



FERRETTIGROUP

H1 2022

Financial Results

WALLY
3


FERRETTIYACHTS

PERSHING

Itama

Riva

CRN

CUSTOM LINE

Ferretti Group Team presenting today



**ALBERTO
GALASSI**

EXECUTIVE DIRECTOR
& CHIEF EXECUTIVE
OFFICER (CEO)



**MARCO
ZAMMARCHI**

CHIEF FINANCIAL
OFFICER
(CFO)



**STEFANO
DE VIVO**

CHIEF COMMERCIAL
OFFICER
(CCO)

SUMMARY

- 1 Business highlights
- 2 Financial results
- 3 Conclusions

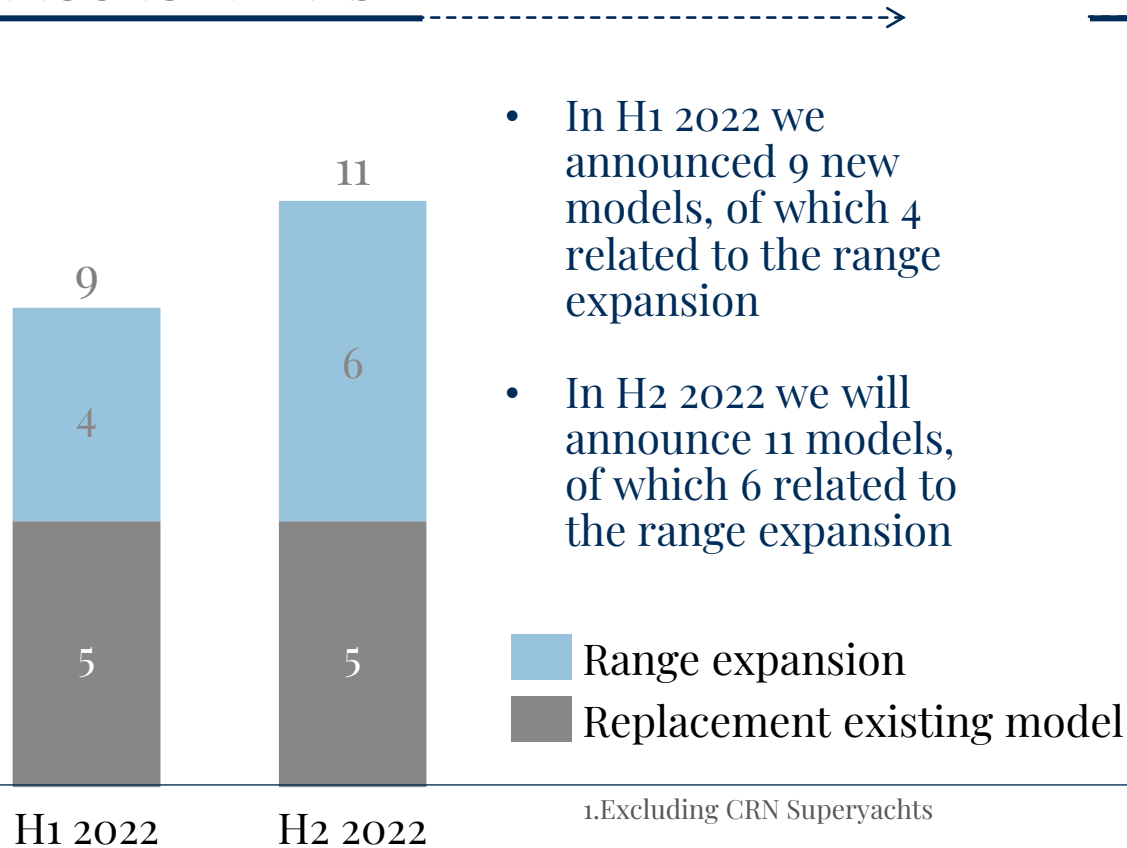


1

Business
highlights

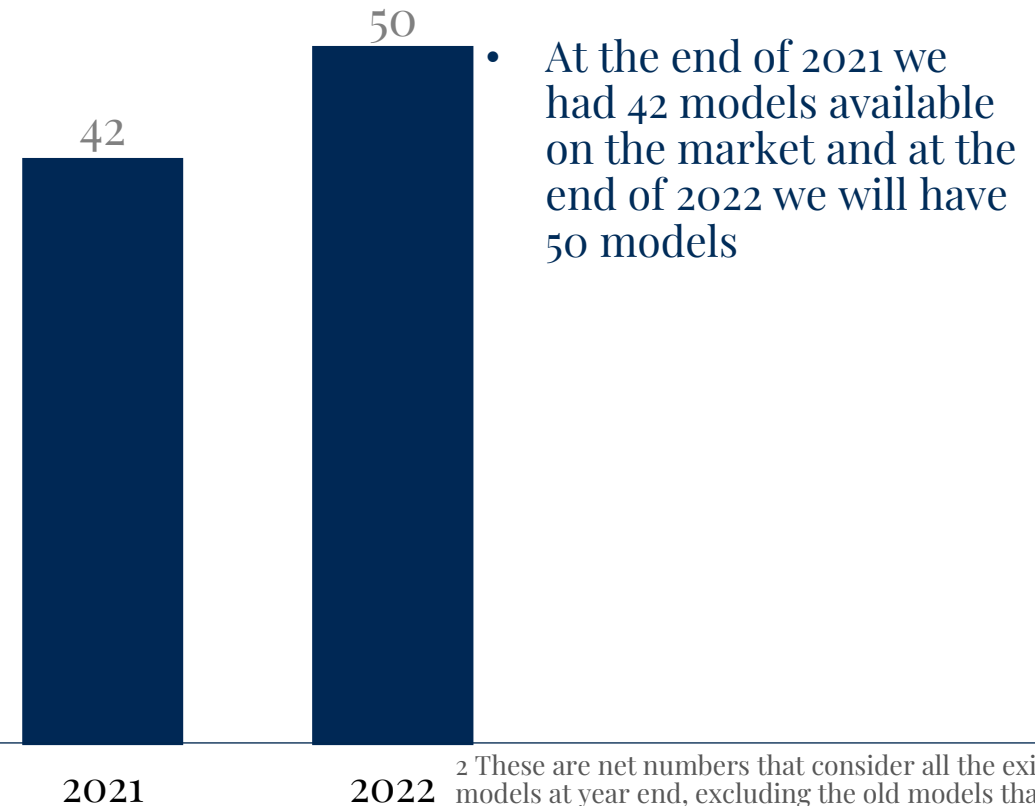
New announcements focus on a continuous range expansion

