

---

# PIAGGIO GROUP

Full Year 2023 Financial Results

---





This presentation contains forward-looking statements regarding future events and future results of Piaggio & C S.p.A. (the “Company”) that are based on the current expectations, estimates, forecasts and projections about the industries in which the Company operates, and on the beliefs and assumptions of the management of the Company. In particular, among other statements, certain statements with regard to management objectives, trends in results of operations, margins, costs, return on equity, risk management, competition, changes in business strategy and the acquisition and disposition of assets are forward-looking in nature. Words such as ‘expects’, ‘anticipates’, ‘scenario’, ‘outlook’, ‘targets’, ‘goals’, ‘projects’, ‘intends’, ‘plans’, ‘believes’, ‘seeks’, ‘estimates’, as well as any variation of such words and similar expressions, are intended to identify such forward-looking statements. Those forward-looking statements are only assumptions and are subject to risks, uncertainties and assumptions that are difficult to predict because they relate to events and depend upon circumstances that will occur in the future. Therefore, actual results of the Company may differ materially and adversely from those expressed or implied in any forward-looking statement and the Company does not assume any liability with respect thereto. Factors that might cause or contribute to such differences include, but are not limited to, global economic conditions, the impact of competition, or political and economic developments in the countries in which the Company operates. Any forward-looking statements made by or on behalf of the Company speak only as of the date they are made. The Company does not undertake to update forward-looking statements to reflect any change in its expectations with regard thereto, or any change in events, conditions or circumstances which any such statement is based on. The reader is advised to consult any further disclosure that may be made in documents filed by the Company with Borsa Italiana S.p.A (Italy).

The Manager in Charge of preparing the Company financial reports hereby certifies pursuant to paragraph 2 of art. 154-bis of the Consolidated Law on Finance (Testo Unico della Finanza), that the accounting disclosures of this document are consistent with the accounting documents, ledgers and entries.

This presentation has been prepared solely for the use at the meeting/conference call with investors and analysts at the date shown below. Under no circumstances may this presentation be deemed to be an offer to sell, a solicitation to buy or a solicitation of an offer to buy securities of any kind in any jurisdiction where such an offer, solicitation or sale should follow any registration, qualification, notice, disclosure or application under the securities laws and regulations of any such jurisdiction.

