



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

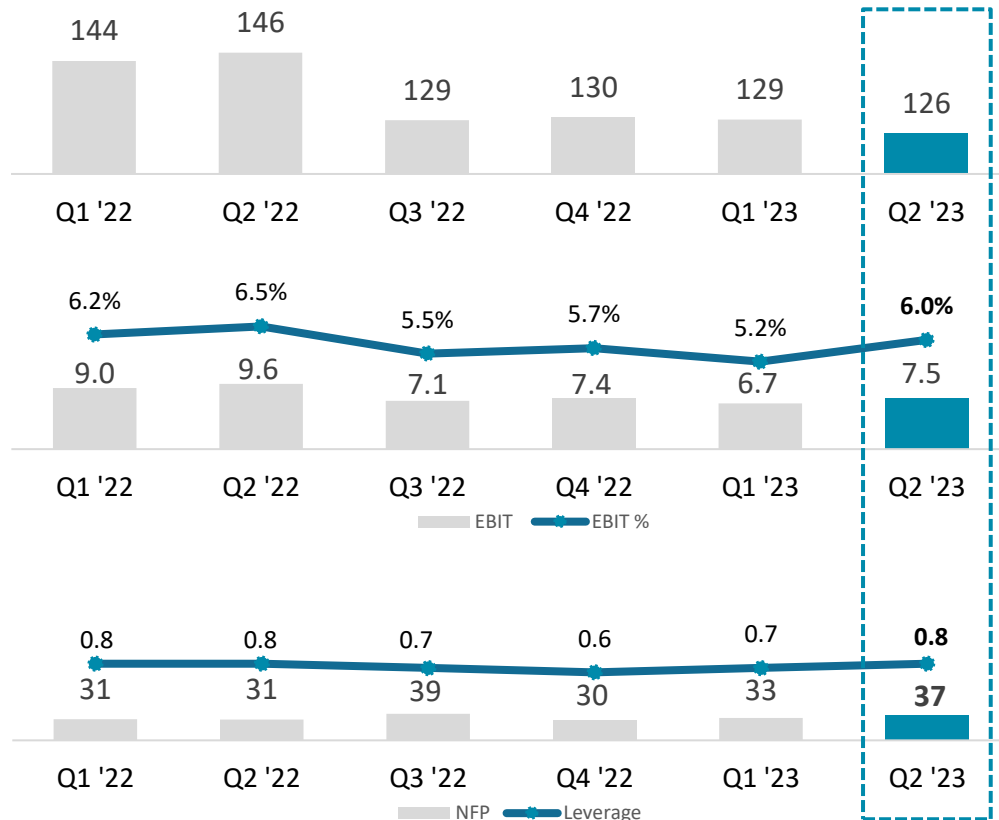
NFP

(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



EMEA*

Q1 2022



-3%

Q2 2022



-7%

Q3 2022



-12%

Q4 2022



-12%

Q1 2023



-10%

Q2 2023



-12%



NORTH
AMERICA**

4%



-8%



-11%



-8%



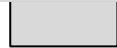
-7%



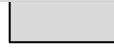
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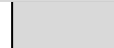
LATIN
AMERICA*



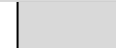
-6%



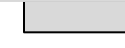
-5%



-7%



-7%



-4%



-10%

* Excluding Russia for Emea, SOURCE: ELICA GROUP ESTIMATES

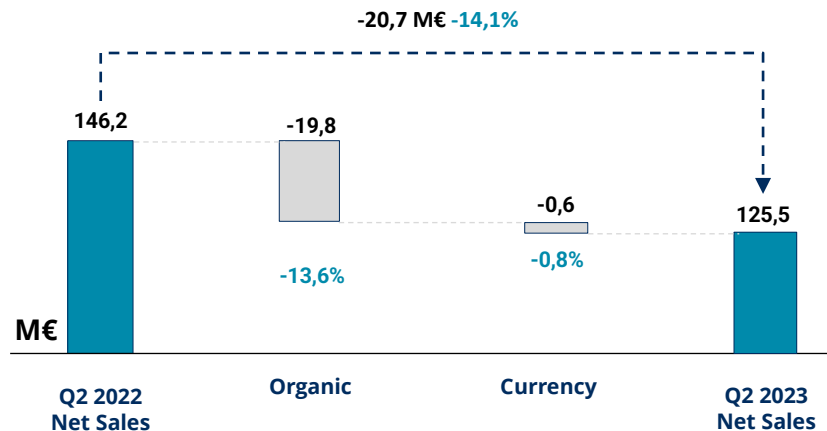
**SOURCE AHAM: DATA REFERS TO ALL COOKING PRODUCT RANGES but MICROWAVES, COVERING ≈ 40% OF THE MARKET