ANNOUNCEMENTS¹



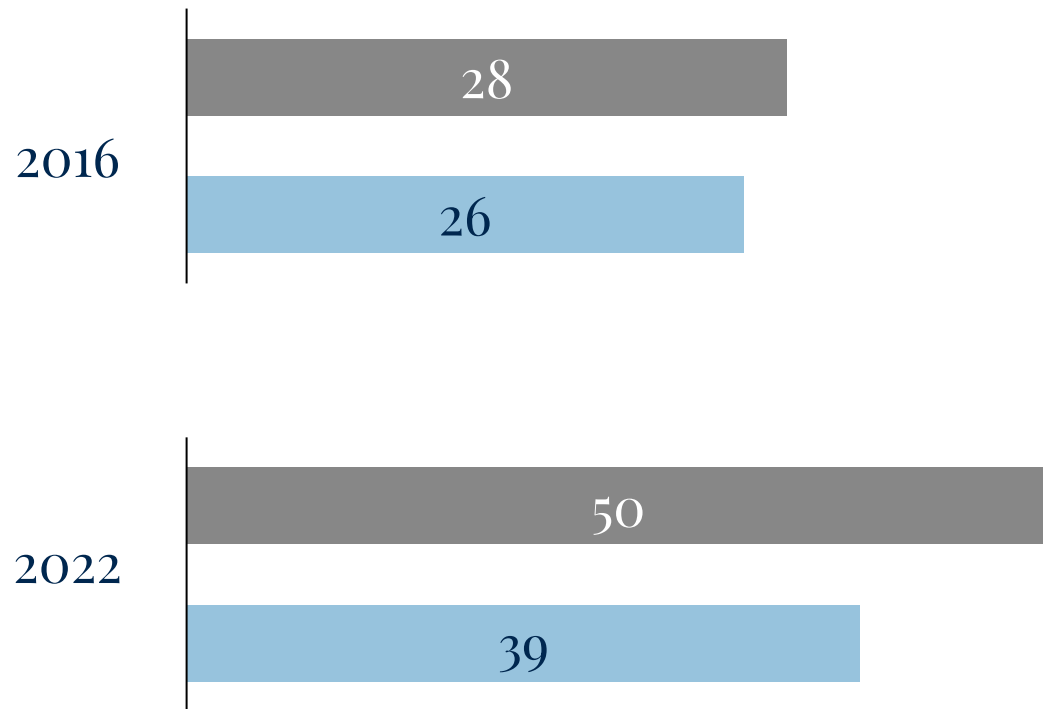
¹Excluding CRN Superyachts

MODELS AVAILABLE²



² These are net numbers that consider all the existing models at year end, excluding the old models that were taken out of the company's product offering

We continue to leverage on existing platforms to launch new models with minimum capex investments



■ models
■ platforms

- In 2022 we can offer 50 models to the market, of which 22 are sharing the same engineering platforms
- In 2016 only 4 models shared the same platforms

BRAND NEW MODEL REPLACING
EXISTING ONE

Riva 102' Corsaro Super



Riva
180
SINCE 1842

RANGE EXPANSION

FERRETTIGROUP
Pure Italian Luxury

Riva 130' Bellissima



Riva
130
SINCE 1842

WALLY

FERRETTIYACHTS

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Itama

Riva

CRN

CUSTOM LINE

WALLY



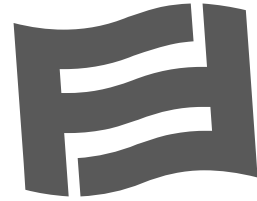
RANGE EXPANSION

Wallypower58



WALLY





FERRETTIYACHTS

BRAND NEW MODEL REPLACING
EXISTING ONE

Ferretti Yachts 860



FERRETTIYACHTS

BRAND NEW MODEL REPLACING
EXISTING ONE

Ferretti Yachts 580



FERRETTIYACHTS

CUSTOM LINE

RANGE EXPANSION

Custom Line 140'



CUSTOM LINE

CRN

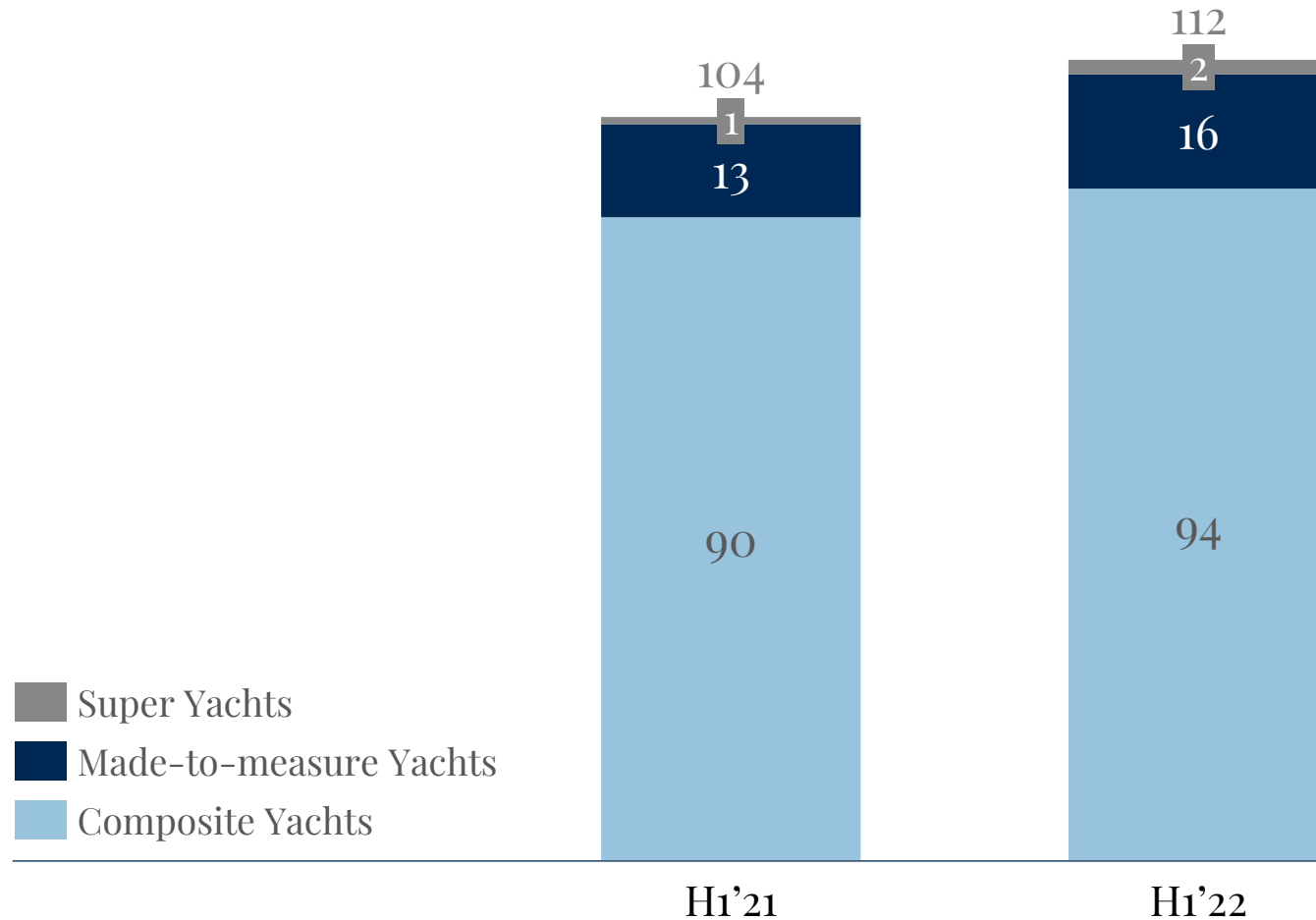
SPLASH

CRN M/Y 142
Ciao 52m



CRN

Total launches keep on increasing



We launched 112 new yachts in H1'22, 8 units more than H1'21.

