



# Piaggio Group

First Half of 2021 Financial Results

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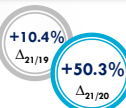
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# H1 2021- highlights

Outstanding results with all key metrics at peak level, notwithstanding the volatile market environment

## Net Sales €m



Highest first half since 2007  
Motorbikes spiked to all-time high

## EBITDA €m (Margin %)



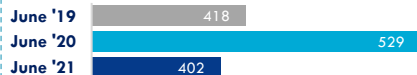
Highest first half since 2007

## EPS €



Highest first half since 2007

## Net Debt €m



Keeping on the throttle to further de-leverage

# H1 2021 - highlights

All two-wheeler brands on the rise...



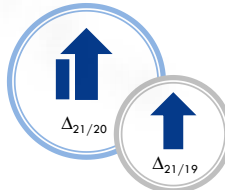
PIAGGIO®



Revenues\*



Revenues\*



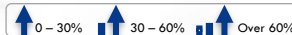
Revenues\*



Revenues\*



\*Based on management estimates



# H1 2021- highlights

...with Motorbikes the brightest stars, surging to record highs, propelled by the success of recent product launches



**MOTO GUZZI®**

**H1**

**Highest**

**Volumes and Revenues**

**to date**

**aprilia®**

**H1**

**Highest Volumes**

**since 2008**

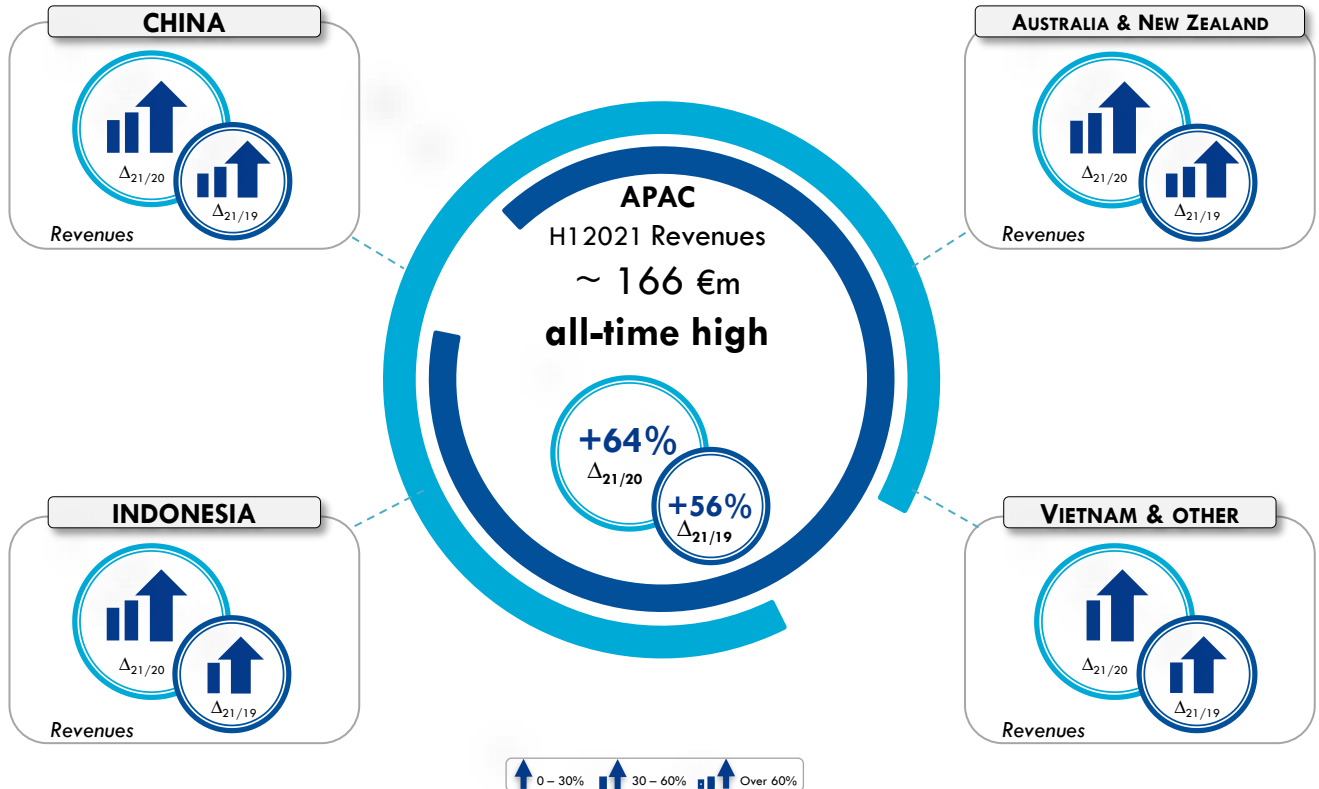
**Highest Revenues**

**to date**



# H1 2021- highlights

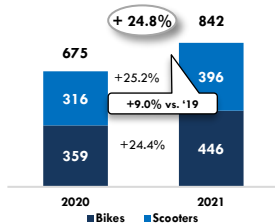
Asia Pac rallied to new record highs, also benefitting from heightened country diversification