SALES DYNAMIC

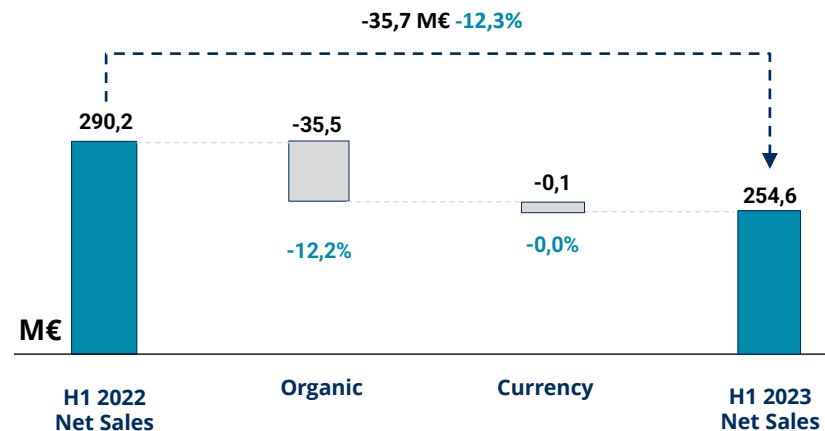


SALES KEY DRIVERS

Q2

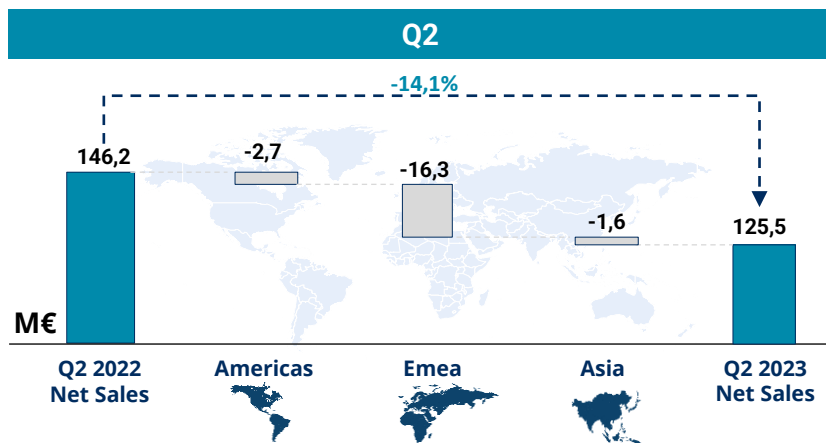


H1

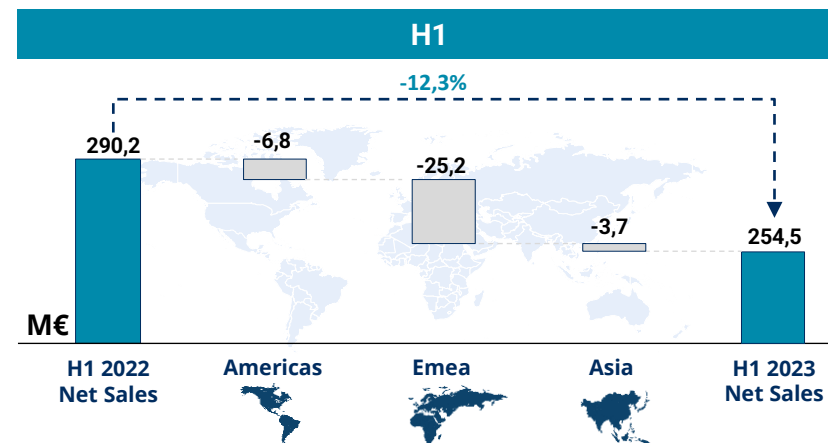


- Sales affected by volumes decline, as a result of the weaker market demand compared to last year mainly in the Emea Region.
- Pressure on sales mix due to lower consumer purchasing power
- Strong Promo Environment