The growth was driven mainly by the Made-to-measure, that was up 23%, and the Superyacht that doubled



180 years celebration



Video

Riva
180

Riva
180
SINCE 1842

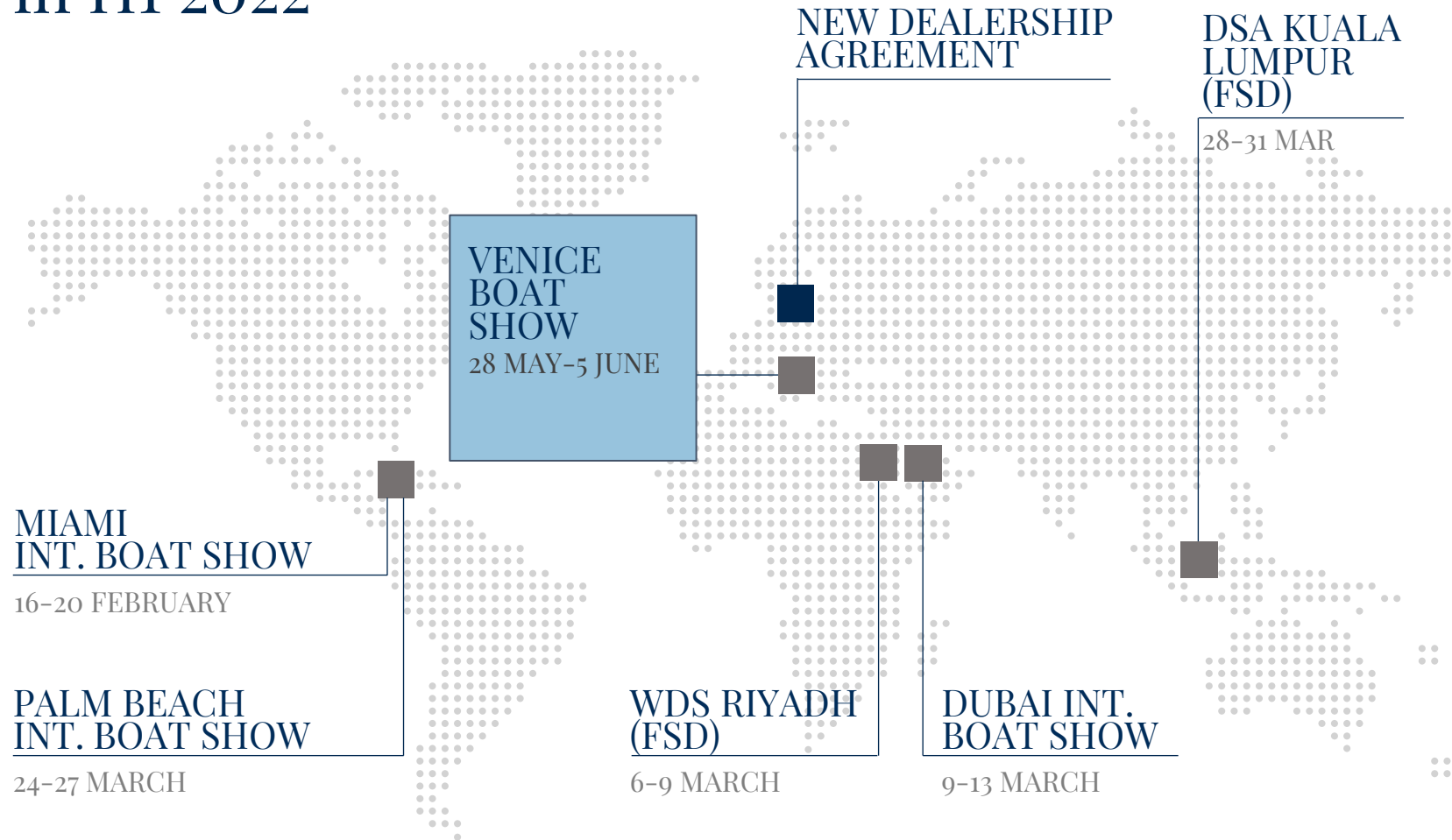
NEW UNVEIL

Riva
Anniversario:
limited edition



Riva
180
SINCE 1842

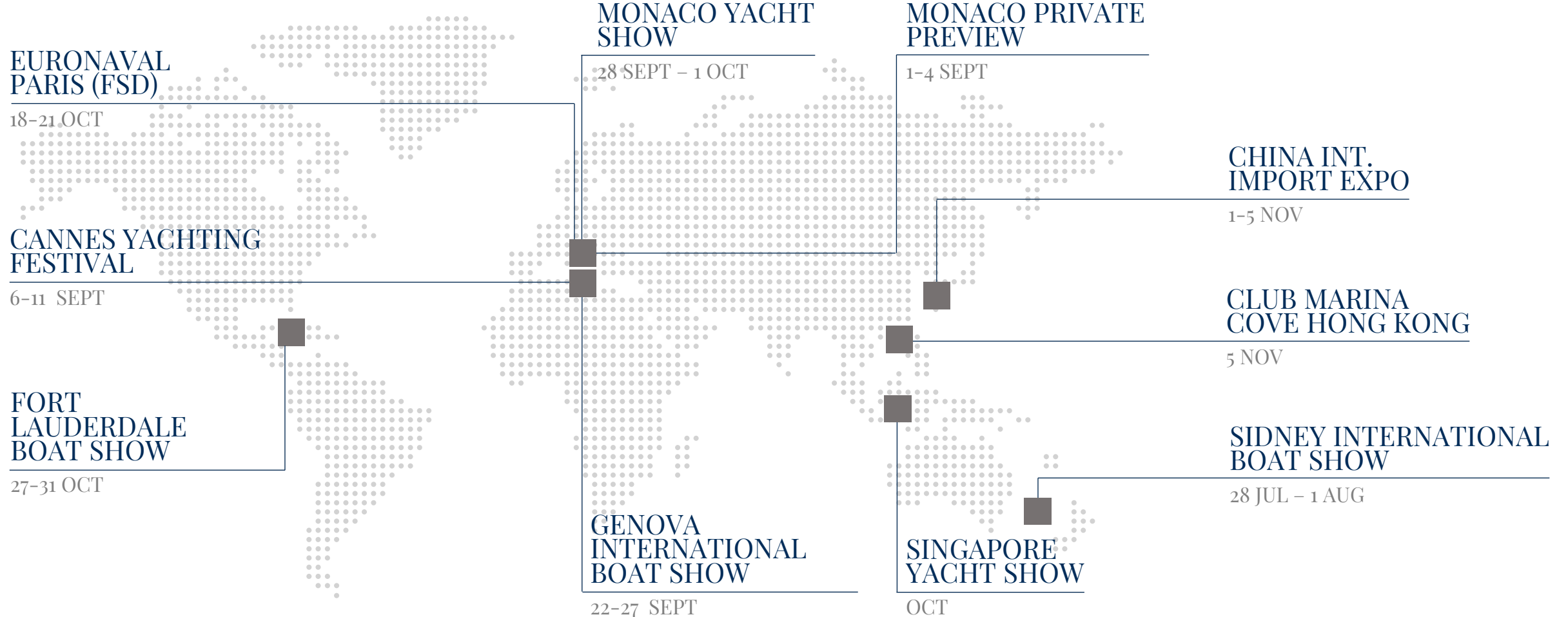
Commercial activity in H1 2022



Boat shows

- In Q2 we attended the annual Venice boat show, the only boat show in the quarter
- We are preparing for the boat show season in the Med in September, starting from our Private Preview in Monaco

