FY 2022 Preliminary Results

ANALYSTS PRESENTATION

TUESDAY FEBRUARY 14TH, 2022

AGENDA

1 Q4 & FY 2022 HIGHLIGHTS

2 INDUSTRY TREND

3 SALES DYNAMICS

4 ECONOMICS & FINANCIALS

5 CLOSING REMARKS

FY 2022 RESULTS

HIGHLIGHTS

NET SALES 548,6 M€	**YoY Change** +7 M€ +1,3% *(organic: +1,6%)*
EBIT ADJ 33,0 M€ 6,0%	**YoY Change** +0,8 M€ 10 pts
NFP (29,9) M€ *Leverage:~0,6*	**YoY Change** -7 M€

- **Positive organic growth @1,6%** in a negative industry, leveraging Cooking Elica brand leadership and Motor division double-digit expansion
- **~60 M€ inflationary costs** more than offset by agile price increase execution and effective cost management: **margins protected despite negative sector dynamics**
- **Strong ongoing cash conversion**, self-financing the payment execution of the key strategic initiatives: industrial footprint relocation (12M€), M&A (13M€) and buy back (2M€), while coming back to a **sustainable dividend policy**.

Q4 2022 RESULTS

HIGHLIGHTS

NET SALES **129,6 M€**	**YoY Change** **-4,9 M€ -3,6%** *(organic: -5,9%)*
EBIT ADJ **7,4 M€** **5,7%**	**YoY Change** **+0,1 M€** **+0,2 pts**
NFP **(29,9) M€** *Leverage:~0,6*	**YoY Change** **-7 M€**

- In line with expectations: **value market share gain** (Europe) in a strongly negative cooking industry.
- **Margins** supported by **industrial footprint relocation** project completion, quick **production capacity rebalance** and effective cost management while defending current pricing.
- Solid cash conversion despite payment for Dividend and Capex driven by margin growth, ~20M€ of Inventory reduction with positive carryover effect on Q1 2023

INDUSTRY TREND

2022 – COOKER HOODS INDUSTRY SHIPMENTS
(Units YoY Change)

	Q1	Q2	Q3	Q4	FY
Western Europe	(1.9%)	(9.7%)	(14.7%)	(14.5%)	(10.2%)
Eastern Europe (incl. CIS)	(2.7%)	(14.0%)	(16.8%)	(17.6%)	(12.7%)
Europe	(2.2%)	(11.6%)	(15.5%)	(15.8%)	(11.3%)
EMEA	**(1.7%)**	**(10.0%)**	**(13.5%)**	**(13.6%)**	**(9.7%)**
North America	4.0%	(8.0%)	(11.0%)	(8.0%)	(5.7%)
Latin America	(5.5%)	(5.0%)	(6.6%)	(6.6%)	(6.0%)
AMERICAS	**0.1%**	**(7.2%)**	**(9.4%)**	**(7.4%)**	**(5.8%)**
ASIA	**2.9%**	**(5.3%)**	**0.9%**	**(11.8%)**	**(4.0%)**
WORLD	**0.7%**	**(7.4%)**	**(5.9%)**	**(11.7%)**	**(6.3%)**

Key evidence

GENERAL REMARKS

Industry and consumer activity has still slowed under the weight of inflation and rising interest rates, although the most recent signs suggest, in the absence of unforeseen shocks, that inflation may have peaked as wholesale energy and food prices have started to decline from previous high points.

EMEA

High energy and food prices, weak confidence, supply bottlenecks and the initial impact of tighter monetary policy have led to a significant slowdown in consumer demand. Only recently consumer confidence has shown signs of improvement, although it continues to be far from the levels reached last year.

Eastern Europe is still the area most affected by the consequences of the ongoing geopolitical tensions.

AMERICAS

In the United States, while inflation still remains high, albeit declining, real incomes have fallen and the savings rate has contracted. Home sales also continue to be sluggish, as potential buyers not only face rising mortgage rates but also a low inventory, which in turn contributes to rising prices. All this again has led to a decline in demand.