# H1 2021-Key market demand

## Highlights

### EMEA 2-Wheelers (k units)

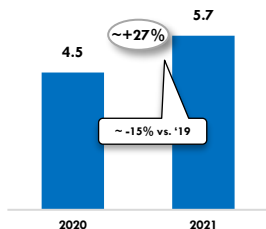


### EMEA & Americas

Strong sequential acceleration across the semester drove demand well above pre-pandemic levels as well as back to a multi-year growth trajectory stemming from a combination of aversion toward public transport, the replacement cycle and macro recovery.

Italy, France, Germany, the Netherlands and US stood out, ending the semester well above pre-pandemic levels.

### ASEAN 5\* 2-Wheelers (m units)

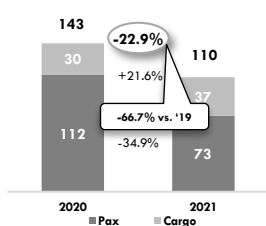


### Asia Pacific

Overall demand strengthened as the semester progressed:

- ▶ ASEAN 5 demand gaining strength vs. 2020, mainly benefitting from Q2 positive uptick in Vietnam, Thailand and Indonesia
- ▶ China kept on posting strong growth, whilst Taiwan's demand trend reverted to negative in Q2 affected by the new spread of COVID-19.

### INDIA\*\* Commercial Vehicles (k units)

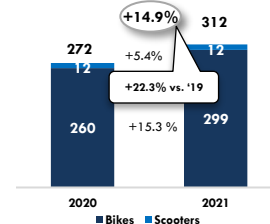


### India

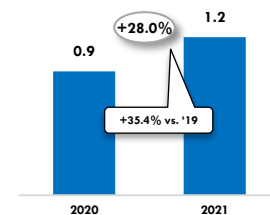
Demand revival marred by the COVID-19 second wave, although June data raised hope for the remaining part of the year.

Passenger Light Commercial Vehicles remained the worst hit, reflecting continued sluggishness in urban activity.

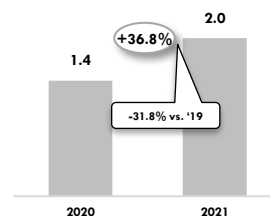
### USA 2-Wheelers (k units)



### CHINA Scooters (m units)



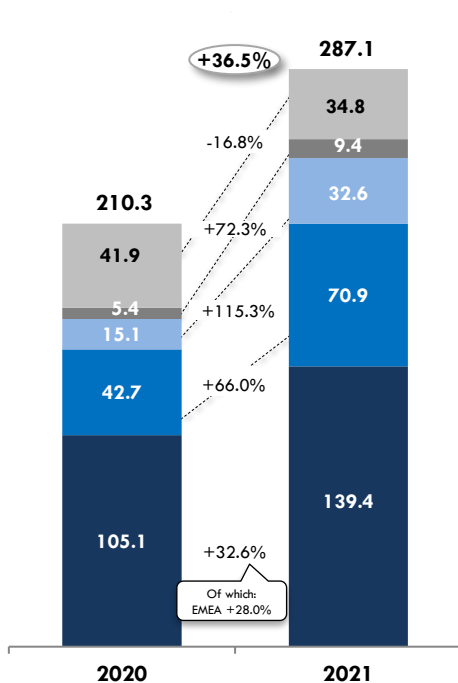
### INDIA\*\* Scooters (m units)