Commercial activity: upcoming events



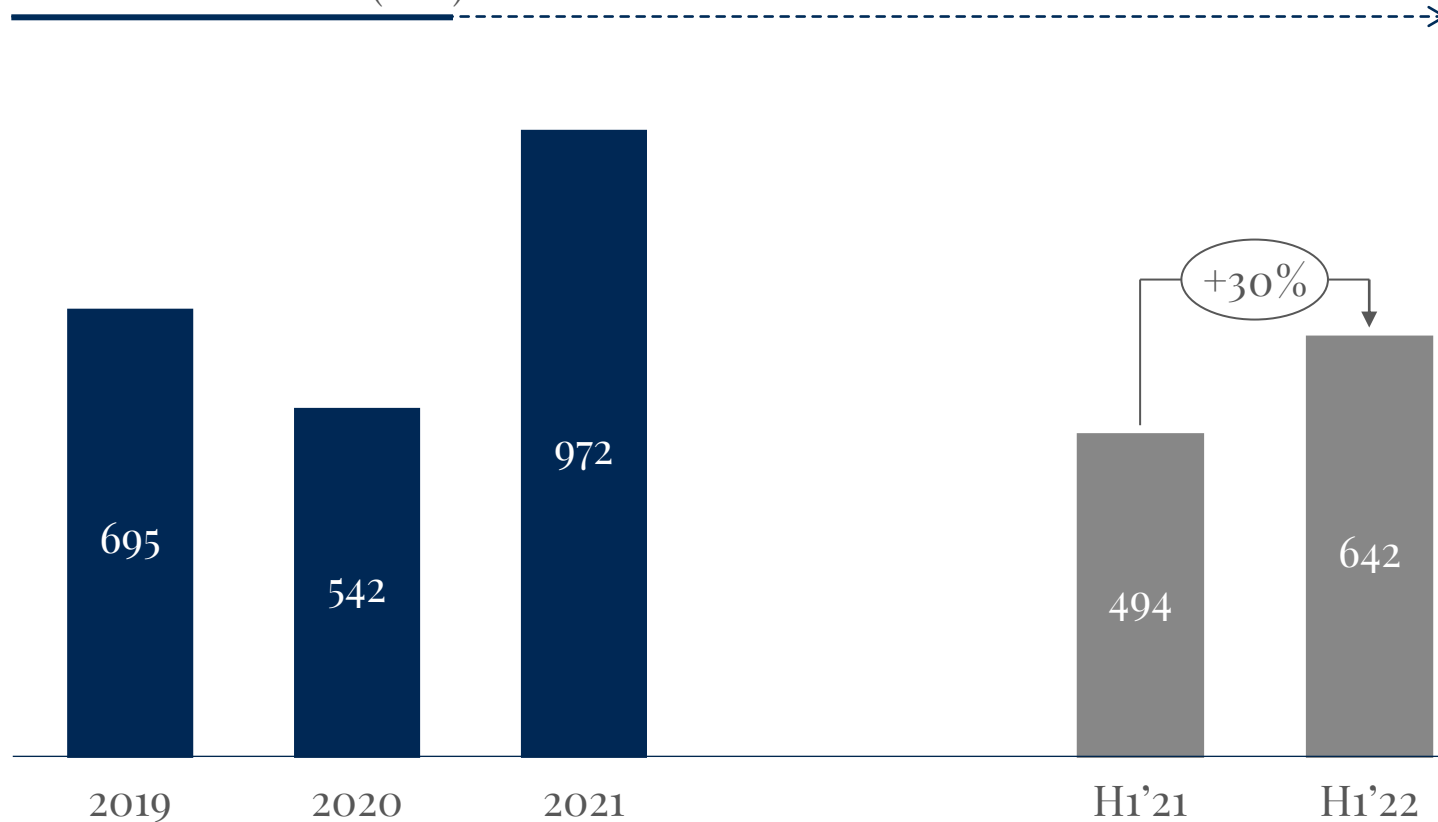


2

Financial
results

Order intake: a continuous booming market

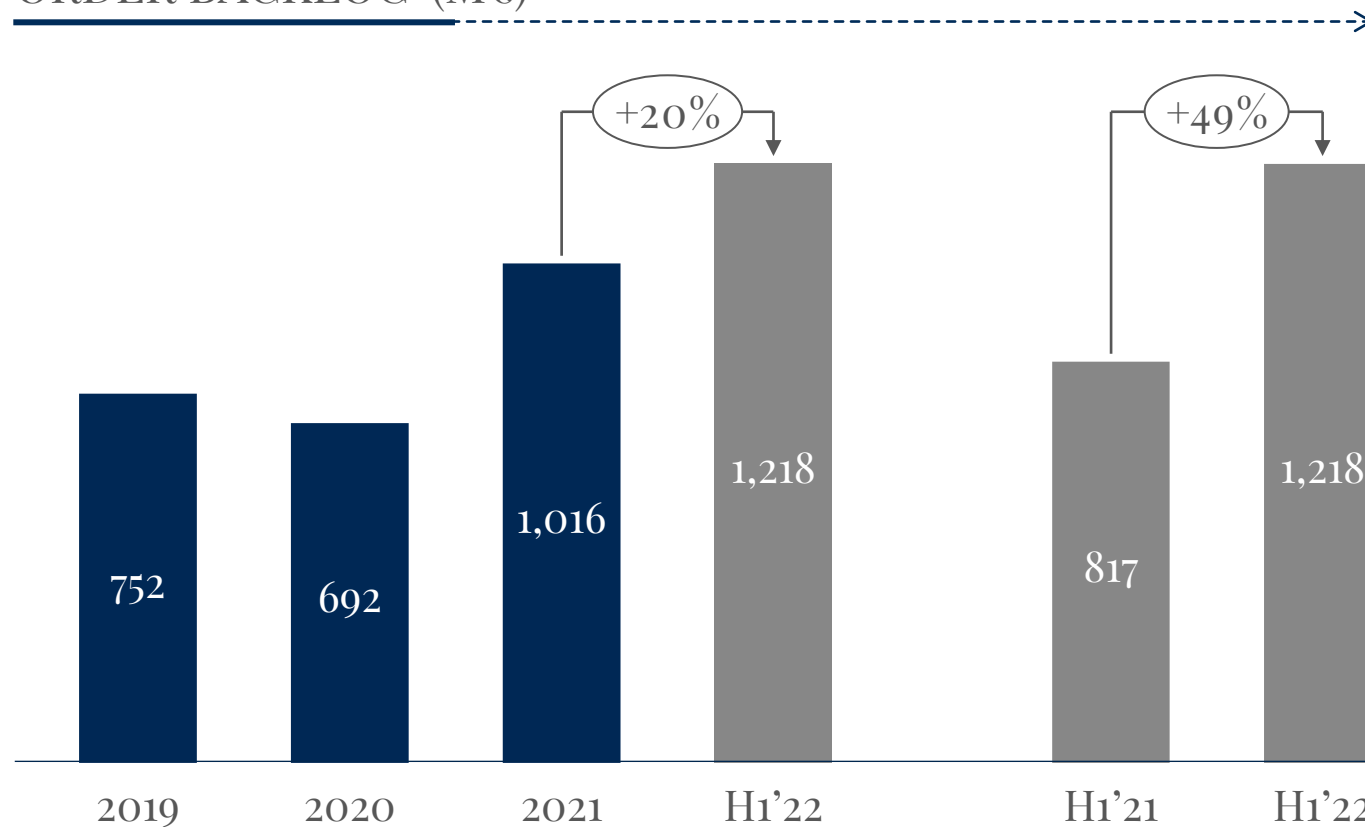
ORDER INTAKE (M€)



- We continue to see a very strong demand from the market leading to a growth of 30% in new orders collection in H1'22 when compared to H1'21.
- When compared to the full year 2021, which was a record year in new orders, we can appreciate H1'22 represents already 2/3 of it

Order backlog: a continuous booming market

ORDER BACKLOG¹ (M€)



- The order backlog surpassed € 1.2 billion, up 20% compared to December 31, 2021
- If we compare the backlog with the same period of last year, which was already a record year, the total value is up 49%

1. Corresponding to the total amount of existing orders, net of commissions, for new vessels not yet delivered to customers