In Latin America, rising inflation has triggered a negative effect on economic stability. The slowdown reflects the weakening of domestic demand, due to rising consumer prices and political uncertainty.

ASIA

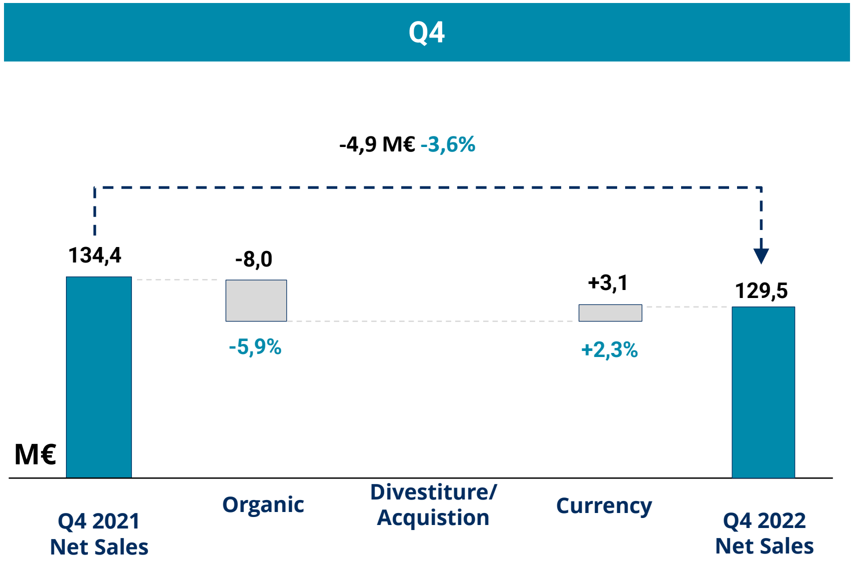
In China, economic momentum weakened again due to new COVID-19 restrictions in several cities, which hurt economic activity and depressed final consumer spending. The weak sentiment manifests itself in very low consumer demand.

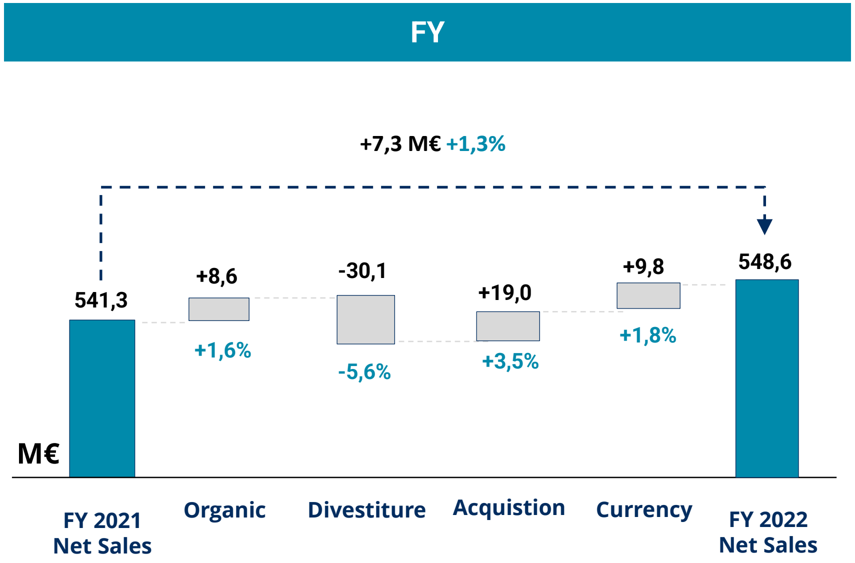
In India, recent indicators have continued to show an expansion in manufacturing and services.

