1INFO
DIGITAL SIGN

elica

H1 2023 Results

ANALYSTS PRESENTATION

THURSDAY JULY 27TH, 2023

AGENDA

1 H1 HIGHLIGHTS

2 INDUSTRY TREND

3 SALES DYNAMICS

4 ECONOMICS & FINANCIALS

5 CLOSING REMARKS

Q2 2023 RESULTS

HIGHLIGHTS

NET SALES
125,5 M€

YoY Change
-20,7 M€ -14,1%
(organic: -13,6%)

EBIT ADJ
7,5 M€
6,0%

YoY Change
-2,1 M€
-0,5 pts

NFP
(36,8) M€
Leverage: ~ 0,8

YoY Change
-6 M€

- Still challenging market scenario with a persisting soft demand in Cooking business. Sudden industry slowdown in Motors Heating products from May
- **Sequential ongoing margins expansion (+80 bps QoQ)** driven by:
  - Costs Containment
  - Flexibility of the new production footprint in EU
- Stable NFP despite revenues decline, focus on NWC management and Capex optimization

H1 2023 RESULTS

HIGHLIGHTS

NET SALES
254,5 M€

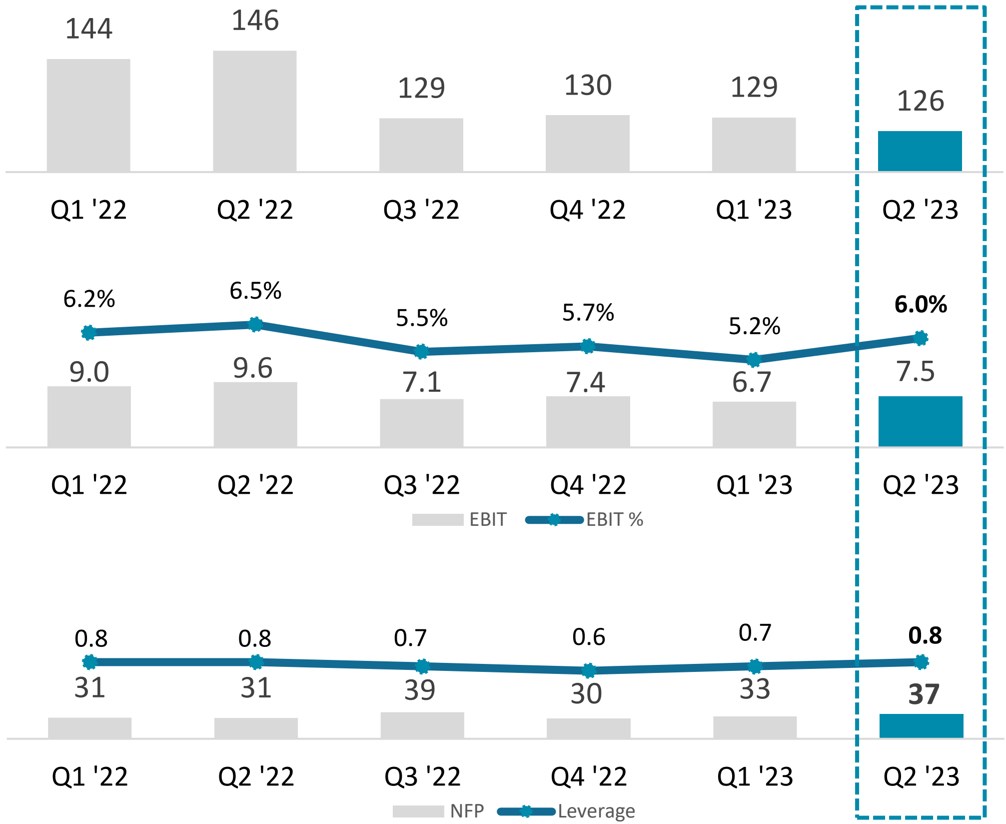
YoY Change
-35,7 M€ -12,3%
(organic: -12,2%)