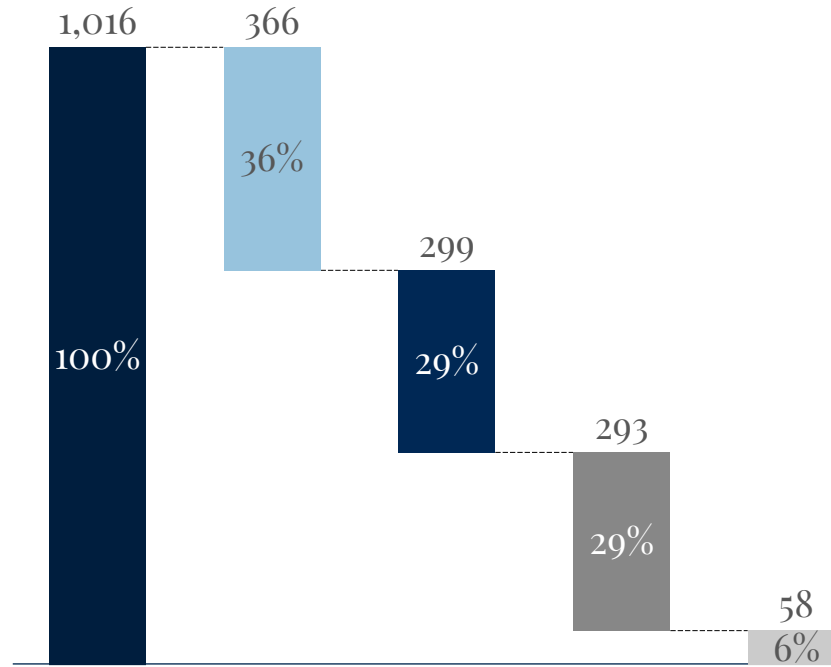
Order backlog by segment: high profitability segments leading the growth

31 DEC. '21 (M€ & %)



Made-to-Measure Yachts and Super Yachts increased both in terms of absolute value and weight on total backlog as a result of a strategy aiming at enhancing these segments

- Composite Yachts
- Made-to-measure Yachts
- Super Yachts
- Other*

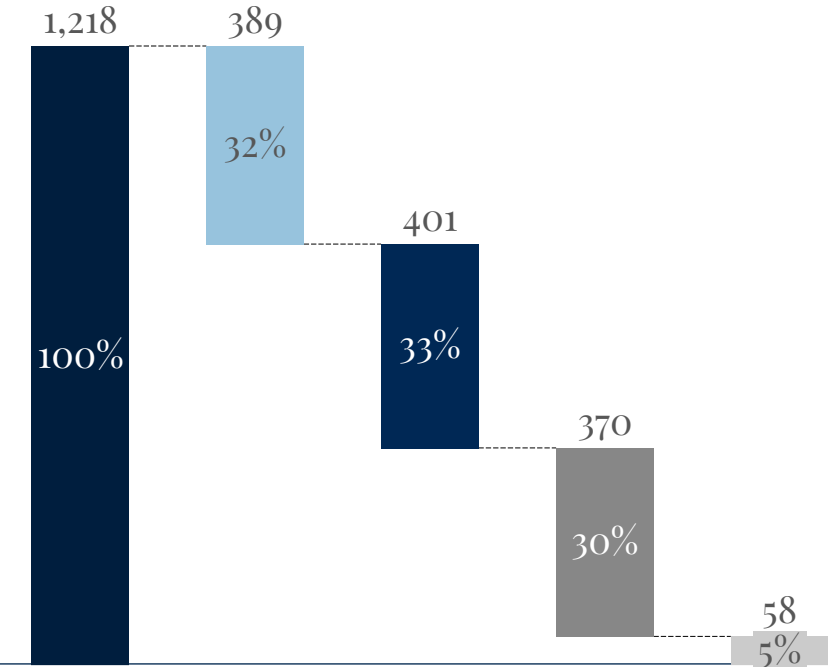


Total

*including FSD and Wally sail

NOTE: Segment sums might not add up to total due to rounding

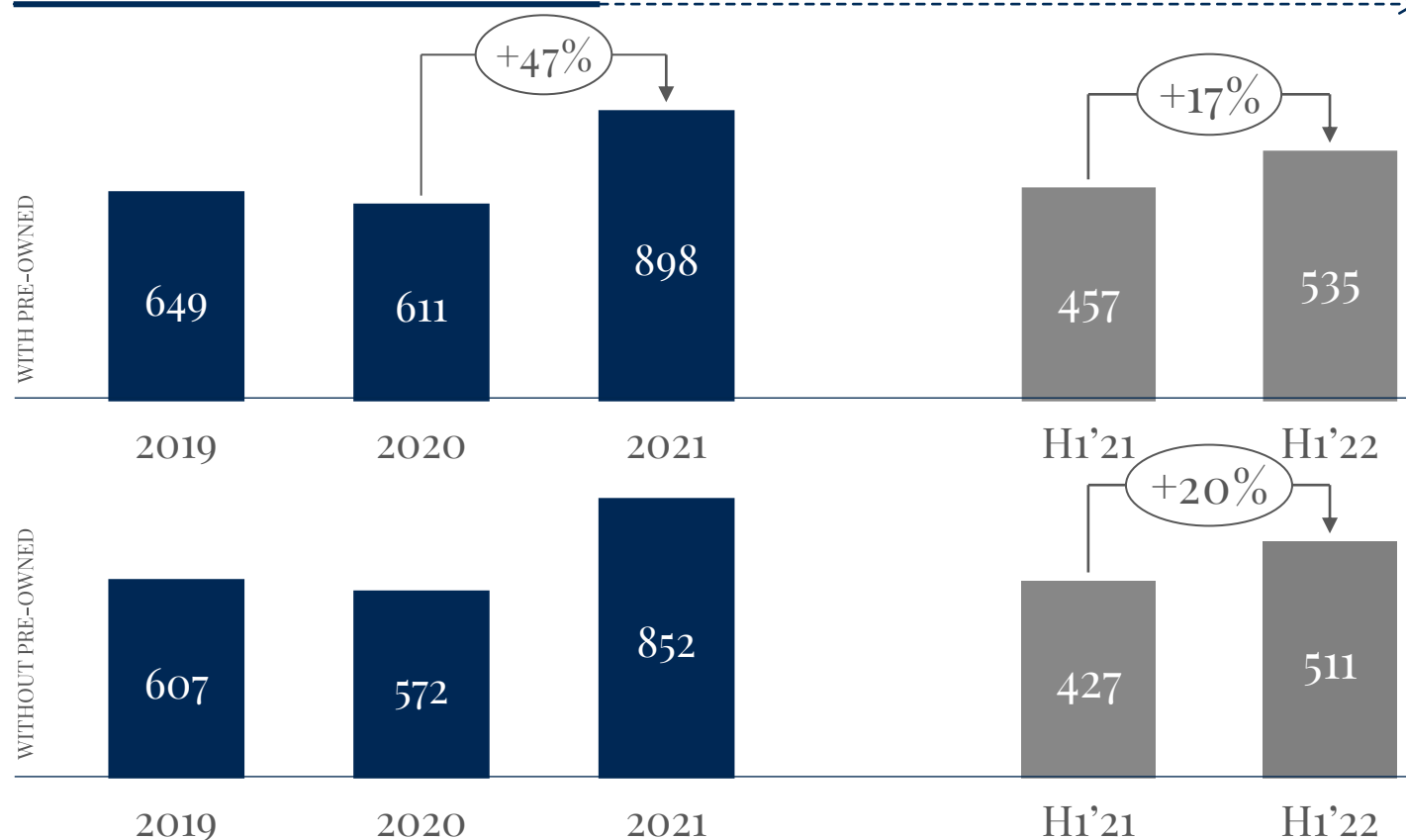
30 JUN. '22 (M€ & %)



Total

Net revenue: impressive growth continues

NET REVENUE¹ (M€)



