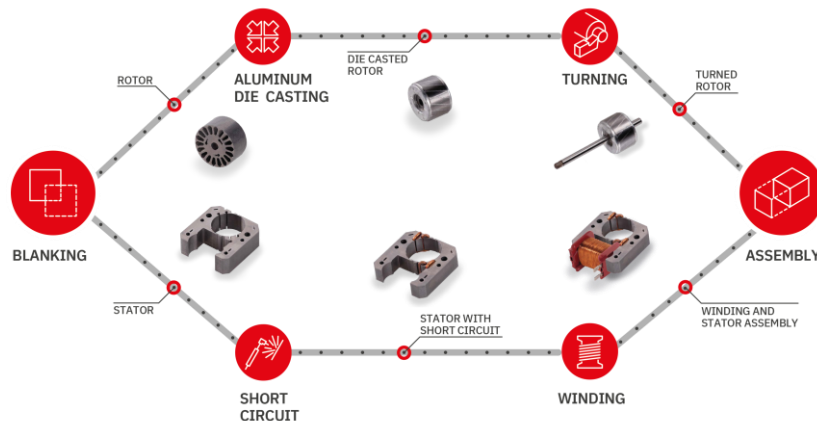


The Company has a strong internal R&D capabilities and an integrated supply chain allowing for control, reliability and timeliness in all company processes; EMC FIME has two production sites, one in Italy and one in Poland

Internal R&D



Vertical manufacturing based in Europe



Industrial footprint

- 470 employees
- 2 locations (Italy/Poland)




Castelfidardo, Italy



Jelcz-Laskowice, Poland



EMC FIME in the ventilation and heating segments will leverage on product technical improvement, development of systems offering and launch of hydrogen solutions

BU strategy	What	Why
<p>1</p> <p>PRODUCT</p> 	<ul style="list-style-type: none"> ■ Improve solutions in terms of <ul style="list-style-type: none"> - efficiency - noise level - connectivity 	<ul style="list-style-type: none"> ■ Higher efficiency appliances required by EU energy label directive ■ Higher domestic comfort ■ IoT evolution
<p>2</p> <p>SYSTEMS</p> 	<ul style="list-style-type: none"> ■ Strengthen internal competences on Electronics ■ Switch from a «Motors» producer to a «Systems» producer (electronics + fan + blower) 	<ul style="list-style-type: none"> ■ Growing demand for brushless solutions ■ Added-value systems ■ To internalize competences
<p>3</p> <p>HYDROGEN</p> 	<ul style="list-style-type: none"> ■ Develop more efficient and sustainable solutions by: <ul style="list-style-type: none"> - certify EMC FIME solutions "Hydrogen Ready" (able to work with H2) - increase Heat Pumps components product range 	<ul style="list-style-type: none"> ■ Favourable energy transition trends (e.g., European Climate Law, REPowerEU Plan) and consumers preferences

4 FINAL REMARKS: THE FUTURE IS NOW



GIULIO COCCI
CEO



RESHAPE YOUR RELATION WITH COOKING



- ✓ A NEW COMPANY
- ✓ A COOKING COMPANY
- ✓ A SUSTAINABLE COMPANY
- ✓ AN OPPORTUNITY TO CREATE LONG TERM VALUE



 elica