SALES DRIVERS & REGIONAL OVERVIEW

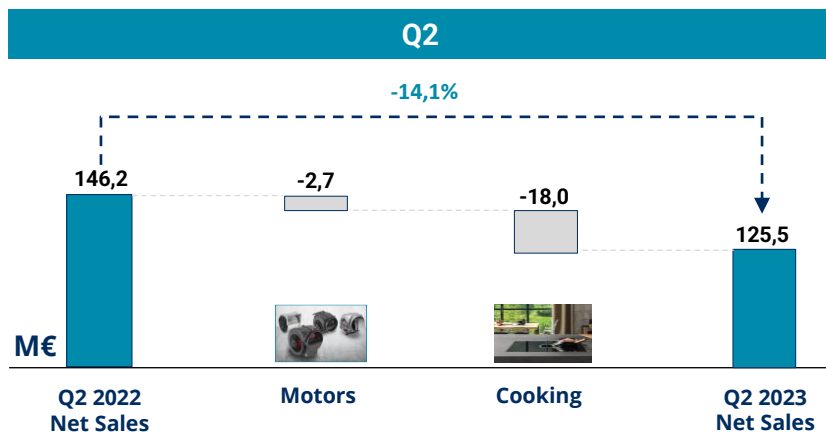


Q2 2022	20,6	115,9	9,7	146,2
Currency	-0,1 -0,5%	-0,2 -0,2%	-0,5 -5,2%	-0,8 -0,6%
ORGANIC Growth	-2,6 -12,6%	-16,1 -13,9%	-1,1 -11,5%	-19,8 -13,6%
YoY Change	-2,7 -13,2%	-16,3 -14,1%	-1,6 -16,7%	-20,7 -14,1%
Q2 2023	17,9	99,6	8,1	125,5
Regional weights	14%	79%	7%	

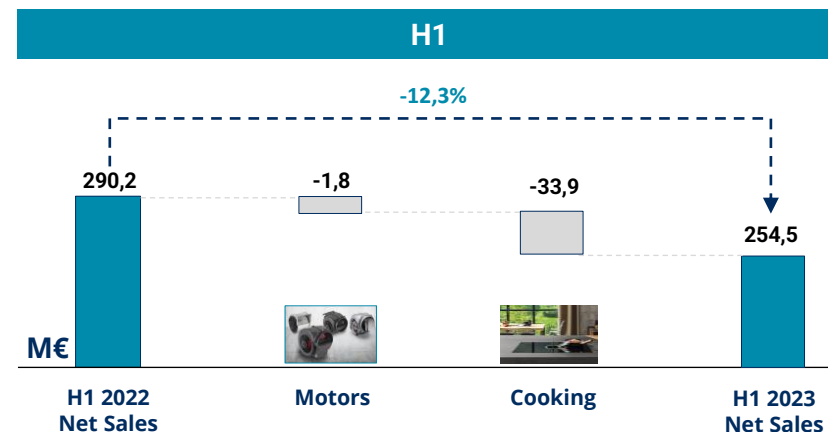


H1 2022	41,6	229,2	19,5	290,2
Currency	+0,7 +1,6%	+0,2 +0,1%	-1,0 -5,1%	-0,1 -0,0%
ORGANIC Growth	-7,4 -17,9%	-25,4 -11,1%	-2,7 -13,9%	-35,6 -12,3%
YoY Change	-6,8 -16,2%	-25,2 -11,0%	-3,7 -19,0%	-35,7 -12,3%
H1 2023	34,8	203,9	15,8	254,5
Regional weights	14%	80%	6%	

SALES BY BUSINESS

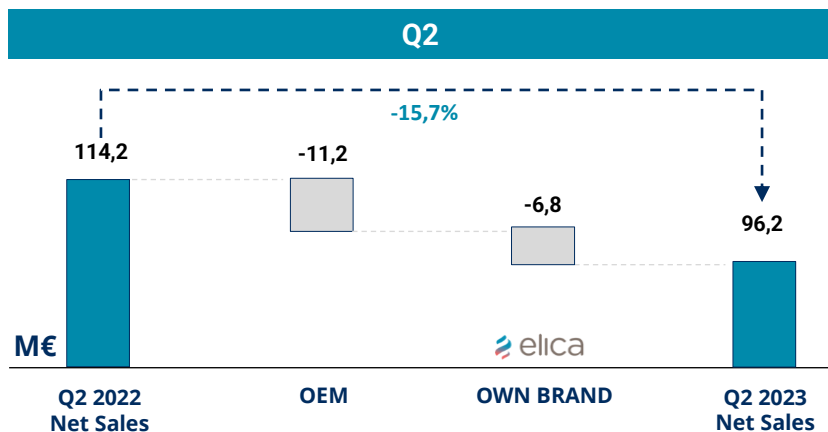


Q2 2022	32,0	114,2	146,2
Currency	- +0,1%	-0,9 -0,8%	-0,8 -0,6%
ORGANIC Growth	-2,7 -8,5%	-17,1 -15,0%	-19,8 -13,6%
YoY Change	-2,7 -8,4%	-18,0 -15,7%	-20,7 -14,1%
Q2 2023	29,3	96,2	125,5
Business weights	23%	77%	

