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# FERRETTIGROUP

## Ferretti S.p.A.

*(Incorporated under the laws of Italy as a joint-stock company with limited liability)*

**(Stock Code: 09638)**

### INSIDE INFORMATION ANNOUNCEMENT CAPITAL MARKETS DAY

This announcement is made by Ferretti S.p.A. (the “**Company**”, together with its subsidiaries, the “**Group**”) pursuant to Rule 13.09(2)(a) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and the Inside Information Provisions (as defined in the Listing Rules) under Part XIVA of the Securities and Futures Ordinance (Chapter 571, Laws of Hong Kong).

Reference is made to the voluntary announcement of the Company dated 21 February 2023. The board of directors (the “**Board**”) of the Company is pleased to announce that at the Capital Markets Day today, the Board will focus on, among others, providing details of its strategies for future growth and its medium-term corporate strategy.

### KEY PILLARS ENABLING THE GROUP TO LEAD THE LUXURY YACHTING INDUSTRY WORLDWIDE

- Be the leader in the luxury yachting industry with the Group’s iconic brands
- Ideally positioned to capture structural growth globally
- Luxury experience with scale benefits
- Innovation, sustainability and “E-Luxury”
- Strong and resilient financial performance
- Strong management team with a clear strategic vision

## CLEAR STRATEGIC VISION FOR THE FUTURE

- Expand product portfolio to enhance market coverage
- Expand the made-to-measure yachts segment into the most premium segment
- Vertically integrate strategic and high value-adding activities
- Ramp up most promising ancillary services and diversified business lines offering

## MEDIUM-TERM FINANCIAL OBJECTIVES

The Group has established the following aspirational financial medium-term objectives which it aims to achieve by executing its strategies. These financial objectives are the Group's internal objectives for revenue growth, adjusted EBITDA Margin and cash conversion for the medium-term.

- **Revenue:** Approximately 10% organic CAGR with further M&A upside.
- **Adjusted EBITDA Margin:** greater than 18.5%
- **Cash conversion:** greater than 85%.

The Group has not defined, and does not intend to define, "medium-term". The Group's medium-term financial objectives should not be read as forecasts, projections or expected results and should not be read as indicating that the Group is targeting such metrics for any particular year, but are merely objectives that result from the Group's pursuit of its strategy. The Group's ability to meet these objectives is based upon the assumption that it will be successful in executing its strategy and is also dependable on the accuracy of a number of assumptions involving factors that are significantly or entirely beyond its control. The objectives are also subject to known and unknown risks, uncertainties and other factors that may result in the Group being unable to achieve them.

## PRESENTATION TO INVESTORS

After the publication of this announcement, the Company will publish the presentation materials on the Company's website: [www.ferrettigroup.com](http://www.ferrettigroup.com). Shareholders and potential investors may access the presentation by clicking "Company Presentation" under the "Investor Relations" section of the Company's website and may attend the conference call at 2:00 p.m. CET, or 9:00 p.m. Hong Kong Time, via this link: <https://event.choruscall.com/mediaframe/webcast.html?webcastid=TFM47kgI> (also available on the Company's website, under the "Investor Relations" section).

By order of the Board

**Ferretti S.p.A.**

**Mr. Alberto Galassi**

*Executive Director and Chief Executive Officer*

Hong Kong, 21 March 2023

*As at the date of this announcement, the Board comprises Mr. Alberto Galassi as executive director; Mr. Tan Xuguang, Mr. Piero Ferrari, Mr. Xu Xinyu and Mr. Li Xinghao as non-executive directors; and Mr. Hua Fengmao, Mr. Stefano Domenicali and Mr. Patrick Sun as independent non-executive directors.*