---

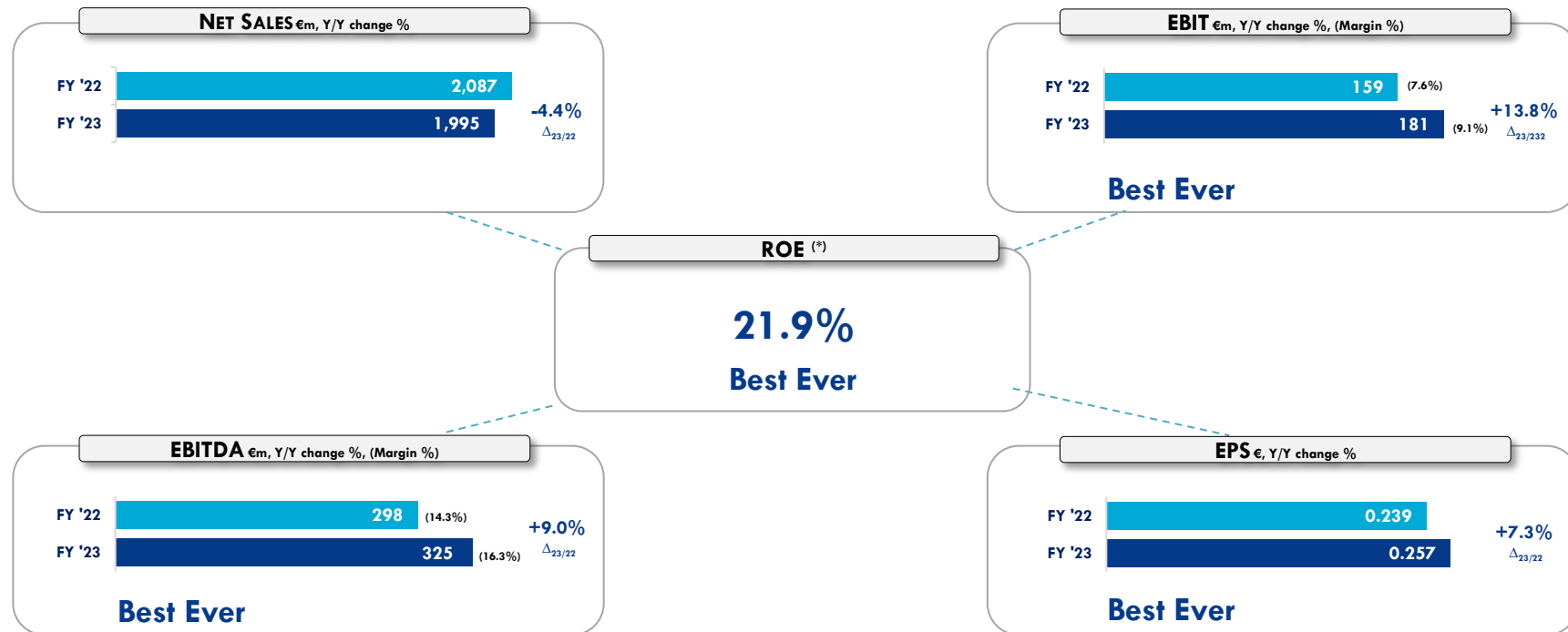
## HIGHLIGHTS

---



# FY 2023 - Highlights

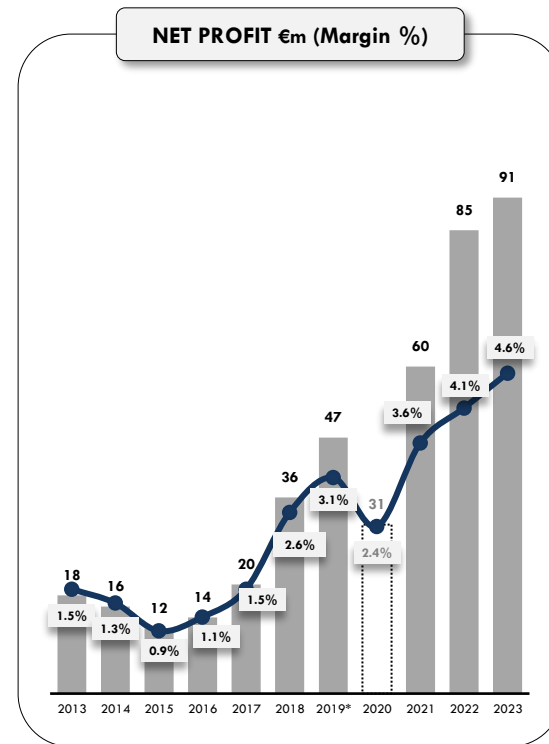
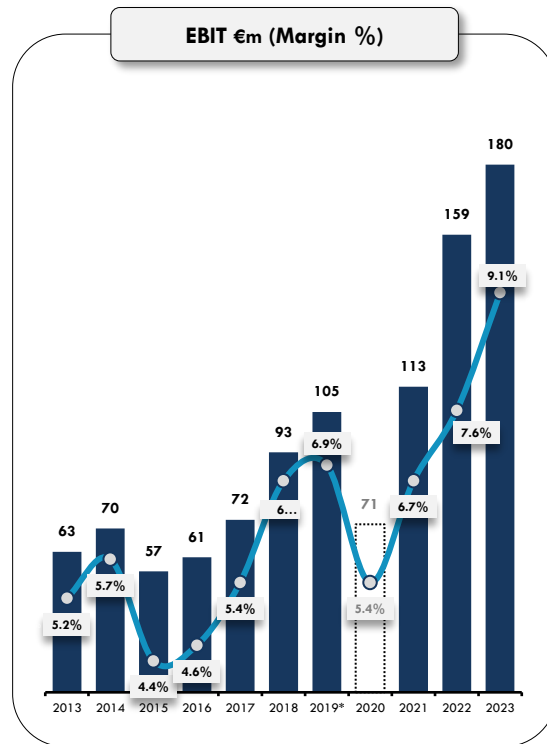
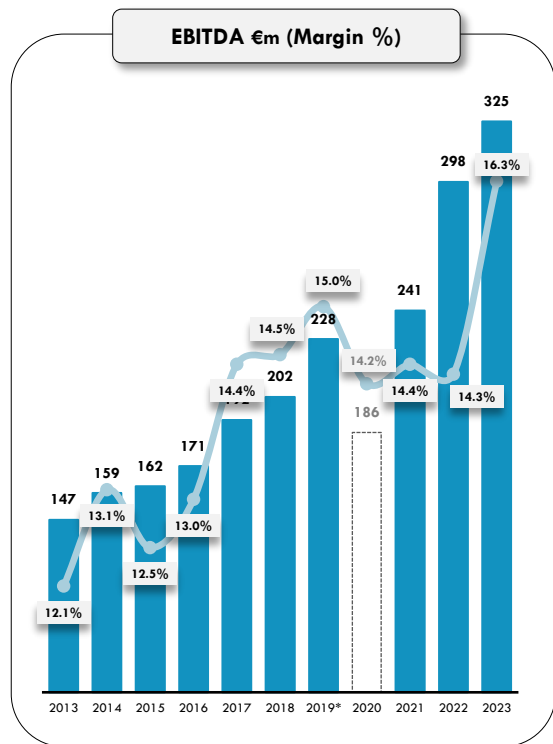
Breaking record operating results, despite temporary demand headwinds in some key markets, ...