SOURCE: ELICA GROUP ESTIMATES

SALES DYNAMIC

SALES KEY DRIVERS

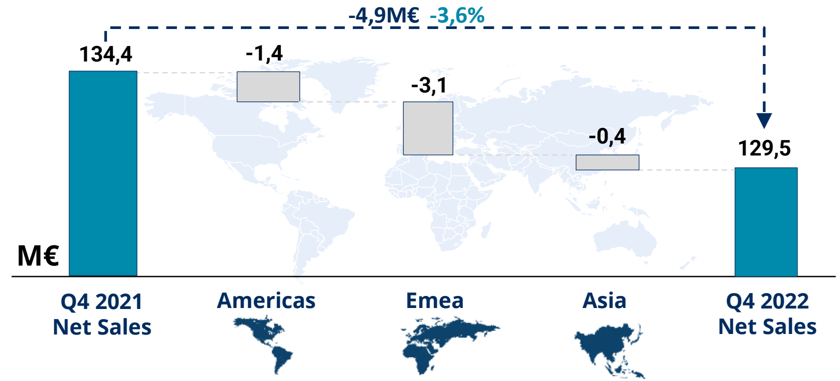




- On a Full year basis **positive organic growth** driven by Cooking own brands (above market with share gains in core markets) and Motor business unit double-digit expansion
- The inflationary trend further driving down consumer confidence in Q4 and sharpening customers destocking measures, resulted in -5,9% organic sales down in the quarter

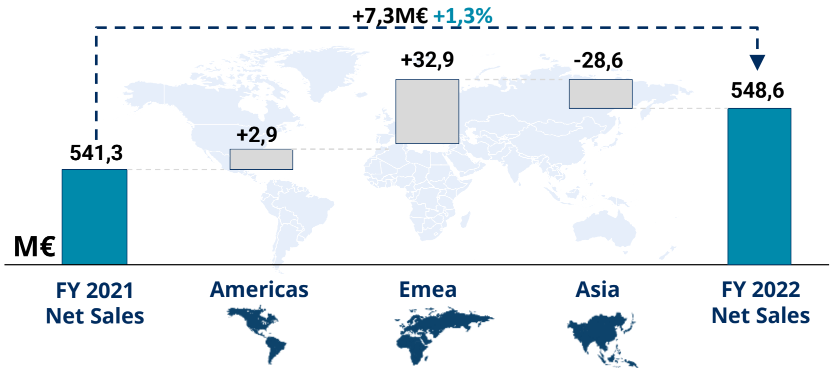
SALES DRIVERS & REGIONAL OVERVIEW

Q4



Q4 2021	18,8	105,2	10,4	134,4
Divestiture & M&A	-	-	-	**-**
Currency	+2,5 +13,3%	+1,1 +1,1%	-0,5 -5,0%	**+3,1** +2,3%
ORGANIC Growth	-3,9 -20,9%	-4,2 -4,0%	+0,2 +1,5%	**-8,0** -5,9%
YoY Change	**-1,4** -7,7%	**-3,1** -2,9%	**-0,4** -3,6%	**-4,9** -3,6%
Q4 2022	**17,3**	**102,2**	**10,0**	**129,5**
Regional weights	**13%**	**79%**	**8%**	