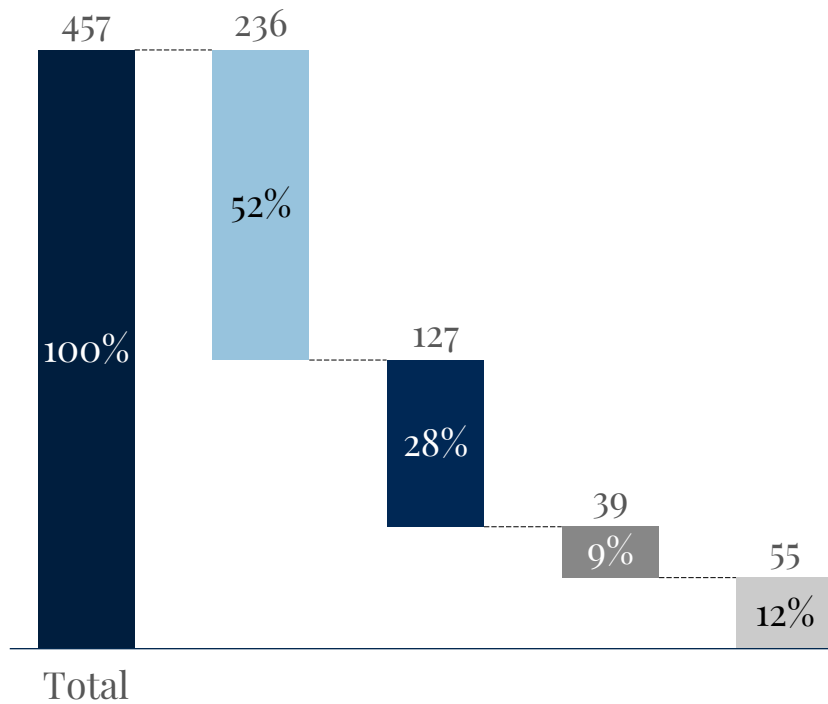
The market is still looking for Privacy, Safety and Freedom, thus supporting this sector growth

The outcome of a high increase in the backlog in previous quarters has led to a strong growth in revenues

1. Revenue, net of commissions and other costs related to revenue

Revenue by segment: strong increase in the high profitability segment

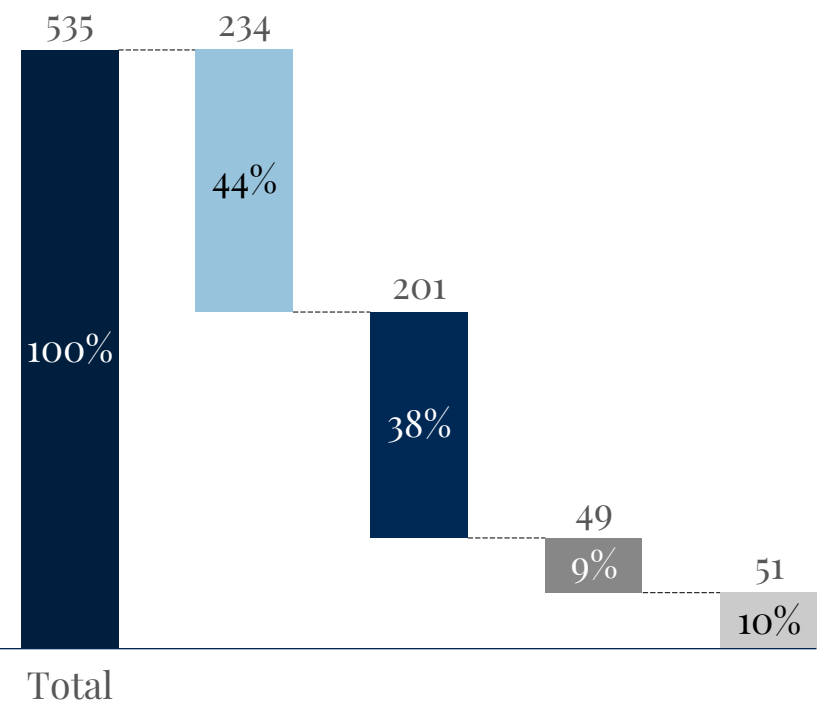
H1'21 (M€ & %)



H1 2022 shows an important increase in the Made-to measure segment both in absolute terms and as weight on total revenue as a result of a strategy aiming at enhancing this segment

- Composite Yachts
- Made-to-measure Yachts
- Super Yachts
- Other*

H1'22 (M€ & %)

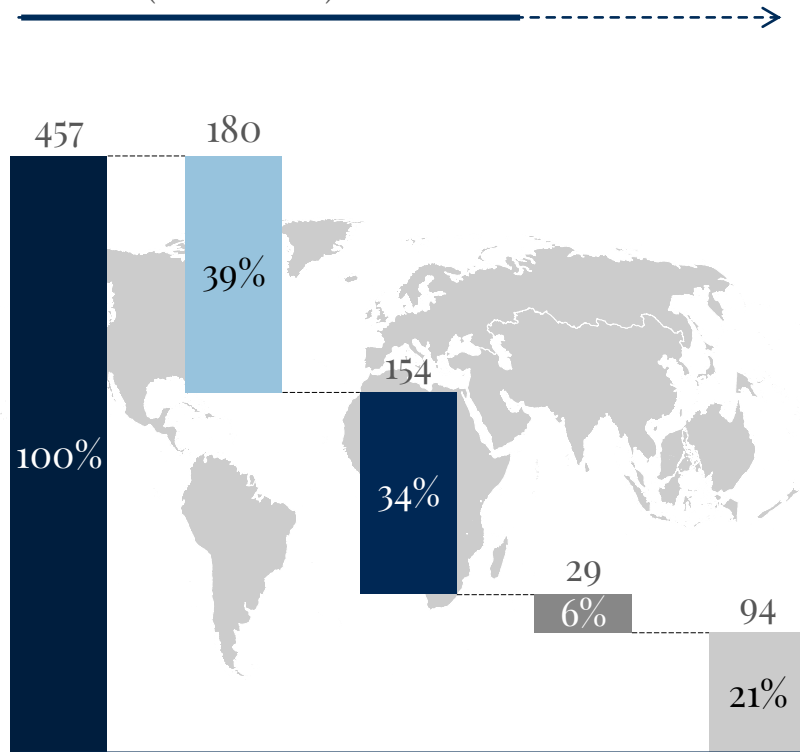


*including Ancillaries, FSD and Wally sail and pre-owned

NOTE: Segment sums might not add up to total due to rounding

Revenue by geography: strong performance of our core region

H1'21 (M€ & %)



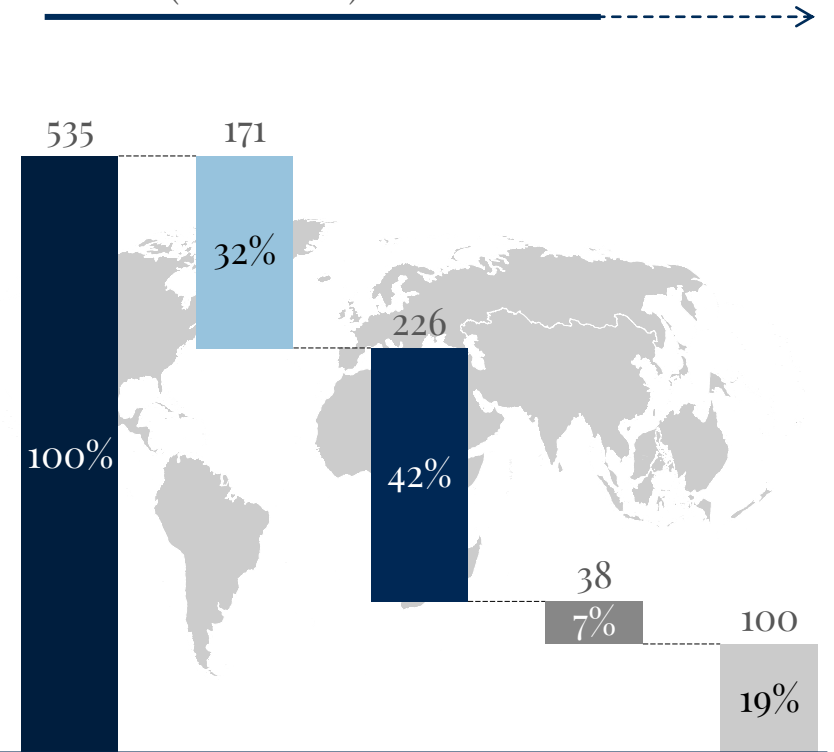
- The current geographic breakdown is in line with our historical performance, with more than 40% of revenue coming from EMEA and a normalized AMAS region
- While in H1'21, AMAS showed an outstanding performance thanks to the sale of the US stock driven by the fast-growing demand