\* Return on Equity

# FY 2023 - Highlights

...and adding another step in the path toward heightened profitability.



\* Since 2019 ex IFRS 16



---

## OUR BRANDS

Everyday, thanks to the difference of our brands,  
we turn diversity into a Group. Shaping the mobility of tomorrow.

---





**MOTO GUZZI®**

---

**HIGHEST REVENUES  
TO DATE**

---





YEAR OF EMOTIONS IN RACING ACTIVITIES CULMINATING  
WITH THE EPIC VICTORY IN THE AFRICA ECO-RACE

**aprilia**<sup>®</sup>

# QUEEN OF AFRICA



TUAREG dominates competitions in debut year

Memorable results in MOTOGP 2023

Nurturing brand community with ultimate client experiences on track, on roads and on trails.



VESPA: TIMELESS ICON OF ITALIAN LIFESTYLE, DESIGN, TECHNOLOGY AND FREE SPIRIT.

Vespa®



Partnership & Collaborations

Celebrations / Special editions

**DRAGON VARSITY JACKET - VESPA INAUGURAL FASHION ITEM**



**RS 457**



**STELVIO**



**MOTO GUZZI  
V85  
TT**



**ENTERING 2024**

**WITH A STRONG SET OF NEW PRODUCT LAUNCHES ENRICHING THE GROUP'S OFFERING AND CUSTOMER BASE**



**Vespa  
246**



**Vespa  
Sprint**

---

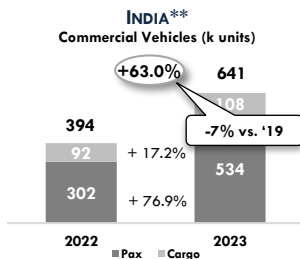
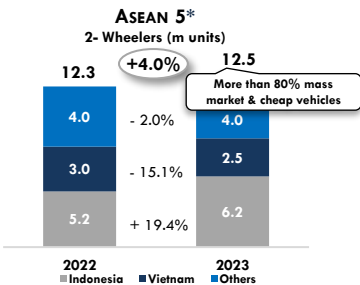
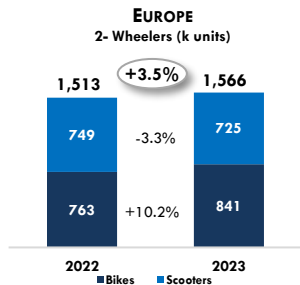
FY 2023  
FINANCIALS