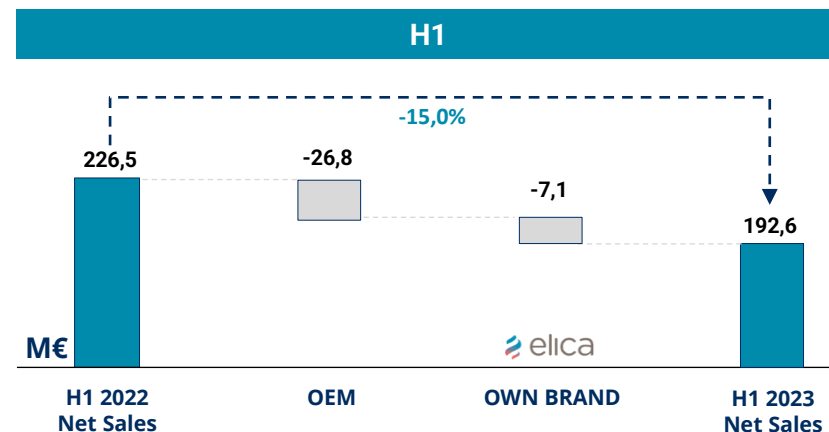


H1 2022	63,7	226,5	290,2
Currency	- -	-0,1 -0,1%	-0,1 -0,0%
ORGANIC Growth	-1,8 -2,8%	-33,8 -14,9%	-35,6 -12,3%
YoY Change	-1,8 -2,8%	-33,9 -15,0%	-35,7 -12,3%
H1 2023	62,0	192,6	254,5
Business weights	24%	76%	

COOKING SALES BY BRAND



Q2 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 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

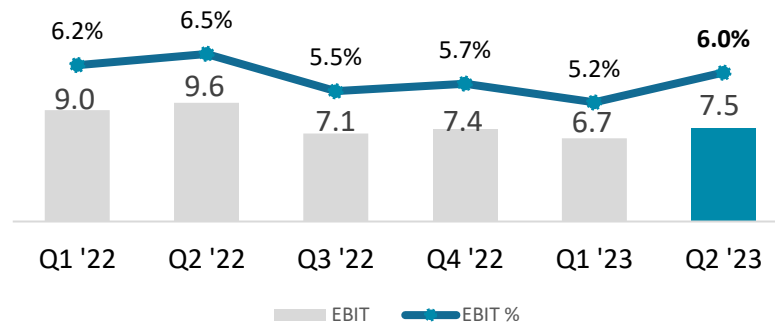


MARGINS & KEY RESULT DRIVERS

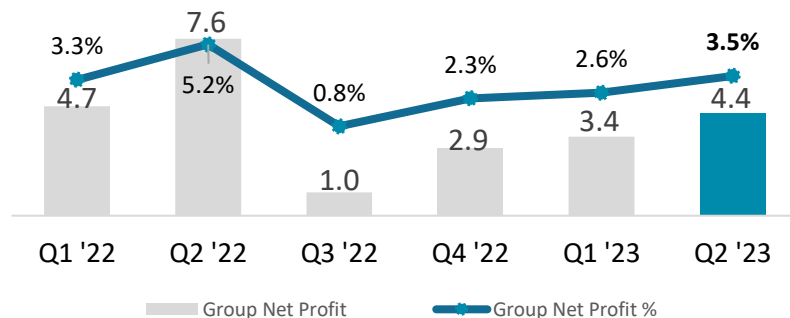
€M	2023		
	Q1	Q2	H1
NET SALES	129,0	125,5	254,5
ADJ EBITDA	12,6	13,5	26,1
% NET SALES	9,7%	10,8%	10,2%
ADJ EBIT	6,7	7,5	14,2
% NET SALES	5,2%	6,0%	5,6%
NRI	(0,6)	(0,4)	(1,0)
EBIT	6,0	7,1	13,2
% NET SALES	4,7%	5,7%	5,2%
PBT	5,0	5,9	10,9
% NET SALES	3,9%	4,7%	4,3%
NET PROFIT	3,8	4,7	8,5
% NET SALES	2,9%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