EBIT ADJ
14,2 M€
5,6%

YoY Change
-4,4 M€
-0,9 pts

NFP
(36,8) M€
Leverage:~ 0,8

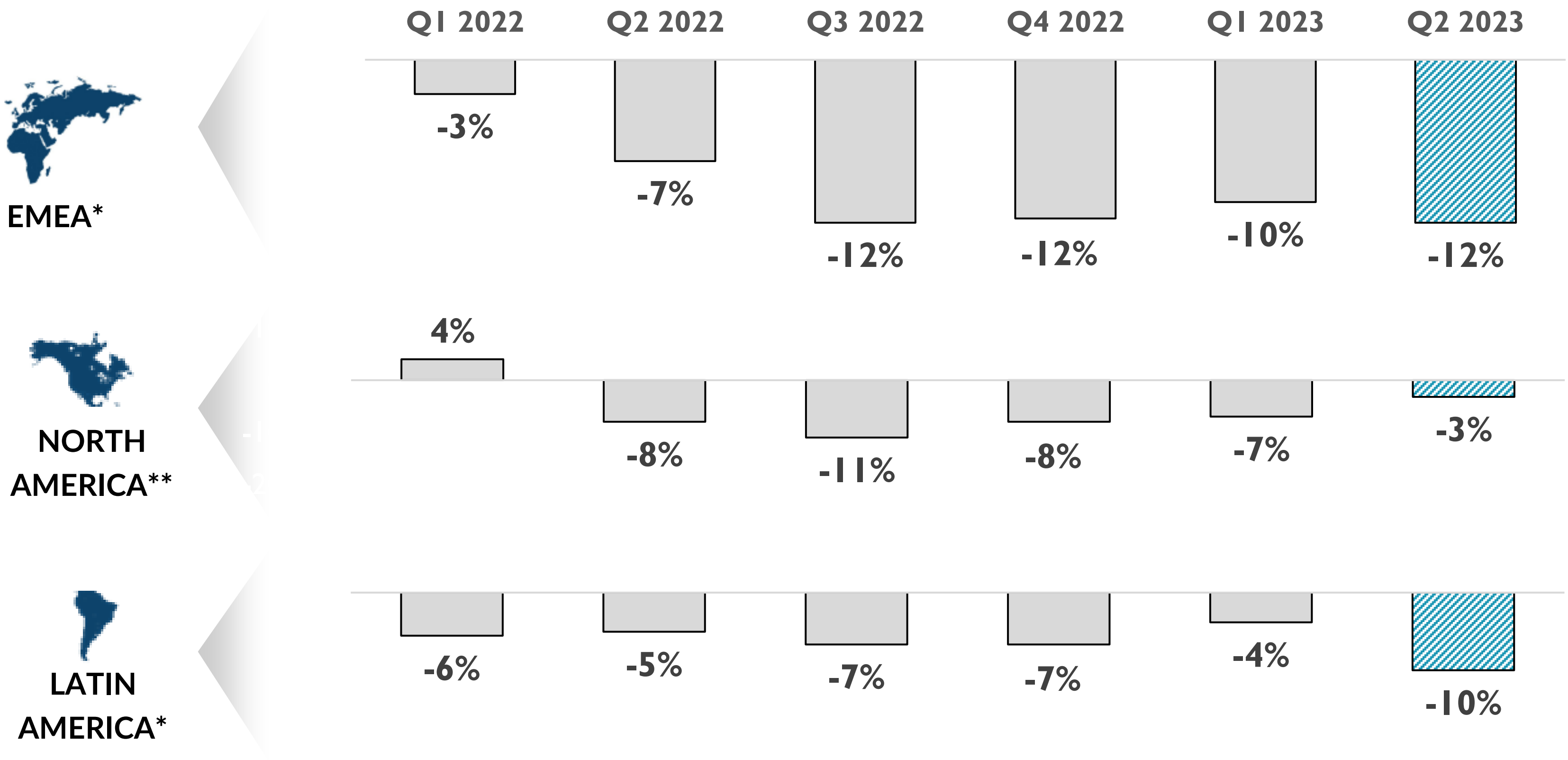
YoY Change
-6 M€



INDUSTRY TREND

Q1-Q4 ’22 & Q1-Q2 ’23 – COOKER HOODS INDUSTRY UNIT SHIPMENTS

Volume Data _ Change % vs Y-1

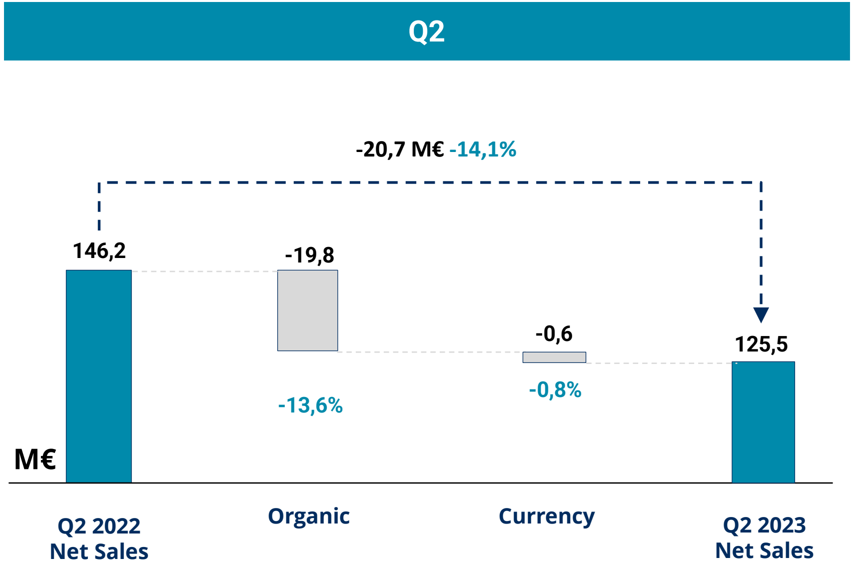


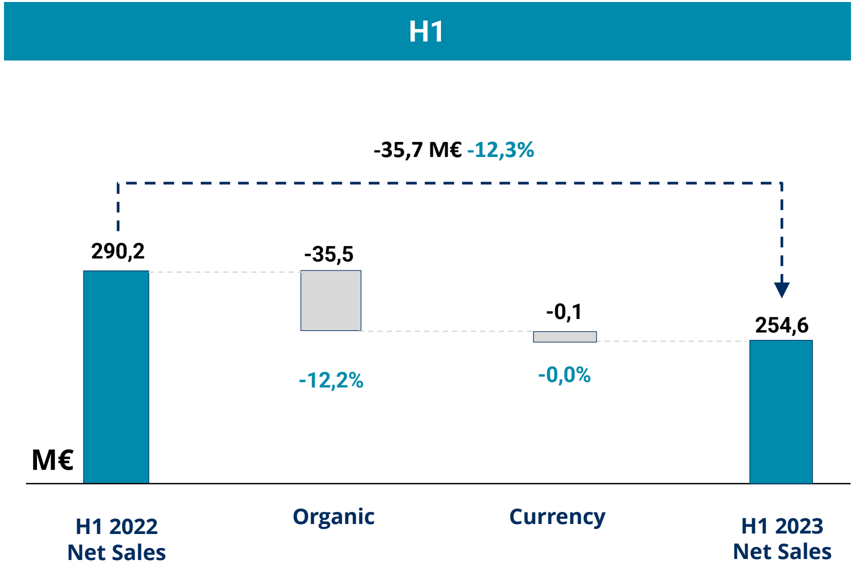
* Excluding Russia for Emea, SOURCE: ELICA GROUP ESTIMATES