---



# FY 2023 - Key market demand

## Highlights



### Europe & Americas

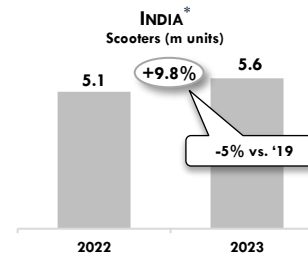
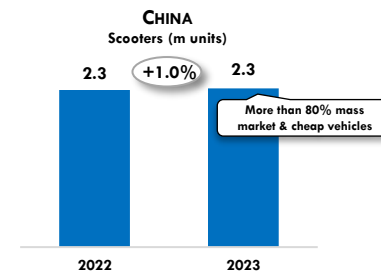
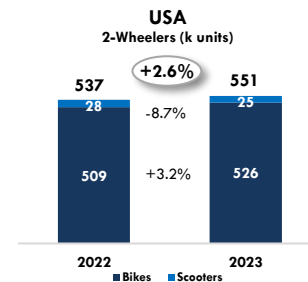
European demand maintained positive momentum across all quarters, confirming a multi-year growth trajectory, mainly underpinned by a combination of increased adoption of 2-Wheelers, the replacement cycle, product-relative affordability and stricter limitations on city-centre access. ICE over 50cc segments led the advance, while electric vehicles plummeted by 31%. US demand, although bumpy, ended on the rise underpinned by motorbikes.

### Asia Pacific

APAC's positive momentum lost steam as the year progressed, notably with Q3 negative trend accelerating in Q4, mainly reflecting the double-digit drop of demand in Vietnam, China and Malaysia as well as the first negative quarter in Indonesia.

### India

The rebound that started in 2022 continued across segments as the year progressed, albeit total demand was still unable to match pre-pandemic levels.



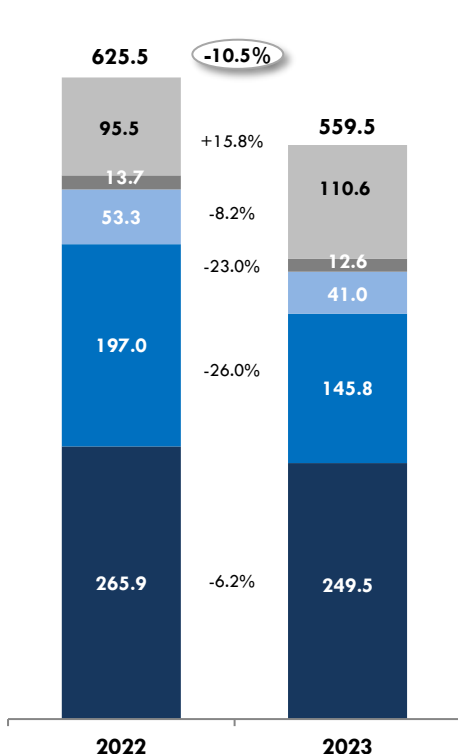
\*Actual data & management estimates \*\*SIAM sell-in data; LCV excluding e-rickshaw and e-cart





# FY 2023 - Evolution by business

## Volume evolution by business (k units)



2-Wheelers: ■ EMEA & Americas ■ Asia Pacific ■ India      Light Commercial Vehicles: ■ EMEA & Americas ■ India

## Highlights

Top line affected by market weakness in APAC and prudent management of dealers' stock. Widespread positive mix and pricing enabled by strong brands.