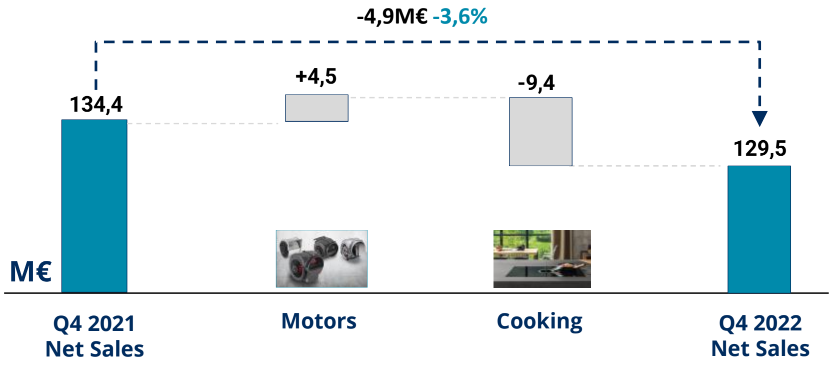
FY



FY 2021	77,4	397,0	67,0	541,3
Divestiture & M&A	-	+19,0 +4,8%	-30,1 -45,0%	**-11,1** -2,1%
Currency	+9,1 +11,8%	+1,7 +0,4%	-1,0 -1,5%	**+9,8** +1,8%
ORGANIC Growth	-6,2 -7,5%	+12,2 +3,1%	+2,6 +3,8%	**+8,6** +1,6%
YoY Change	**+2,9** +3,8%	**+32,9** +8,3%	**-28,6** -42,7%	**+7,3** +1,3%
FY 2022	**80,3**	**429,9**	**38,4**	**548,6**
Regional weights	**15%**	**78%**	**7%**	

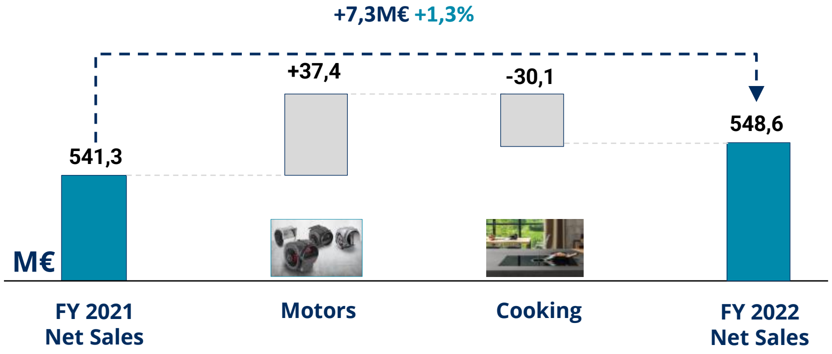
SALES BY BUSINESS

Q4



Q4 2021	26,0	108,4	134,4
Divestiture & M&A			
Currency	-0,0 -0,2%	+3,2 +2,9%	**+3,1** +2,3%
ORGANIC Growth	+4,6 +17,6%	-12,5 -11,6%	**-8,0** -5,9%
YoY Change	**+4,5** +17,4%	**-9,4** -8,7%	**-4,9** -3,6%
Q4 2022	**30,5**	**99,1**	**129,5**
Business weights	**24%**	**76%**	

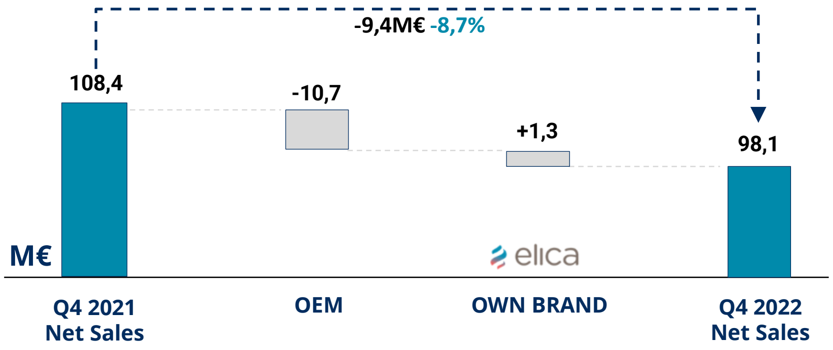
FY



FY 2021	88,3	453,0	541,3
Divestiture & M&A	+19,0 +21,6%	-30,1 -6,7%	**-11,1** -2,1%
Currency	-0,1 -0,1%	+9,9 +2,2%	**+9,8** +1,8%
ORGANIC Growth	+18,5 +20,9%	-9,9 -2,2%	**+8,6** +1,6%
YoY Change	**+37,4** +42,3%	**-30,1** -6,6%	**+7,3** +1,3%
FY 2022	**125,7**	**422,8**	**548,6**
Business weights	**23%**	**77%**	