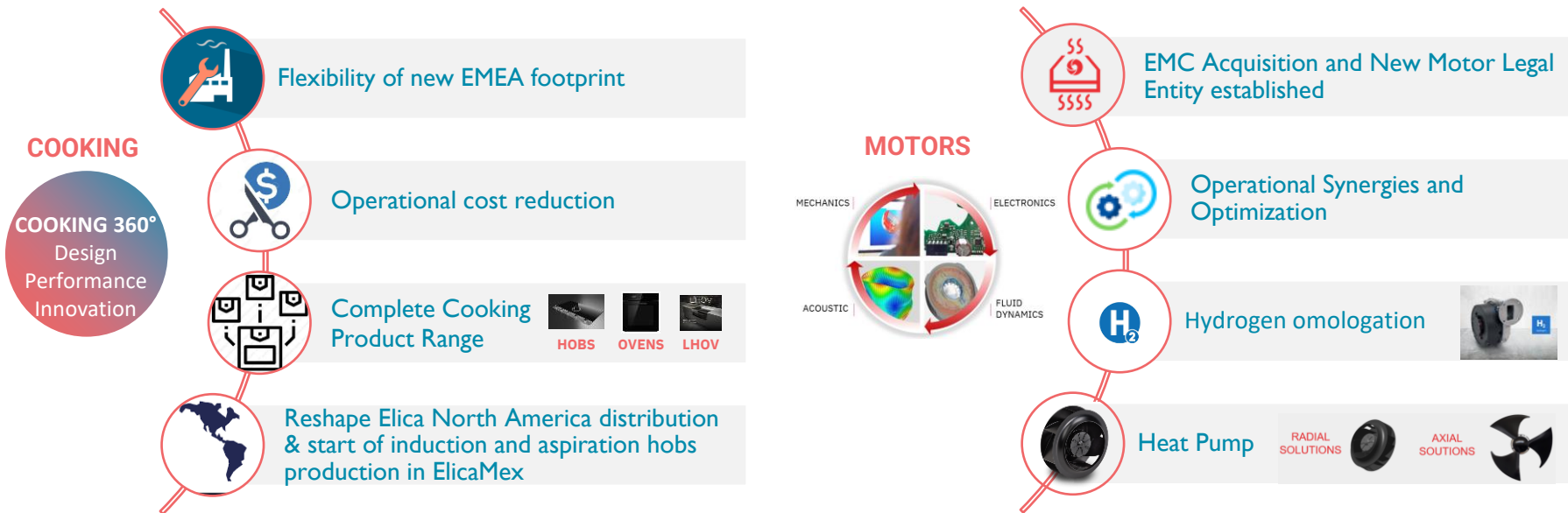
H1 2023 Takeaways :

- 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**

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



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%
%	<i>10.8%</i>	<i>10.6%</i>	<i>18 bps</i>
EBITDA	13.1	14.4	-8.6%
%	<i>10.4%</i>	<i>9.8%</i>	<i>63 bps</i>
EBIT	7.1	8.5	-15.9%
%	<i>5.7%</i>	<i>5.8%</i>	<i>-12 bps</i>
Net Result	4.7	7.7	-38.5%
%	<i>3.8%</i>	<i>5.3%</i>	<i>-150 bps</i>
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 <i>% on annualized sales</i>	46.9 9.2%	48.5 8.8%	(1.6) (40) bps
Inventories <i>% on annualized sales</i>	109.2 21.4%	101.5 18.5%	7.7 290 bps
Trade payables <i>% on annualized sales</i>	(139.2) (27.3)%	(139.6) (25.4)%	0.4 (190) bps
Managerial Working Capital <i>% on annualized sales</i>	16.9 3.3%	10.4 1.9%	6.5 140 bps
Short term assets & liabilities <i>% on annualized sales</i>	(7.4) (1.5)%	(12.6) (2.3)%	5.2 80 bps
Net Working Capital <i>% on annualized sales</i>	9.5 1.9%	(2.2) (0.4)%	11.7 230 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)

	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	140.4	133.1
			Minorities	4.8	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

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		
	MINORITY SHARES	Q2	H1	MINORITY 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