\*Actual data & management estimates \*\*SIAM sell-in data

# H1 2021-Evolution by business

Volume evolution by business (k units)



## Highlights

Net Sales rallied to peak levels with all segments positively contributing, apart from Indian LCV. Significant positive mix/price effect kept across the semester

### CV India

Lackluster domestic sales, further weakened by the second wave of Covid-19, partially cushioned by strong Exports

### CV EMEA & Americas

Outstanding results, well above pre-pandemic level, boosted by the successful launch of the Porter NP6

### 2W India

Revenues at pre-pandemic level despite second wave of lockdowns, underpinned by strong relative performance of both Aprilia and Vespa brands

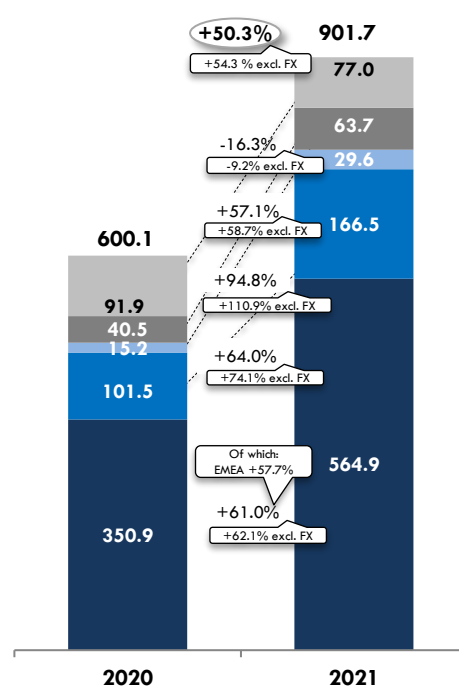
### 2W Asia Pacific

Another set of eye-popping results, against a subdued market environment, with positive performance accelerating across the semester driven by synchronized growth in all markets. China, Indonesia remained the brightest spots.

### 2W EMEA & Americas

Strong sales momentum continued across the semester magnified at revenue level by steep average mix/price effect. Dealers' stock kept below H1'20 and H1'19 level.

Net Sales evolution by business (€m)



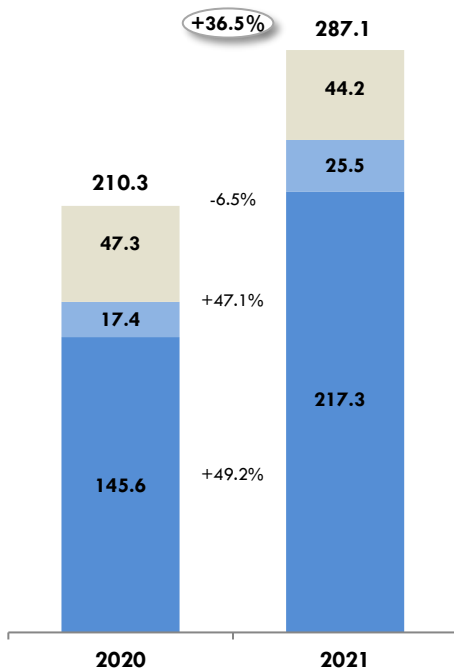
2 Wheelers: ■ EMEA & Americas ■ Asia Pacific ■ India

Commercial Vehicles: ■ EMEA & Americas ■ India



# H1 2021-Evolution by product

Volume evolution by product (k units)



Highlights

Outstanding performance of Motorbikes and Scooters posting strong volume rise coupled with significant average price uplift

### Commercial Vehicles

Revenues underpinned by the performance of the new Porter NP6

### Bikes

Staggering performance propelled by the success of the new product launches, the ongoing mix shift towards high-value segments coupled with market share gain of both Aprilia and Moto Guzzi. Aprilia RS and Tuono 660 stood out with more than 9,000 units sold since launch.