**SOURCE AHAM: DATA REFERS TO ALL COOKING PRODUCT RANGES but MICROWAVES, COVERING ≈ 40% OF THE MARKET

SALES DYNAMIC

SALES KEY DRIVERS

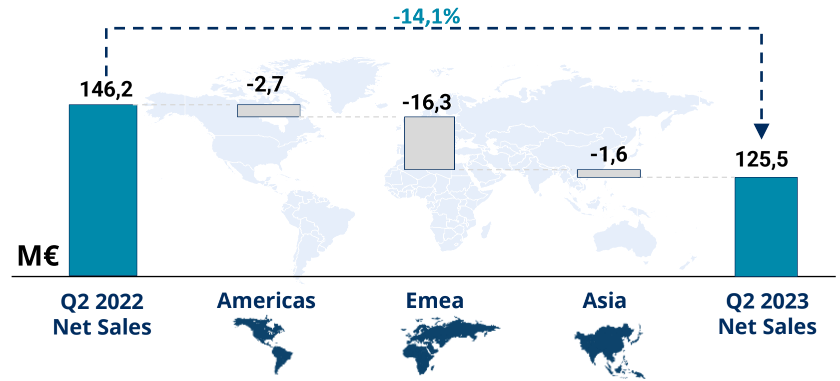




- Sales affected by volumes decline, as a result of the weaker market demand compared to last year mainly in the Emea Region.
- Pressure on sales mix due to lower consumer purchasing power
- Strong Promo Environment