**CV India**  
Rebound driven by improved domestic sales that more than offset the sharp drop in exports.

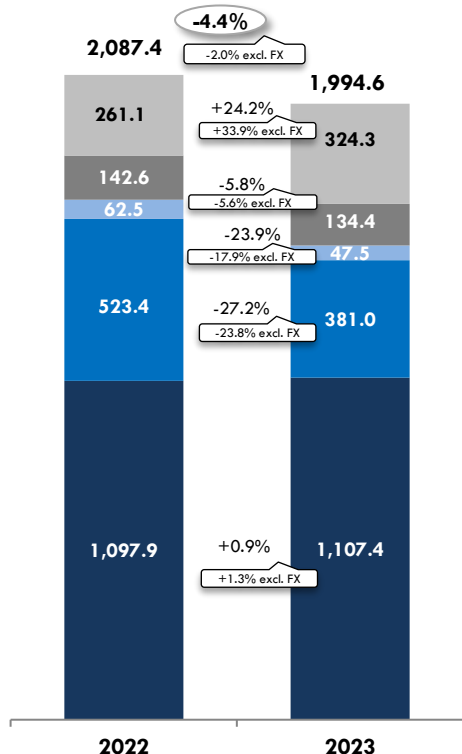
**CV EMEA & Americas**  
Volume decline reflecting a subdued market scenario partially offset by significant uptick in revenue per unit.

**2W India**  
Subdued performance despite a positive market scenario.

**2W Asia Pacific**  
Multi-year upward trajectory reversed in 2023, mostly reflecting one-off sharp decline of demand in Vietnam and for imported vehicles in China.

**2W EMEA & Americas**  
Solid performance, despite containment of dealers' stock, ahead of the introduction of new emission standards and remarkable array of product launches. Revenues reaching an all-time high underpinned by rising average revenue per unit, reflecting product portfolio enhancements and the premium nature of our brands. Country-wise, Italy and USA kept being the main drivers of revenue growth.

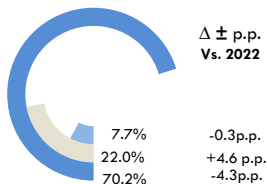
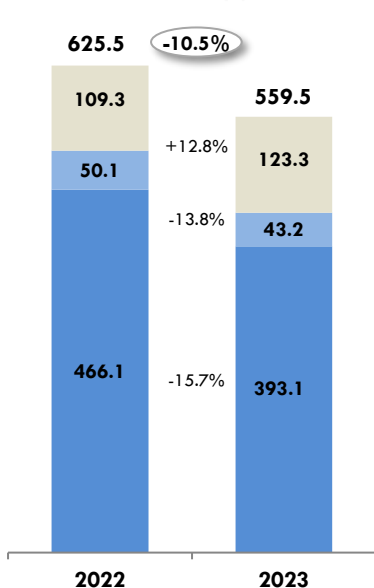
## Net Sales evolution by business (€m)





# FY 2023 - Evolution by product

## Volume evolution by product (k units)



Δ ± p.p.  
Vs. 2022

-0.3p.p.  
+4.6 p.p.  
-4.3p.p.



## Highlights

Strong brands and improved mix drove significant average revenue per unit uplift across all product segments.

### Commercial Vehicles

Growth mainly driven by improved demand in India.

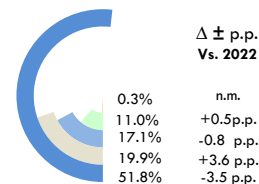
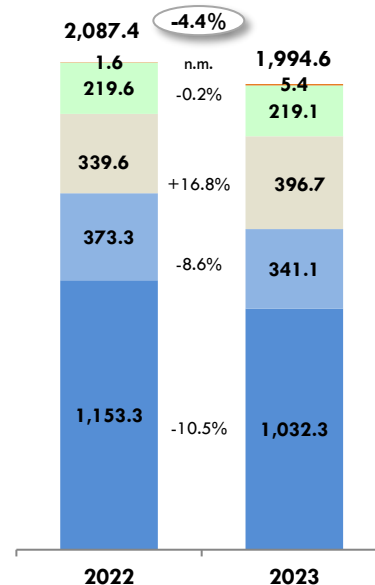
### Bikes

Slight decline mostly reflecting a challenging basis for comparison for Aprilia. Moto Guzzi roared up to new all-time highs, boosted by the success of the V100 Mandello. The enthusiastic welcome of the recent new product launches bodes well for 2024.