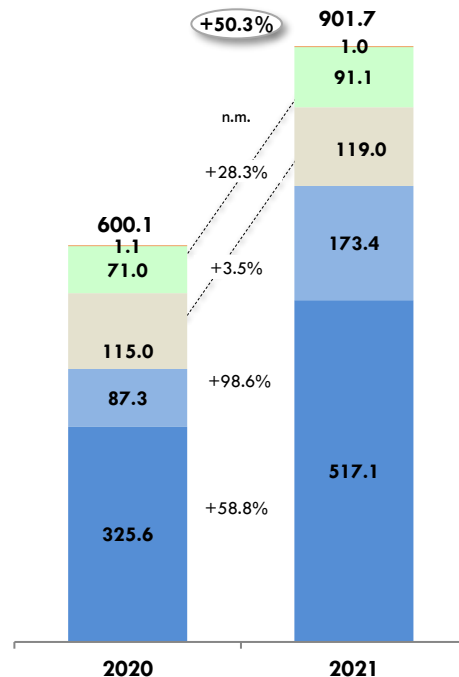
### Scooters

Outstanding results driven by combined upsurge in all geographic areas and positive price effect.

Notably:

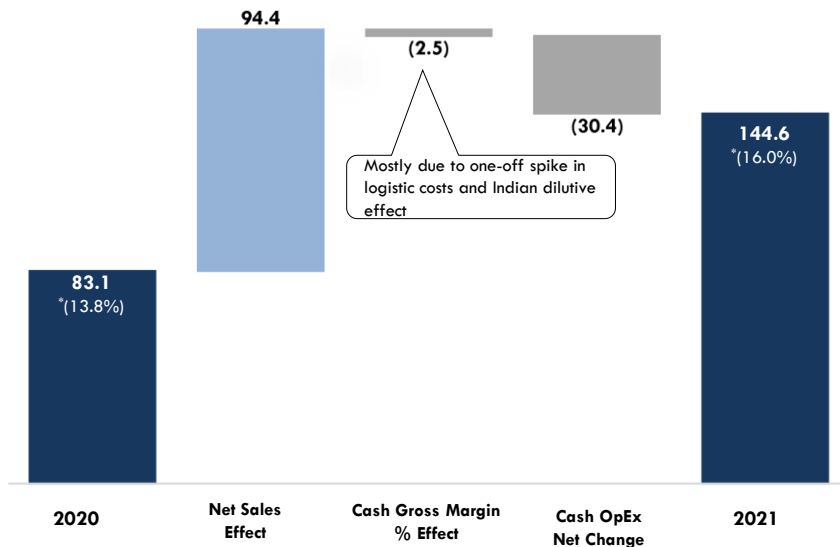
- Vespa volumes and revenues surging also vs. 2019, benefitting from widespread geographical growth coupled with sound pricing
- Beverly posted sound growth also vs. 2019, on the back of the successful launch of the new version in the latter part of Q1

Net Sales evolution by product (€m)



# H1 2021 - EBITDA Evolution

## EBITDA evolution (€m)



\* % On Net Sales

## Highlights

**Remarkable top-line growth** drove EBITDA to 145 €m, the best absolute performance since 2007, with margin on sales @ 16.0%.

**Gross Margin up by 90 €m** with slight uplift of the ratio on Net Sales, notwithstanding the spike of raw-material and logistic costs and the one-off dilutive effect of Indian results.

**Cash OpEx**, just optically higher than the unusually low level of last year due to the halt of activities, **but with a lower weight on sales both vs. 2020 and vs. 2019**, further proving our ability to rein in Operating Expenses without hampering the top-line growth.