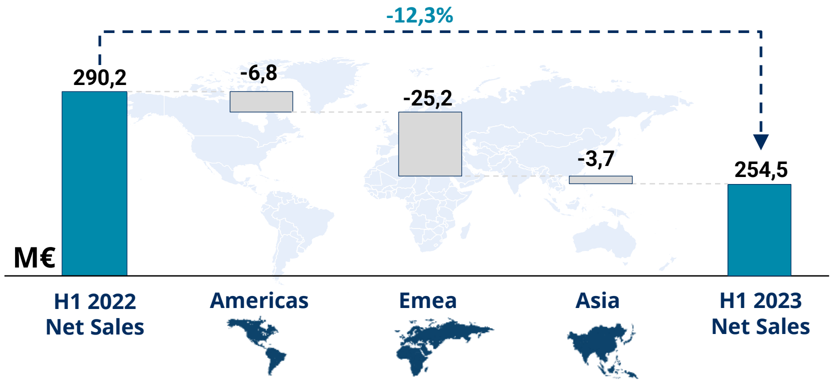
SALES DRIVERS & REGIONAL OVERVIEW

Q2



Q2 2022	**20,6**	**115,9**	**9,7**	**146,2**
Currency	-0,1 -0,5%	-0,2 -0,2%	-0,5 -5,2%	**-0,8** -0,6%
ORGANIC Growth	-2,6 -12,6%	-16,1 -13,9%	-1,1 -11,5%	**-19,8** -13,6%
YoY Change	**-2,7** -13,2%	**-16,3** -14,1%	**-1,6** -16,7%	**-20,7** -14,1%
Q2 2023	**17,9**	**99,6**	**8,1**	**125,5**
Regional weights	**14%**	**79%**	**7%**	

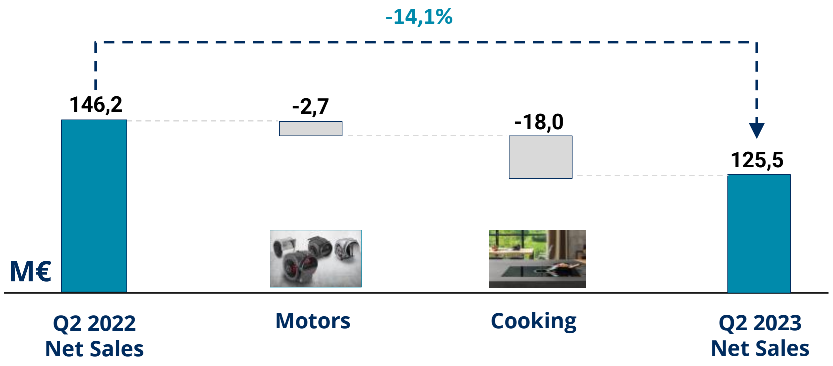
H1



H1 2022	**41,6**	**229,2**	**19,5**	**290,2**
Currency	+0,7 +1,6%	+0,2 +0,1%	-1,0 -5,1%	**-0,1** -0,0%
ORGANIC Growth	-7,4 -17,9%	-25,4 -11,1%	-2,7 -13,9%	**-35,6** -12,3
YoY Change	**-6,8** -16,2%	**-25,2** -11,0%	**-3,7** -19,0%	**-35,7** -12,3%
H1 2023	**34,8**	**203,9**	**15,8**	**254,5**
Regional weights	**14%**	**80%**	**6%**	