### Scooters

Volume decline mainly driven by India and APAC, almost fully offset at Net Sales level by widespread average revenue per unit increase.

## Net Sales evolution by product (€m)



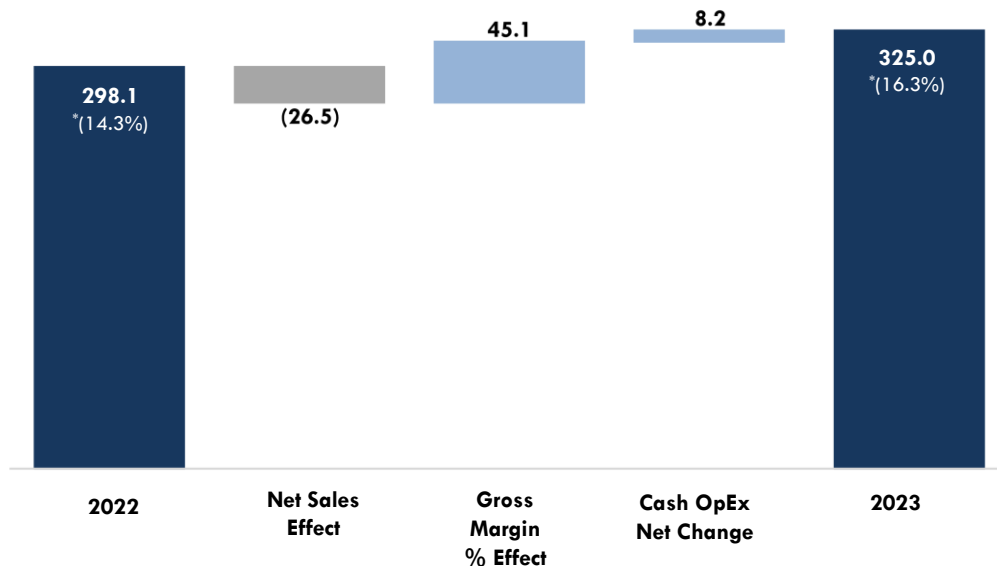
Δ ± p.p.  
Vs. 2022

0.3% n.m.  
11.0% +0.5p.p.  
17.1% -0.8 p.p.  
19.9% +3.6 p.p.  
51.8% -3.5 p.p.



# FY 2023 - EBITDA Evolution

## EBITDA evolution (€m)



\* % On Net Sales \*\* Excluding FX Effect

## Highlights

**Outstanding margin expansion drove EBITDA uplift to 325 €m, representing an all-time high.**

**Gross margin grew by ~20 €m**, driven by a combination of:

- ▶ enhanced pricing power enabled by the premium positioning of Piaggio's brands
- ▶ improved mix
- ▶ heightened operating efficiency
- ▶ reduced pressures on energy and freight costs

Cash OpEx below prior year levels, further proving the company's ability to rein in cost dynamics without hampering business growth.



# FY 2023 - To sum up

## P&L (€m)

	2022	2023	Change 2023 vs. 2022		
			Absolute	%	% excl. FX*
<b>Net Sales</b>	<b>2,087.4</b>	<b>1,994.6</b>	<b>(92.9)</b>	<b>-4.4%</b>	<b>-2.0%</b>
<b>Gross Margin</b>	<b>554.9</b>	<b>574.7</b>	<b>19.7</b>	<b>3.6%</b>	<b>3.6%</b>
% on Net Sales	26.6%	28.8%	2.2		
<b>EBITDA</b>	<b>298.1</b>	<b>325.0</b>	<b>26.9</b>	<b>9.0%</b>	<b>7.6%</b>
% on Net Sales	14.3%	16.3%	2.0		
Depreciation	(139.4)	(144.3)	(4.9)	3.5%	①
<b>EBIT</b>	<b>158.7</b>	<b>180.7</b>	<b>21.9</b>	<b>13.8%</b>	②
% on Net Sales	7.6%	9.1%	1.5		
Financial Expenses	(31.5)	(45.3)	(13.8)	43.8%	③
<b>Earning before tax</b>	<b>127.2</b>	<b>135.3</b>	<b>8.1</b>	<b>6.4%</b>	
Tax	(42.3)	(44.3)	(1.9)	4.6%	④
<b>Net Income</b>	<b>84.9</b>	<b>91.1</b>	<b>6.2</b>	<b>7.3%</b>	
% on Net Sales	4.1%	4.6%	0.5		