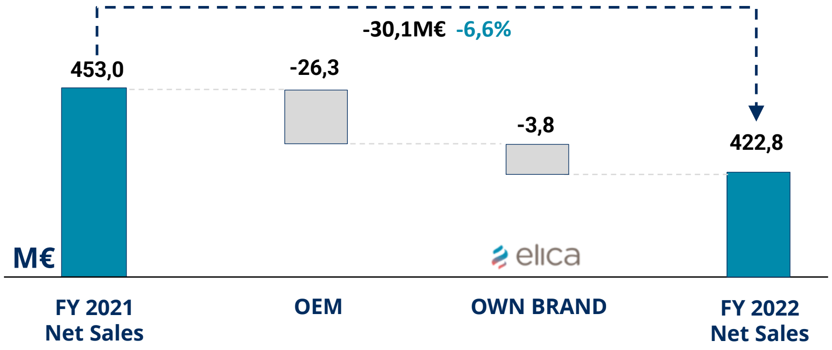
COOKING SALES BY BRAND

Q4



Q4 2021	45,9	62,6	108,4
Divestiture & M&A	-	-	-
Currency	+1,9 +4.2%	+1,2 +2,0%	**+3,2** +2,9%
ORGANIC Growth	-12,5 -27,3%	+0,1 +0,1%	**-12,5** -11,6%
YoY Change	**-10,6** -23,0%	**+1,2** +1,9%	**-9,4** -8,7%
Q4 2022	**35,3**	**63,8**	**99,1**
Brand weights	**36%**	**64%**	

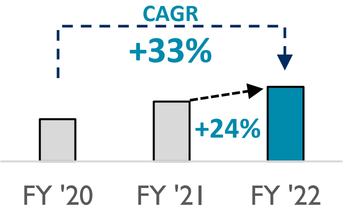
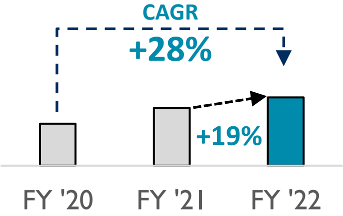
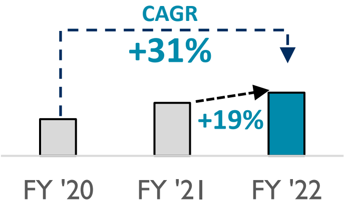
FY



FY 2021	203,7	249,2	453,0
Divestiture & M&A	-	-30,1 -12,1%	**-30,1** -6,7%
Currency	+7,3 +3,6%	+2,6 +1,1%	**+9,9** +2,2%
ORGANIC Growth	-33,6 -16,5%	+23,7 +9,5%	**-9,9** -2,2%
YoY Change	**-26,3** -12,9%	**-3,8** -1,5%	**-30,1** -6,6%
FY 2022	**177,4**	**245,4**	**422,8**
Brand weights	**42%**	**58%**	

KEY PRODUCT CATEGORIES PERFORMANCE

- Persisting growth trend in all strategic product families
- NikolaTesla range @ 16% of Cooking Sales.

	ASPIRATION HOBS	CEILING	BUILT-IN HIGH-END
KEY CATEGORIES			
GROWTH			

MOTOR DIVISION: EMC-FIME ACQUISITION SUCCESFULL EXECUTION

elica

STAND ALONE NET SALES

60 M€ + 20 M€ = 80 M€

FIME — EMC ELECTRIC MOTORS COMPANY

COMBINED NET SALES

STAND ALONE 90 M€ + STAND ALONE 36 M€ = 126 M€

FIME — EMC ELECTRIC MOTORS COMPANY — EMC FIME

ACQUISITION

2019 - 2020 | 2021 | 2022

FROM TWO SEPARETED COMPANIES WITH A TOTAL NET SALES OF 80 M€ TO ONE COMBINED ENTITY OF 126 M€ TURNOVER: +50% VALUE CREATION