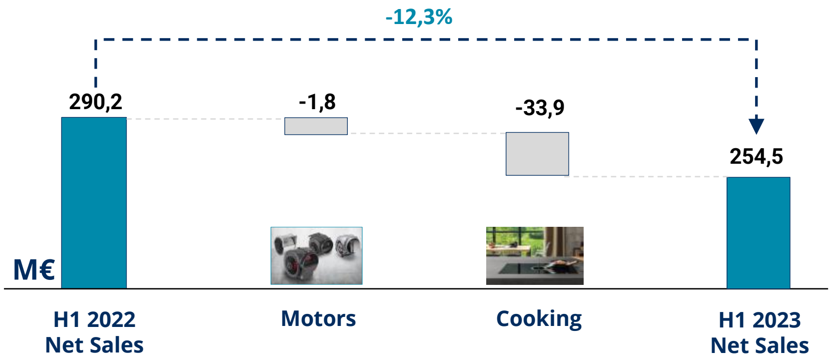
SALES BY BUSINESS

Q2



Q2 2022	32,0	114,2	146,2
Currency	- +0,1%	-0,9 -0,8%	**-0,8** -0,6%
ORGANIC Growth	-2,7 -8,5%	-17,1 -15,0%	**-19,8** -13,6%
YoY Change	**-2,7** -8,4%	**-18,0** -15,7%	**-20,7** -14,1%
Q2 2023	**29,3**	**96,2**	**125,5**
Business weights	**23%**	**77%**	

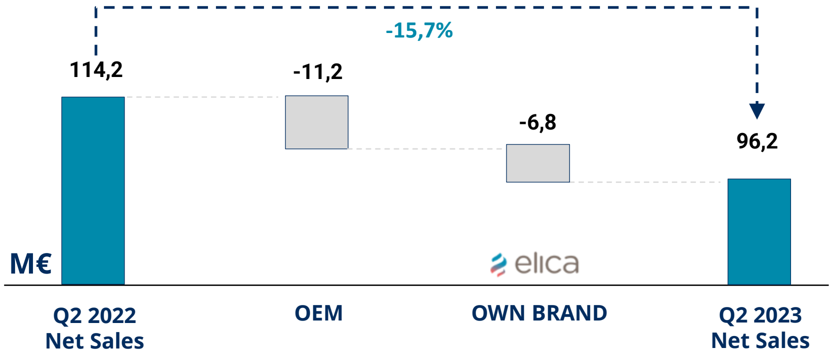
H1



H1 2022	63,7	226,5	290,2
Currency	- -	-0,1 -0,1%	**-0,1** -0,0%
ORGANIC Growth	-1,8 -2,8%	-33,8 -14,9%	**-35,6** -12,3%
YoY Change	**-1,8** -2,8%	**-33,9** -15,0%	**-35,7** -12,3%
H1 2023	**62,0**	**192,6**	**254,5**
Business weights	**24%**	**76%**	

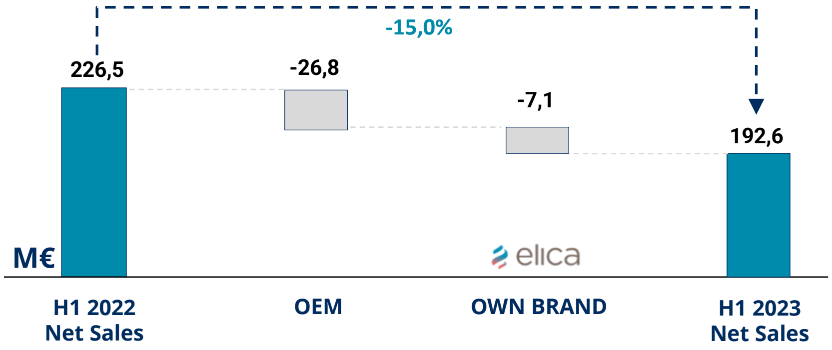
COOKING SALES BY BRAND

Q2



Q2 2022	48,3	65,9	114,2
Currency	- -0,1%	-0,8 -1,3%	**-0,9** -0,8%
ORGANIC Growth	-11,2 -23,1%	-5,9 -9,0%	**-17,1** -15,0%
YoY Change	**-11,2** -23,2%	**-6,8** -10,3%	**-18,0** -15,7%
Q2 2023	**37,1**	**59,1**	**96,2**
Brand weights	**39%**	**61%**	

H1



H1 2022	100,7	125,8	226,5
Currency	+0,5 +0,5%	-0,7 -0.5%	**-0,1** -0,1%
ORGANIC Growth	-27,4 -27,2%	-6,4 -5,1%	**-33,8** -14,9%
YoY Change	**-26,8** -26,7%	**-7,1** -5,6%	**-33,9** -15,0%
H1 2023	**73,9**	**118,7**	**192,6**
Brand weights	**38%**	**62%**	