# H1 2021-To sum up

## P&L (€m)

	2020	2021	Change 2021 vs. 2020		
			Absolute	%	% excl. FX*
<b>Net Sales</b>	<b>600.1</b>	<b>901.7</b>	<b>301.6</b>	<b>50.3%</b>	<b>54.3%</b>
<b>Gross Margin</b>	<b>171.7</b>	<b>261.9</b>	<b>90.3</b>	<b>52.6%</b>	<b>53.0%</b>
% on Net Sales	28.6%	29.1%	0.4		
<b>EBITDA</b>	<b>83.1</b>	<b>144.6</b>	<b>61.5</b>	<b>74.0%</b>	<b>72.0%</b>
% on Net Sales	13.8%	16.0%	2.2		
Depreciation	(58.4)	(64.2)	(5.8)	9.9%	
<b>EBIT</b>	<b>24.7</b>	<b>80.4</b>	<b>55.7</b>	<b>225.5%</b>	
% on Net Sales	4.1%	8.9%	4.8		
Financial Expenses	(9.6)	(10.2)	(0.6)	6.6%	
<b>Income before tax</b>	<b>15.1</b>	<b>70.2</b>	<b>55.0</b>	<b>363.9%</b>	
Tax	(6.0)	(26.7)	(20.6)	340.8%	
<b>Net Income</b>	<b>9.1</b>	<b>43.5</b>	<b>34.4</b>	<b>379.4%</b>	
% on Net Sales	1.5%	4.8%	3.3		

## Highlights

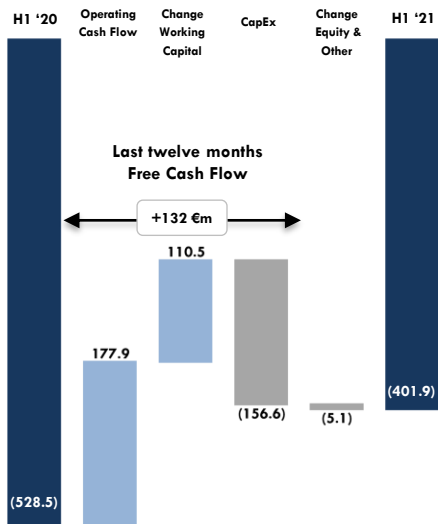
**D&A up**, reflecting recent years' heightened Capital Expenditure to strengthen brand & product portfolio.

**Tax rate down @38.0%**, benefitting from decree-law 104/2020 for realignment of intangible asset tax value to book value.

\* Figures at constant exchange rates are management estimates calculated using the average exchange rates for the corresponding period in the previous year

# H1 2020 – 2021 Net Financial Position Evolution

## NFP from H1 2020 to H1 2021 (€m)



## Highlights

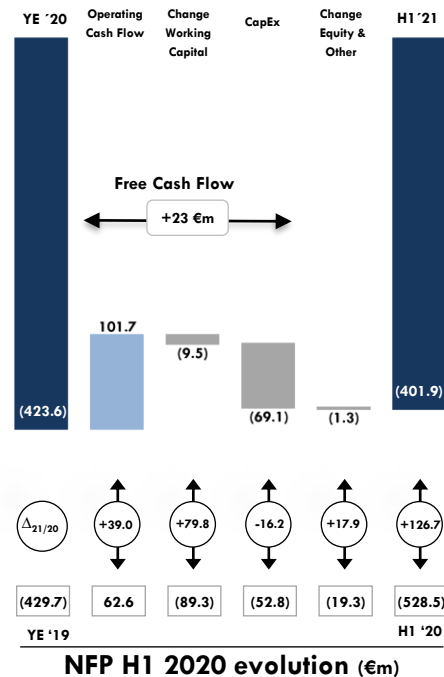
**Healthy Free Cash Flow generation drove Net Debt below YE 2020, H1 2020 and H1 2019.**

**Outstanding Free Cash Flow of 132€m in last twelve months**, driven by strong operating cash flow and heightened discipline on working capital.

H1 2021 Working Capital dynamic consistent with the information provided in Q1.

H1 2021 **CapEx step up of ~16€m**, consistent with full-year target, driven by heightened focus on new product development.

## NFP H1 2021 evolution (€m)



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