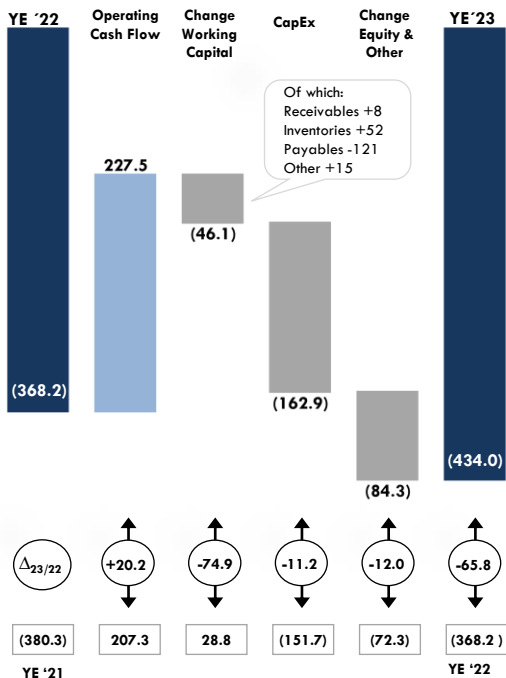
## Highlights

- ① **D&A up**, reflecting recent years' heightened Capital Expenditure to strengthen brand & product portfolio.
- ② EBIT grew by 22€m reaching **181€m, the best result to date**, with a significant uplift in margin on sales, which reached 9.1%.
- ③ Financial expenses increased, mainly reflecting the higher cost of funding and one-off effect of residual amortized cost of the notes due 2025 prepaid in Q4.
- ④ Tax rate down 0.6 p.p. @ 32.7%.

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

# FY 2023 - Net Financial Position & Leverage evolution

## NFP YE 2023 evolution (€m)



## NFP YE 2022 evolution (€m)



## Highlights

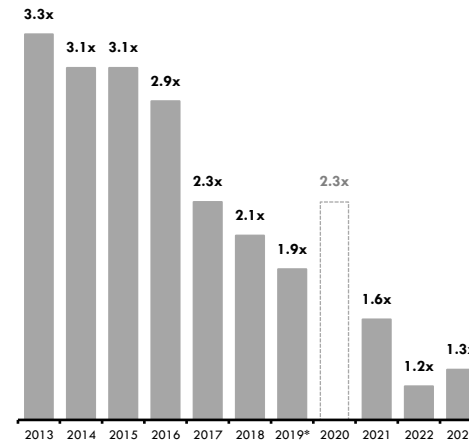
Temporary Net Debt growth mainly reflecting negative Working Capital dynamic driven by significant reduction of payables.

CapEx progressed in line with full-year guidance.

Leverage @1.3x, comfortably within the targeted range.

Comfortable average life of debt @ 4.7 years boosted by refinancing of bond and main RCF.

## Leverage (x)





## **Investor Relations Office**

E: [investorrelations@piaggio.com](mailto:investorrelations@piaggio.com)

T: +39 0587 272286

W: [www.piaggiogroup.com](http://www.piaggiogroup.com)

## **Raffaele Lupotto**

Executive Vice President

Head of Investor Relations

E: [r.lupotto@piaggio.com](mailto:r.lupotto@piaggio.com)

T: +39 0587 272596