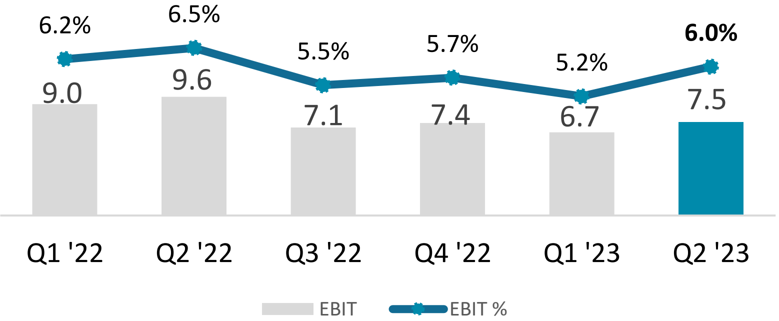
ECONOMICS & FINANCIALS

MARGINS & KEY RESULT DRIVERS

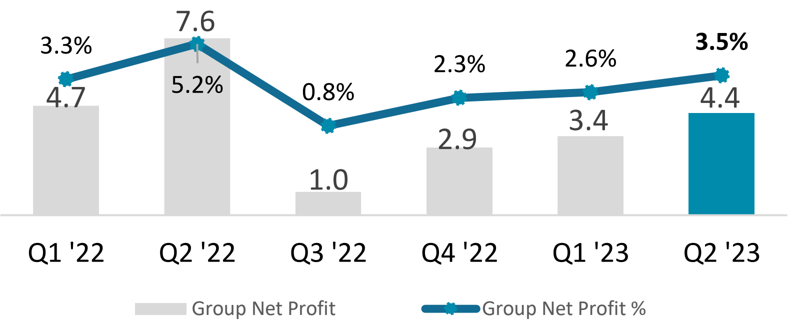
€M	2023 Q1	2023 Q2	2023 H1
NET SALES	129,0	125,5	254,5
ADJ EBITDA	12,6	13,5	26,1
% NET SALES	9,7%	10,8%	10,2%
ADJ EBIT	6,7	7,5	14,2
% NET SALES	5,2%	6,0%	5,6%
NRI	(0,6)	(0,4)	(1,0)
EBIT	6,0	7,1	13,2
% NET SALES	4,7%	5,7%	5,2%
PBT	5,0	5,9	10,9
% NET SALES	3,9%	4,7%	4,3%
NET PROFIT	3,8	4,7	8,5
% NET SALES	2,9%	3,8%	3,3%
MINORITIES	0,4	0,4	0,7
GROUP NET PROFIT	3,4	4,4	7,8
% NET SALES	2,6%	3,5%	3,1%
ADJ GROUP NET PROFIT	3,9	4,7	8,5
% NET SALES	3,0%	3,7%	3,4%

EBIT* MARGIN TREND BY QUARTER

*Excluding non recurring item



GROUP NET PROFIT TREND BY QUARTER



SEQUENTIAL IMPROVEMENT IN Q2 DESPITE LOWER SALES THANKS TO STRONG FOCUS ON COST CONTAINMENT

MARGINS & KEY RESULT DRIVERS

€M	Q2			1H		
	2023	2022	% VAR	2023	2022	% VAR
NET SALES	125,5	146,2	(14,1)%	254,5	290,2	(12,3)%
ADJ EBITDA	13,5	15,5	(12,7)%	26,1	30,4	(14,3)%
% NET SALES	10,8%	10,6%	18 bps	10,2%	10,5%	-24 bps
ADJ EBIT	7,5	9,6	(21,6)%	14,2	18,5	(23,6)%
% NET SALES	6,0%	6,5%	-60 bps	5,6%	6,4%	-80 bps
NRI	(0,4)	(1,1)	65,6%	(1,0)	(2,0)	49,8%
EBIT	7,1	8,5	(15,9)%	13,2	16,5	(20,4)%
% NET SALES	5,7%	5,8%	-12 bps	5,2%	5,7%	-53 bps
PBT	5,9	11,3	(47,8)%	10,9	19,0	(42,7)%
% NET SALES	4,7%	7,7%	-300 bps	4,3%	6,5%	-230 bps
NET PROFIT	4,7	7,7	(38,5)%	8,5	12,9	(34,2)%
% NET SALES	3,8%	5,3%	-150 bps	3,3%	4,5%	-111 bps
MINORITIES	0,4	0,2	(137,0)%	0,7	0,6	20,3%
GROUP NET PROFIT	4,4	7,6	(42,3)%	7,8	12,3	(36,9)%
% NET SALES	3,5%	5,2%	-170 bps	3,1%	4,2%	-120 bps
ADJ GROUP NET PROFIT	4,7	8,4	(44,6)%	8,5	13,8	-38,3%
% NET SALES	3,7%	5,8%	-200 bps	3,4%	4,8%	-140 bps

