

FERRETTI GROUP 9M 2026 AIDE MEMOIRE

This document – which is unaudited - sets out public information previously provided by Ferretti Group, which may be helpful in assessing Group's financial performance ahead of its 9M 2026 Financial Results on 27th October 2026.

In this document no new information is provided and there will be no commentary on current trading and in line with applicable law and our practice, any further possible updates will be the subject of a formal announcement.

SUMMARY OF THE 9M 2025 RELEVANT DATA¹

<i>EUR million</i>	Data as of 30 September		
	9M'25 (unaudited)	9M'24 (unaudited)	Change 9M'25 vs. 9M'24
Net revenue new yachts	887.2	865.3	+2.5%
EBITDA adj	141.7	138.2	+2.5%
Net Profit	61.0	62.2	-1.9%

<i>EUR million</i>	30 Sep'25 (unaudited)	30 Jun'25 (unaudited)	Change in €mln
Net financial position (net cash)	65.2	101.6	-36.4

¹ See please Group press release 23rd October 2025

Order intake by segment

The following table shows the breakdown of order intake by segment:

<i>Million euros</i>	Order intake by segment				
	9M'25 (unaudited)	% of total order intake	9M'24 (unaudited)	% of total order intake	Change 9M'25 vs.9M'24
Composite yachts (<30m)	278.8	36.2%	288.2	39.1%	-3.3%
Made-to-measure yachts (30m-43m)	423.9	55.0%	321.5	43.6%	+31.9%
Super yachts (>43m in alloy)	64.2	8.3%	127.3	17.3%	-49.6%
Other businesses	4.1	0.5%	0	0.0%	nm (+4.1 mln)
Total	770.9	100.0%	736.9	100.0%	+4.6%

SUMMARY OF THE 3Q 2026 RELEVANT EVENT

On 8th September 2026, Ferretti announced an enhancement to the official protection provided for new boats. The standard warranty is now enhanced by the "+1 Year Ferretti Quality Promise" limited extension, which adds an extra year of coverage for yachts up to 45 meters² across all Group brands.

2026 OUTLOOK & GUIDANCE³

Top-tier luxury clients continue to exhibit spending behaviours that defy market trends, contrasting with the aspirational luxury segment. The global yachting industry remains resilient amid geopolitical and macroeconomic uncertainty, highlighting its stability and strength. At the date of publication of this document, the geopolitical situation in the Middle East is still causing delays in order intake from the region as well as in the delivery of boats scheduled for that market. It should be noted, however, that not all boats classified under "Middle East" are necessarily delivered to or used within that region.

In this context, the Group maintained profitability and its market share, reinforcing its strategic position not only in high-value segments but also in new emerging and high-growth segments. To continue building on the expected growth trends of the global luxury yacht industry, enhancing its

² Excluding units in aluminum and/or steel.

³ See please Group press release 31st July 2026

value proposition and strengthening its overall resilience, the Group's future plans are based on the following strategic pillars:

- the Group will enhance and expand its product offering and product mix ahead of evolving market trends and customer expectations, with the aim to consolidate its market leadership position in both Composite and Made-to-measure segments, focusing on the segments with the highest growth potential and marginality;
- the Group will continue to invest in innovation, technologies, and products with the aim of providing a more environmentally responsible yachting experience, thanks to the skillful use of more sustainable materials and processes aimed at reducing the environmental impact of the products;
- the Group will expand its Made-to-measure offering into larger alloy yachts, developing new alloy-hulled super yacht models under its iconic Riva, Pershing, and Custom Line brands;
- the Group will also broaden both its yacht brokerage, chartering and management services and its after- sales and refitting services; extend its brand extension and licensing activities;
- finally, the Group will keep investing in the internalization of high value-added activities to support its future growth and product portfolio expansion.

Therefore, the full-year guidance has been updated on a prudent basis in light of the continued geopolitical uncertainty, particularly in the Middle East, and the broader macroeconomic environment that continue to extend customers' decision-making and negotiation processes.

Values in Euro million	2025	Guidance 2026 19 May 2026	Guidance 2026 31 July 2026
Net Revenue New Yachts <i>Variation % vs. 2025</i>	1,232	1,250 – 1,265 +1.5 +2.7%	1,200 – 1,240 -2.6% / +0.7%
Guidance Variation 2026 19 May vs 31 July (calculated based on the midpoint of the guidance)			-3.0%
Adjusted EBITDA <i>Variation % vs. 2025</i>	203	203 – 210 = / +3.6%	186 - 197 -8.3% / -2.9%
Guidance Variation 2026 19 May vs 31 July (calculated based on the midpoint of the guidance)			-7.3%

Adjusted EBITDA margin	16.5%	16.2% - 16.6%	15.5% - 15.9%
CAPEX Variation % vs. 2025	89	70-75 -21.5% -15.9%	60-65 -32.7% -27.1%
Guidance Variation 2026 19 May vs 31 July (calculated based on the midpoint of the guidance)			-13.8%

Quote from the H1'26 Financial Results Earnings Call, 31st July 2026

On 2026 New guidance: "...The revised guidance on EBITDA, as we said, is that we must take into consideration two major effects that we see; the first one is less efficient fixed cost absorption. So, in other words, we put in place, as normal, some cost containment measures, but they are not enough to recover efficiently or perfectly the reduction in revenues. And the second impact, as mentioned before, we see that in the market there is some price pressure this year. The news is that it is not coming only from a smaller competitor, but also the larger one. So, as the CEO said, we do not intend to sell at a discount, but in some cases, we must take into consideration not losing every opportunity in the market; this is simply the rationale behind the revision of the EBITDA margin. And about Capex, there are no major changes. We made some postponements of some industrial facility expansions that are not needed anymore, because, as said before, we have a utilization rate of our shipyard at 80%. So, we are quite happy to postpone it to next year, or when the necessity arises. On the other end, we are looking for opportunities for the superyacht division, because there are just six production slots and the production capacity is filled up at 100%, but nothing that will be reflected in capex in the short term."