Total

*including Ancillaries, FSD and Wally sail and pre-owned
NOTE: Segment sums might not add up to total due to rounding

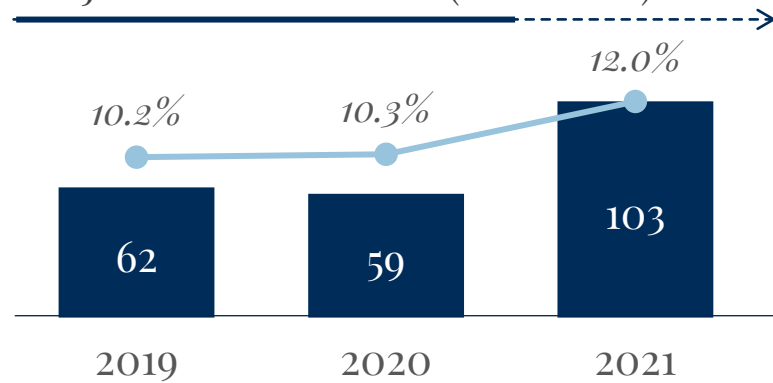
H1'22 (M€ & %)



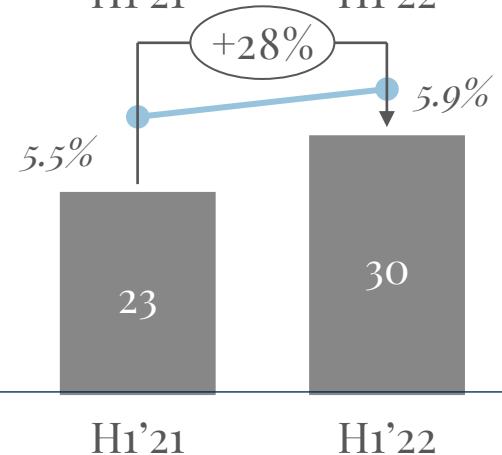
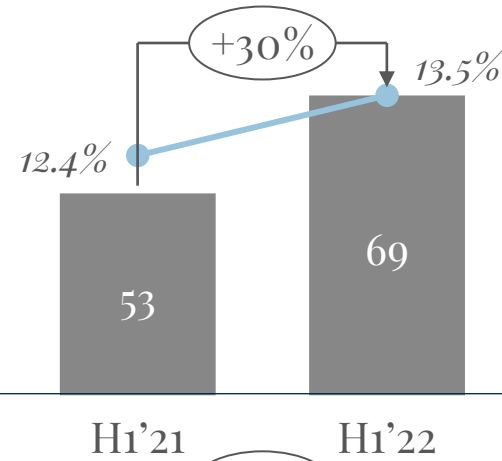
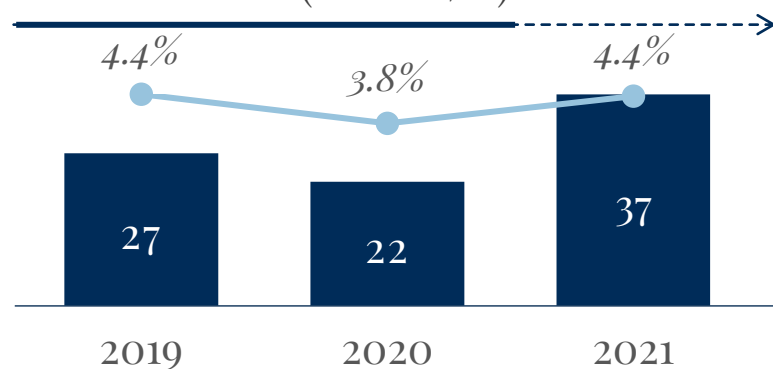
Total

Further increase in adjusted EBITDA & net profit

ADJUSTED EBITDA (M€ & %¹)



NET PROFIT (M€ & %²)



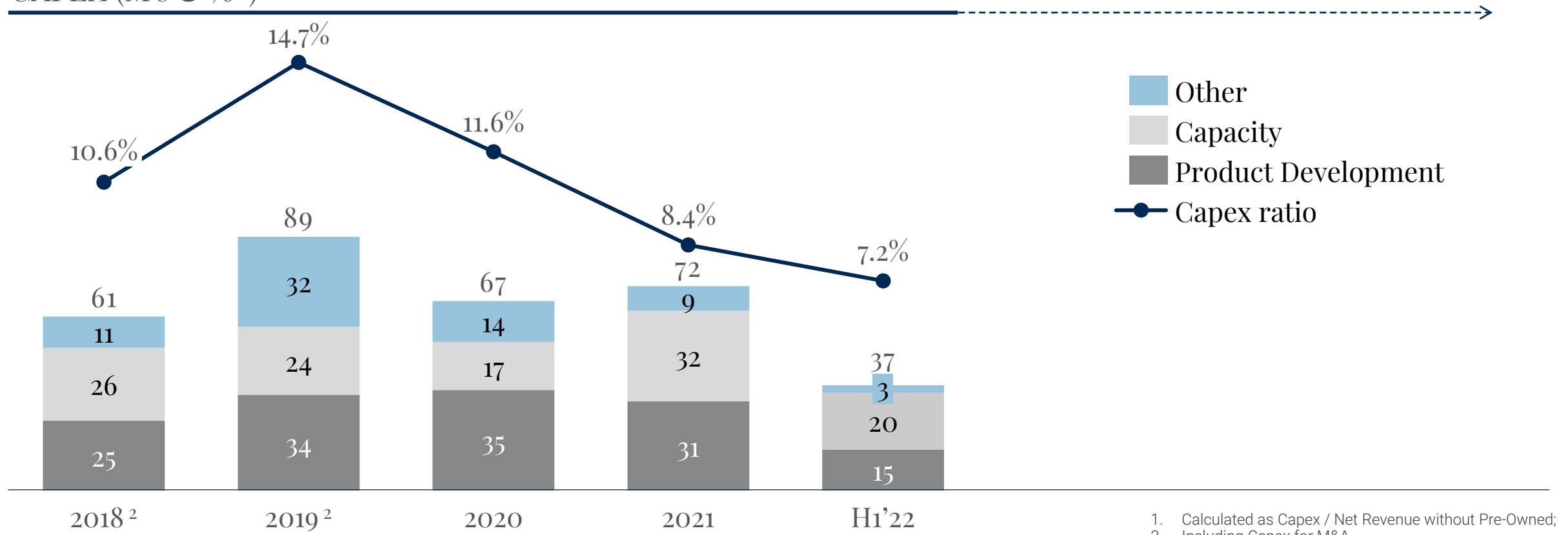
Main drivers for the steady increase in profitability:

1. Commercial: a longer waiting list thanks to the high order backlog, meaning a higher pricing power
2. Strategic positioning: a larger presence in the most profitable segment, such as Made-to measure Yachts
3. Industrial: economy of scale in purchasing and a more and more efficient fixed costs absorption

1. Calculated as Adj. EBITDA/Net Revenue without Pre-Owned; Note: Adjusted EBITDA equals to EBITDA adding back non-recurring costs
2. Calculated as Net Profit/Net Revenue without Pre-Owned