PRODUCT AWARDS UPDATE

NikolaTesla Unplugged *Design Fabrizio Crisà*

DESIGN for **PASSION**

Latest Award won

iF Finalist

Kitchen Innovation Award 2023
AWARD-WINNING PRODUCT
CONSUMERS' CHOICE
✓ Functionality
✓ User-convenience
✓ Innovation
✓ Product benefit
✓ Design
kitcheninnovationaward.de

Already winner of

ICONIC AWARDS 2022 INNOVATIVE ARCHITECTURE winner

GERMAN DESIGN AWARD SPECIAL 2023

GOOD DESIGN

archiproducts DESIGN AWARDS — LONGLISTED 2022

BIGSEE PRODUCTDESIGN AWARD 2022 WINNER

PLUS X AWARD
High Quality
Design
Ease of Use
Functionality

BEST of DESIGN SCHÖNER WOHNEN

Architizer A+PRODUCTS FINALIST

SBID INTERNATIONAL DESIGN AWARDS 2022 FINALIST

LHOV *Design Fabrizio Crisà*

DESIGN for LOVE

archiproducts DESIGN AWARDS 2022

WINNER

iF Finalist

CROSS-CHANNEL CAMPAIGN TO BOOST THE NIKOLATESLA RANGE THROUGH THE NEW NT UNPLUGGED

elica

TV ONAIR

sky LA7 WARNER BROS. DISCOVERY

66,3Mio viewers
626 n° spot

DESIGN MAGAZINES

D CASA la Repubblica, IO DONNA, COOK, Design, ABITARE, Design (la Repubblica), Living

5,4Mio Readers
1,8Mio Copies

OUT OF HOME

10 MAXI DIGITAL WALLS IN MILAN:
FROM GAE AULENTI TO PORTA NUOVA,
STRATEGIC AND HIGH SPENDING DISTRICTS.

1Mio Contacts per day
2wks on air

DIGITAL AND SOCIAL

CORRIERE DELLA SERA, La Gazzetta dello Sport, Living, IO DONNA, Cucina, AMICA

26, 5 Mio Impressions
90,1k Clicks to elica.com

***Impressions:** number of times a content has been viewed*

ECONOMICS & FINANCIALS

MARGINS & KEY RESULT DRIVERS

€M	Q4			FY		
	2022	2021	% VAR	2022	2021	% VAR
NET SALES	129,5	134,4	(3,6)%	548,6	541,3	1,3%
ADJ EBITDA	13,3	13,8	(3,8)%	56,6	57,1	(0,9)%
% NET SALES	10,3%	10,3%	0 bps	10,3%	10,5%	-20 bps
ADJ EBIT	7,4	7,4	1,0%	33,0	32,3	2,4%
% NET SALES	5,7%	5,5%	30 bps	6,0%	6,0%	10 bps
NRI	(2,3)	(2,8)	20,3%	(5,7)	(22,4)	74,4%
EBIT	5,2	4,5	14,3%	27,3	9,9	175,3%
% NET SALES	4,0%	3,4%	60 bps	5,0%	1,8%	310 bps
PBT	3,9	3,8	1,3%	25,9	23,2	11,3%
% NET SALES	3,0%	2,8%	10 bps	4,7%	4,3%	40 bps
NET PROFIT	3,3	2,2	49,0%	17,8	17,5	1,8%
% NET SALES	2,6%	1,7%	90 bps	3,2%	3,2%	0 bps
MINORITIES	0,4	0,5	(25,8)%	1,6	5,4	(70,6)%
GROUP NET PROFIT	2,9	1,7	73,3%	16,2	12,1	33,8%
% NET SALES	2,3%	1,3%	100 bps	3,0%	2,2%	70 bps
ADJ GROUP NET PROFIT	4,6	3,8	20,6%	20,6	15,9	29,0%
% NET SALES	3,6%	2,9%	70 bps	3,7%	2,9%	80 bps