CHANGES vs. PRIOR YEAR

	Q2	1H
VOLUME	--	--
PRICE / MIX	-	+
RAW MATERIAL INFLATION	-	-
COST TAKEOUT	+	+
CURRENCY	-	-
D&A	-	-
ADJ EBIT	-2,1	-4,4
NRI	+	+
FINANCIAL COSTS	-	-
COMBINED TAX RATE	+	+
NET PROFIT	-3,0	-4,4

H1 EBITDA MARGIN PROTECTION (10,2% vs 10,5% LY) DESPITE SALES DROP

1H 2023 – NET FINANCIAL POSITION

€M	H1 2023	H2 2022	VAR
OPENING NFP	**43,9**	**35,1**	**(8,8)**
IFRS16 EFFECT	14,0	12,4	1,6
OPENING NFP NET of IFR16	**29,9**	**22,7**	**(7,2)**
OPERATING CASH FLOW	16,7	21,6	(4,9)
(*) CAPEX	(6,8)	(8,4)	1,7
TAXES	(1,2)	(4,9)	3,7
OPERATING FCF	**8,8**	**8,3**	**0,5**
% SALES	*1,6%*	*1,5%*	
Buy Back	(0,6)	(1,0)	0,4
Industrial Footprint Cash-out	(1,9)	(7,7)	5,8
M&A Cash Out	(6,5)	(5,0)	(1,5)
Dividend & Financial Items	(5,7)	(5,0)	(0,7)
Other NRI	(0,9)	2,3	(3,1)
CLOSING NFP of IFR16	**36,8**	**30,8**	**(6,1)**
LEVERAGE (NFP/EBITDA)	**0,8**	**0,8**	

COMMENTS

- Strong management of operational FCF despite a critic market scenario:
- Stable Working Capital absorption vs LY thanks to inventories control and the implemented Supply Chain Finance Solution (structural impact on DPO)
- Operating CF generation @8,8M€ slightly better than LY to finance:
  - EU Manufacturing **footprint relocation** : **~1,9M€**
  - **M&A** (Last tranche EMC): **~6,5M€**
  - Shares **Buyback**: **~0,6M€**

CLOSING REMARKS

H1 2023 Takeaways :

- Persisting negative market demand and strong promotional environment
- **Margin increase QoQ**: solid fundamentals, low contribution from decreasing raw materials costs
- Cash generation/**Leverage under control**

Full Year Guidance:

- **Revenues**: ~ -8%
  - Cooking market demand not expected to improve YoY in H2
    - **Priorities**: Defend Market Shares and phase-in Elica new complete product range
  - Motors: heating customers in a destocking momentum
    - **Priorities**: Heat-Pumps (Q4), Hydrogen
- **Operating Margin:** ~ +10/20 bps vs LY
- Solid Net Financial Position, **Leverage in line with LY**

SOLID FUNDAMENTALS TOWARDS OUR MIDTERM STRATEGY

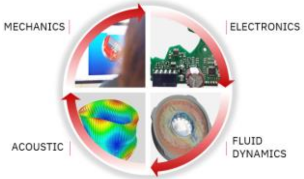
In the last 2 years, while we achieved record margins in a volatile and inflationary market environment, we have built our future

COOKING

COOKING 360°
Design
Performance
Innovation

- Flexibility of new EMEA footprint
- Operational cost reduction
- Complete Cooking Product Range — HOBS, OVENS, LHOV
- Reshape Elica North America distribution & start of induction and aspiration hobs production in ElicaMex

MOTORS



- EMC Acquisition and New Motor Legal Entity established
- Operational Synergies and Optimization
- Hydrogen omologation
- Heat Pump — RADIAL SOLUTIONS, AXIAL SOUTIONS