Capex overview

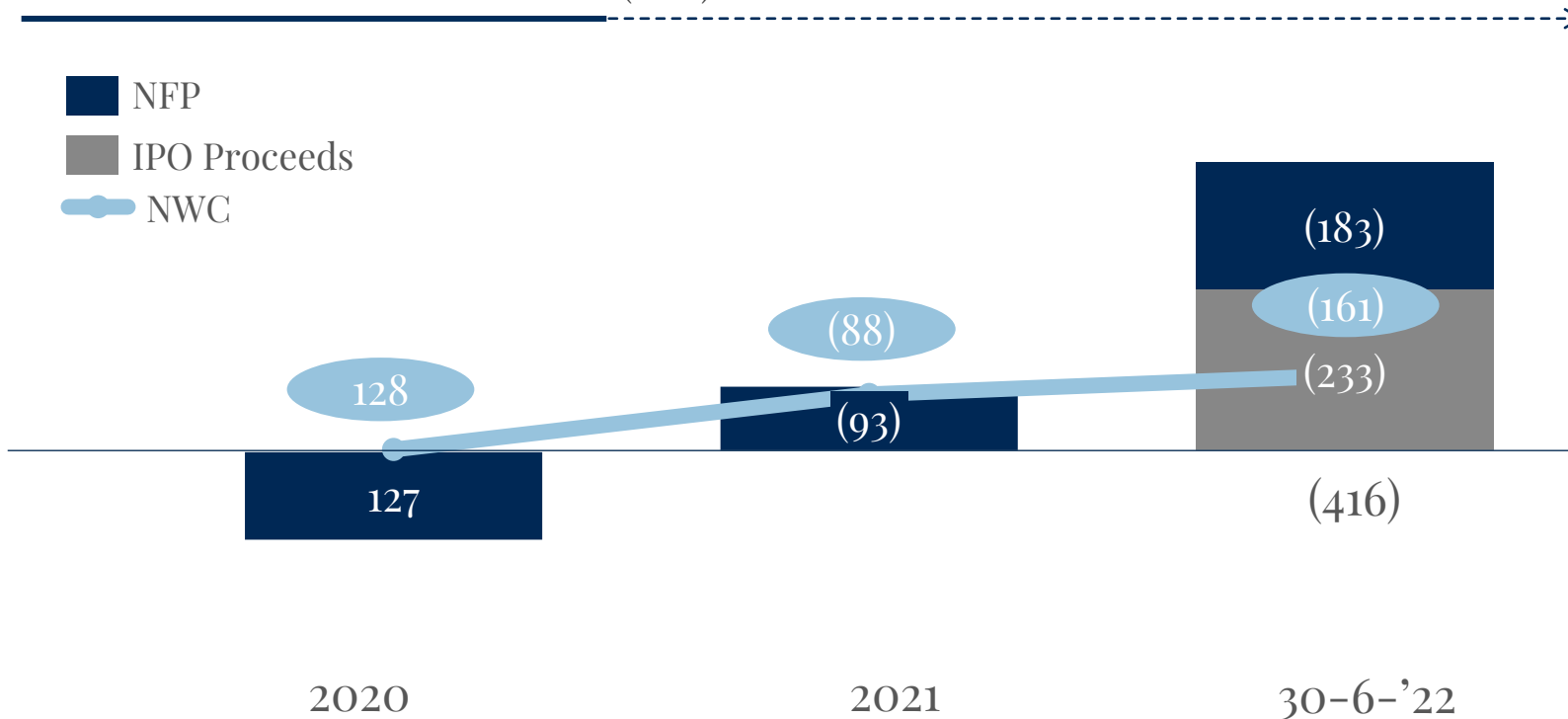
CAPEX (M€ & % ¹)



1. Calculated as Capex / Net Revenue without Pre-Owned;
2. Including Capex for M&A

Net Financial Position: Strong cash generation from the business

NET FINANCIAL POSITION (M€)



€416 million of net cash at the end of June:

I. €90 million of net cash generated by the business, thanks to:

- increase profitability
- improvement in NWC

II. Additional ~€233¹ million of net cash from the IPO

III. Notwithstanding a dividend payment as of 30 June equal to ~€6 million²

1. Overall IPO proceeds and ~ € 12 million of favorable exchange rate
2. A remaining part of the dividend, equal to ~ € 1 million to be paid in July

Growth strategy through M&A and organic growth

M&A

1

Develop branded flagship Super Yacht in alloy, leveraging on Ferretti Group's iconic brands and on CRN experience



Acquisition and refurbishment of a dedicated shipyard

2

Vertical integration along Ferretti Group's value-chain



- Acquisition of a shipyard for sailing yachts
- Vertically integration of 4-5 suppliers
- Internalize GRP and carbon-fiber hull production

3

Ramp up the offering of Ancillary Services to expand the offering in crew management, chartering & brokerage



- Acquisition of one or more refitting facilities in the northern Mediterranean
- Acquisition of a leading global brokerage house

Organic growth

4

Expand product portfolio in Composite & Made-to-measure Yachts segments



- Focus on model portfolio >80ft, with high marginality
- Invest 3-4% of yearly revenue to develop new models

Accomplishments

We are constantly evaluating opportunities for the Group

To internalize GRP and carbon-fiber hull production we signed, on 22 July, an agreement for the construction of a production facility in the port area of Taranto. The project is significantly supported by Italian central & local authorities

We are constantly evaluating opportunities for the Group

- 6 out of 9 new models presented in the period are >80ft
- In line with the strategy in H1 2022, product development capex ratio¹ was equal to 3%



3

Conclusions

Conclusions: low risk business model

1

Clientele & Market



- We continue to see a very positive market, and strong demand from our UHNWI recurring and new clients who are resilient to the macroeconomic cycles
- The trend is enhanced by our offer, the largest in the sector, that allows us to address different clients' taste and needs:
 - inboard, outboard & sailing
 - 8-95 meters
 - 7 iconic brands

2

Supply Chain



- We believe that our unique low-risk business model will remain a winning approach, especially for supply chain management
- With procurement as one of the centralized functions we can:
 - plan in advance our orders to suppliers
 - negotiate fixed long-term prices
 - ensure the on-time delivery of our materials and components

3

R&D and Production



- We continue to invest in R&D to anticipate our clients needs and be at the forefront in the market and in advance technology production systems to enhance our high-end manufacturing capabilities, such as:
- assembly lines in which the vessel moves from one workstation to the next following a strict timetable
 - a high-level of digitalization along the entire process

4

Sales



- We have a direct relationship with the final client thanks to our sales model based on:
- “through the dealers” approach for yachts under 100ft
 - brokers and direct sales for yachts above 100ft
 - only direct sales for Wally

5

Cash



- We are very careful in our working capital management:
- we consider an order only when a significant advance payment is transferred to our bank account
 - we set strict construction and payment milestones
 - the yacht ownership remains in the hands of the Group until the last payment has been transferred from the client



FERRETTIGROUP



Q&A

WALLY
3


FERRETTIYACHTS

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Itama

Riva

CRN

CUSTOM LINE



FERRETTIGROUP

Pure Italian Luxury

Production input costs are fixed and known in advance, mitigating potential risks

COMPOSITE & MADE-TO-MEASURE YACHTS

For every new model, suppliers are requested to provide quotations based on fixed unit prices

Ferretti Group purchases large quantity of materials from supplier in advance, being able to negotiate a favorable price and ensure the needed delivery



Every 6 months the Company reviews the Composite & Made-to-measure yachts prices, considering any increase in costs

SUPER YACHTS

Suppliers provide quotes remaining in effect for at least six months

Based on suppliers' quotations, Ferretti Group negotiates a final price with the customer



Materials' costs are fixed and known before the final selling price is agreed