CHANGES vs. PRIOR YEAR

	Q4	FY
VOLUME	--	-
PRICE / MIX	+ +	+
RAW MATERIAL INFLATION	--	-
SG&A	+	+
CURRENCY	+	+
D&A	+	+
ADJ EBIT	0,1	0,8
NRI	+	++
FINANCIAL COSTS	-	-
COMBINED TAX RATE	+	-
NET PROFIT	1,1	0,3

FY Margins growth despite inflationary pressure and negative industry

FOCUS: NRI & MINORITIES

RESTRUCTURING COSTS & NRI

€M	2022		2021	
	Q4	FY	Q4	FY
PATENTS AGREEMENT	---	-3,2	---	---
RESTRUCTURING SG&A	1,2	2,2	1,1	4,8
INDUSTRIAL PLAN	0,5	6,2	0,8	15,8
OTHERS	0,5	0,5	1,0	1,8
TOT NRI	**2,3**	**5,7**	**2,8**	**22,4**

FOCUSED ONE-OFFS TO DELIVER INCREASING MARGINS & ELIMINATE LIABILITIES:

- Patent Asset co-ownership
- Corporate SG&A Re-sizing
- Industrial Plan: additional voluntary exit agreement and operational execution costs.

MINORITIES

€M	2022			2021		
	MINORTY SHARES	Q4	FY	MINORTY SHARES	Q4	FY
ELICA PB INDIA	—%	—	—	**74,5%**	—	3,4
ARIAFINA	**49,0%**	0,4	1,6	**49,0%**	0,5	1,7
AIRFORCE	—%	—	—	**40,0%**	0,1	0,3
TOT MINORITIES		**0,4**	**1,6**		**0,6**	**5,4**

- **MINORITIES** impact reduced due to INDIA deconsolidation
- **ARIAFINA** (Japan) performance in line with 2021
- **AIRFORCE** is 100% controlled by Elica since July

12M 2022 – NET FINANCIAL POSITION

€M	12M 2022	12M 2021	VAR
OPENING NFP	**35,1**	**61,0**	**25,9**
IFRS16 EFFECT	12,4	9,7	2,8
OPENING NFP NET of IFR16	**22,7**	**51,4**	**28,7**
OPERATING CASH FLOW	63,8	61,8	2,0
(*) CAPEX	(23,3)	(23,3)	0,0
TAXES	(6,5)	(7,5)	1,0
OPERATING CF	**34,1**	**31,1**	**3,0**
% SALES	*6,2%*	*5,7%*	
Buy Back	(1,7)		(1,7)
Industrial Footprint Cash-out	(11,8)		(11,8)
M&A Cash Out	(13,1)	(13,0)	(0,1)
Divestiture Impact		13,2	(13,2)
Dividend & Financial Items	(7,8)	(0,4)	(7,4)
Other NRI	(6,8)	(1,8)	(5,0)
CLOSING NFP NET of IFR16	**29,9**	**22,7**	**(7,2)**
LEVERAGE (NFP/EBITDA)	**0,6**	**0,6**	

COMMENTS

Key strategic initiatives cash-out, founded though Operating Cash flow, with stable Leverage:

- EU Manufacturing **footprint relocation** : **~12M€**
- **M&A** (EMC, AIRFORCE): **~13M€**
- Shares **Buyback**: **~ 2M€**

- **Dividend** Distribution**:** **~ 4M€**

- Successfully launched **Reverse Factoring Program** with structural impact on **DPO**

- **20M€ of Inventory Reduction vs** Q3 2022, with positive carryover effect on Q1 ‘23

CLOSING REMARKS

CLOSING REMARKS

2 Years of successful execution…

- New highly committed management team
- All mid term strategic initiatives achieved
- Second Record Year in a row in terms of Sales, Ebit Margin and Net Profit in the most adverse inflationary, demand and geopolitical scenario of the last decades
- Clear strategy for both Cooking and Motor Divisions in term of products, customers and regional distribution