We are well-positioned to benefit from the demand recovery and achieve our mid-term profitability targets

ANNEX: FINANCIAL HIGHLIGHTS

Q2 CONSOLIDATED INCOME STATEMENT

€M	2Q 23	2Q 22	%
Net Sales	**125.5**	**146.2**	-14.1%
EBITDA Adj	**13.5**	**15.5**	-12.7%
%	*10.8%*	*10.6%*	*18 bps*
EBITDA	**13.1**	**14.4**	-8.6%
%	*10.4%*	*9.8%*	*63 bps*
EBIT	**7.1**	**8.5**	-15.9%
%	*5.7%*	*5.8%*	*-12 bps*
Net Result	**4.7**	**7.7**	-38.5%
%	*3.8%*	*5.3%*	*-150 bps*
EPS* – Euro cents	**6.99**	**12.04**	*-42.0%*

(*) 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.

H1 CONSOLIDATED INCOME STATEMENT

€M	H1 23	H1 22	%
Net Sales	**254.5**	**290.2**	-12.3%
EBITDA Adj	**26.1**	**30.4**	-14.3%
%	*10.2%*	*10.5%*	*-24 bps*
EBITDA	**25.1**	**28.4**	-11.8%
%	*9.8%*	*9.8%*	*-6 bps*
EBIT	**13.2**	**16.5**	-20.4%
%	*5.2%*	*5.7%*	*-53 bps*
Net Result	**8.5**	12.9	-34.2%
%	*3.3%*	*4.5%*	*-111 bps*
EPS* – Euro cents	**12.43**	**19.53**	*-36.4%*

(*) 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	H1 23	FY 22	Δ
Trade receivables	46.9	48.5	(1.6)
% on annualized sales	*9.2%*	*8.8%*	*(40) bps*
Inventories	109.2	101.5	7.7
% on annualized sales	*21.4%*	*18.5%*	*290 bps*
Trade payables	(139.2)	(139.6)	0.4
% on annualized sales	*(27.3)%*	*(25.4)%*	*(190) bps*
Managerial Working Capital	**16.9**	**10.4**	**6.5**
% on annualized sales	***3.3%***	***1.9%***	***140 bps***
Short term assets & liabilities	(7.4)	(12.6)	5.2
% on annualized sales	*(1.5)%*	*(2.3)%*	*80 bps*
Net Working Capital	**9.5**	**(2.2)**	**11.7**
% on annualized sales	***1.9%***	***(0.4)%***	***230 bps***

CONSOLIDATED CASH FLOW

€M	H1 23	H1 22
Operating Cash Flow	13.1	10.6
Capex (*)	(6.8)	(8.4)
Cash Flow from Financial Activities	(12.9)	(10.9)
Δ Net Financial Position	**(6.5)**	**(8.7)**

CONSOLIDATED B/S

	H1 23	H1 22		H1 23	H1 22
Net Operating Fixed Assets	182.6	178.3	Net Financial Position (*)	49.9	44.5
Net Working Capital	9.5	5.5	Group Equity Minorities	140.4 4.8	133.1 6.1
Net Financial Assets	2.8	-0.1	**Total Shareholders' Equity**	**145.1**	**139.2**
Net Capital Employed	**195.0**	**183.7**	**Total Sources**	**195.0**	**183.7**

(*) Including IFRS 16 effect

FOCUS: NRI & MINORITIES

RESTRUCTURING COSTS & NRI

€M	2023		2023	
	Q2	H1	Q2	H1
PATENTS AGREEMENT	---	---	-3,2	-3,2
RESTRUCTURING SG&A	0,3	0,6	0,5	0,9
INDUSTRIAL PLAN	0,0	0,2	3,8	4,3
OTHERS	0,0	0,2	---	---
TOT NRI	**0,4**	**1,0**	**1,1**	**2,0**

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

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

MINORITIES

€M	2023			2022		
	MINORTY SHARES	Q2	H1	MINORTY SHARES	Q2	H1
ARIAFINA	49,0%	0,3	0,7	49,0%	0,2	0,6
AIRFORCE	--%	--	--	40%	(0,1)	0,0
TOT MINORITIES		**0,3**	**0,7**		**0,1**	**0,6**

- **ARIAFINA** (Japan) performance in line with 2022
- **AIRFORCE** is 100% controlled by Elica since July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