… are be the baseline to successfully overcome 2023 challenge

- Production flexibility abroad and a solid industrial footprint in Italy to face a "Two-speed" year, with an H1 2023 even more difficult than end of 2022 and a recovery in H2, supported by product range expansion and new OEM customers
- We remain committed on Full Year targets aligned with Consensus, with margins growing gradually in the second part of the year
- Solid and robust Net Financial Position to sustain strategic investments and M&A opportunities

ANNEX: FINANCIAL HIGHLIGHTS

Q4 CONSOLIDATED INCOME STATEMENT

€M	4Q 22	4Q 21	%
Net Sales	**129.5**	**134.4**	(3.6)%
EBITDA Adj	**13.3**	**13.8**	(3.8)%
%	*10.3%*	*10.3%*	*(2) bps*
EBITDA	**11.1**	**13.2**	(16.1)%
%	*8.5%*	9.8%	*(127) bps*
EBIT	**5.2**	**4.5**	14.3%
%	*4.0%*	3.4%	*63 bps*
Net Result	**3.3**	**2.2**	49.0%
%	*2.6%*	*1.7%*	*91 bps*
EPS* – Euro cents	**4.70**	**2.66**	*74.5%*

(*) EPS is calculated by dividing the Net Result pertaining to the Group by the number of ordinary shares outstanding, excluding treasury shares at the same data.

FY CONSOLIDATED INCOME STATEMENT

€M	FY 22	FY 21	%
Net Sales	**548.6**	**541.3**	1.3%
EBITDA Adj	**56.6**	**57.1**	(0.9)%
%	*10.3%*	*10.5%*	*(24) bps*
EBITDA	**50.8**	**38.5**	31.9%
%	*9.3%*	*7.1%*	*215 bps*
EBIT	**27.3**	**9.9**	175.3%
%	*5.0%*	*1.8%*	*315 bps*
Net Result	**17.8**	17.5	1.8%
%	*3.2%*	*3.2%*	*2 bps*
EPS* – Euro cents	**25.85**	**19.14**	*34.7%*

(*) EPS is calculated by dividing the Net Result pertaining to the Group by the number of ordinary shares outstanding, excluding treasury shares at the same data.

NET WORKING CAPITAL

€M	2022	2021	Δ
Trade receivables	48.5	82.2	(33.7)
% on annualized sales	*8.8%*	*15.2%*	*(640) bps*
Inventories	101.5	84.9	16.6
% on annualized sales	*18.5%*	*15.7%*	*280 bps*
Trade payables	(139.6)	(141.2)	1.7
% on annualized sales	*(25.4)%*	*(26.1)%*	*70 bps*
Managerial Working Capital	**10.4**	**25.8**	**(15.5)**
% on annualized sales	***1.9%***	***4.8%***	***(290) bps***
Short term assets & liabilities	(12.6)	(34.5)	21.8
% on annualized sales	*(2.3)%*	*(6.4)%*	*410 bps*
Net Working Capital	**(2.3)**	**(8.7)**	**6.4**
% on annualized sales	***(0.4)%***	***(1.6)%***	***120 bps***

CONSOLIDATED CASH FLOW

€M	2022	2021
Operating Cash Flow	42.7	52.5
Capex (*)	(23.3)	(23.7)
Cash Flow from Financial Activities	(26.4)	(0.5)
Δ Net Financial Position	**(6.9)**	**28.3**

CONSOLIDATED B/S

	2022	2021		2022	2021
Net Operating Fixed Assets	180.8	167.5	Net Financial Position (*)	43.9	35.2
Net Working Capital	-2.3	-8.7	Group Equity Minorities	132.1 5.4	117.2 6.9
Net Financial Assets	2.9	0.5	**Total Shareholders' Equity**	**137.6**	**124.1**
Net Capital Employed	**181.5**	**159.3**	**Total Sources**	**181.5**	**159.3**

(*) Including IFRS 16 effect