



FERRETTIGROUP



Ferretti Group
Corporate Presentation

WALLY
3


FERRETTIYACHTS

PERSHING

Itama

Riva

CRN

CUSTOM LINE

SUMMARY

- 1 Company Listing Overview
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- 4 Unparalleled Portfolio of Luxury Brands & Winning Business Model
- 5 High-End Manufacturing Capabilities
- 6 Substantial R&D Investments
- 7 Diversified Sales Model & Premium Clientele
- 8 Unique Yachting Ecosystem
- 9 Financials
- 10 Growth Strategy

1

Company Listing Overview

Ferretti Group listing highlights

FERRETTI S.P.A. (STOCK CODE: 9638)

Base offering size and free-float:

87,747,700 shares,
out of which 83,580,000
coming from primary
and 4,167,700 from
the partial exercise of
over-allotment option
(~28% of tot share capital)

Offer price:

HK\$ 22.88
(€2.67)

Deal size:

~233mln€¹

Reference banks:



1. Overall IPO proceeds and ~ € 12 million of favorable exchange rate

Ownership structure

Shareholders	Ownership
Ferretti International Holding	64%
F Investments	8%
Total Historical Shareholders	72%
Sunshine Insurance	4%
Sanya Development Holding	3%
Hainan Free Trade Port Fund	2%
Hainan Financial Holding	2%
Haifa Holding	2%
Total Cornerstone Investors	13%
Market	15%

2

Company Main Highlights & History

Riva 76' Bahamas

Ferretti Group is a world leader in the design and manufacturing of pure Italian luxury yachts

A Group with long lasting pure Italian & luxury heritage...



...market leadership and a thorough presence across international markets



1. Not including a wooding furnishing facility (Zago) and a refitting facility in Fort Lauderdale;
2. 2021 market share on inboard segment (Composite Yachts and Made-To-Measure Yachts >30ft);
3. As of 30/6/2022

Ferretti Group represents a unique success story of growth & consolidation of brands



Source: Ferretti Group Data



3

Recognized Global Leadership

Riva 50 METRI

Luxury yachting industry is divided into Inboard, Outboard and Sailing



INBOARD YACHTS

Inboard yachts use engines mounted inside the yacht's hull connected with propellers through shafts



OUTBOARD YACHTS

Outboard motor yachts have an engine outside the boat's hull with the propeller integrally attached to it

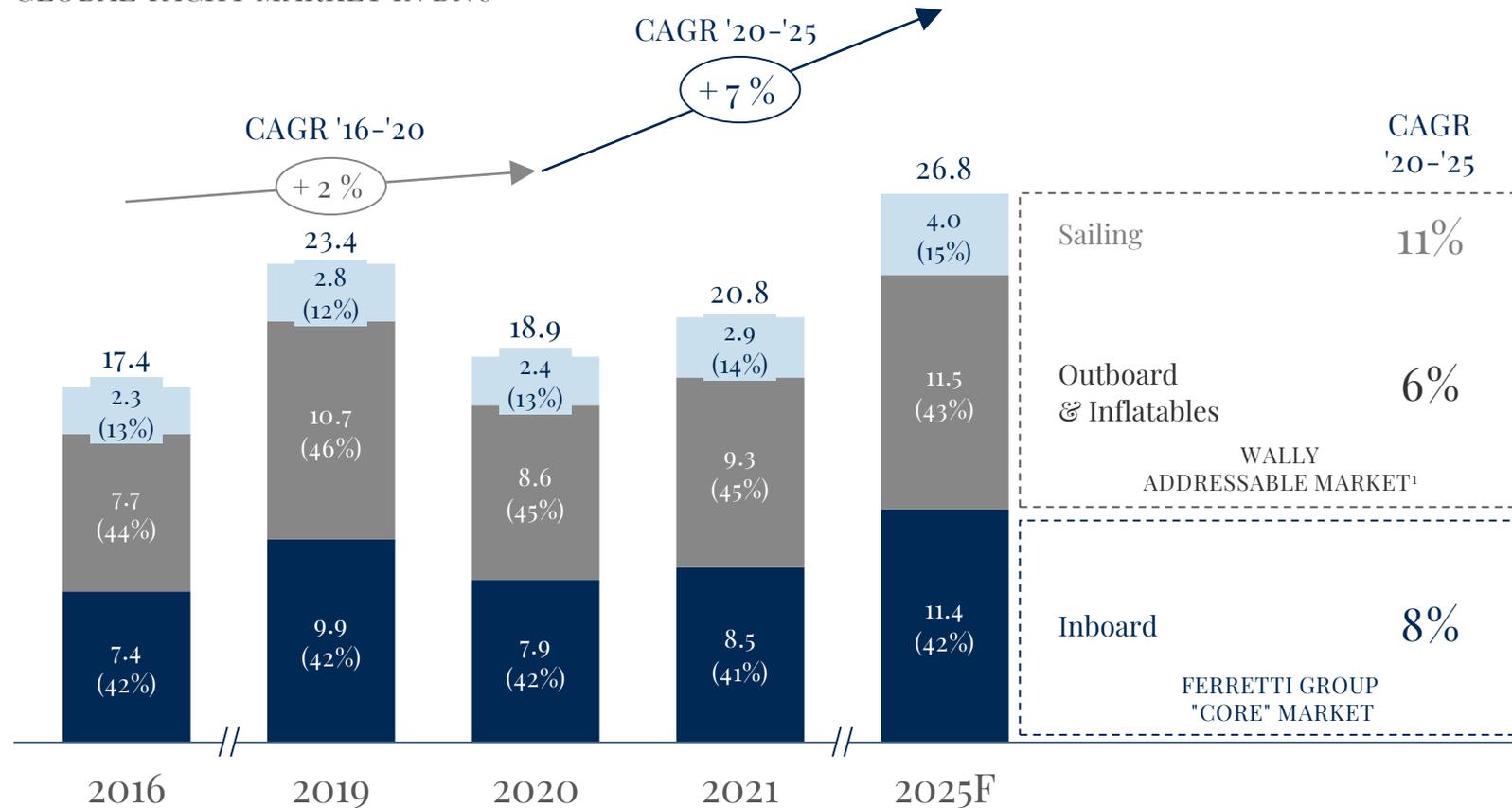


SAILING YACHTS

Sailing yachts utilize sails as the primary means of propulsion; engines are installed as secondary propulsion

Global yacht market expected to grow at a strong pace

GLOBAL YACHT MARKET IN BN€



All market segments are expected to keep growing in the coming years

INBOARD is expected to gradually shift towards larger footage yachts and fully customized solutions

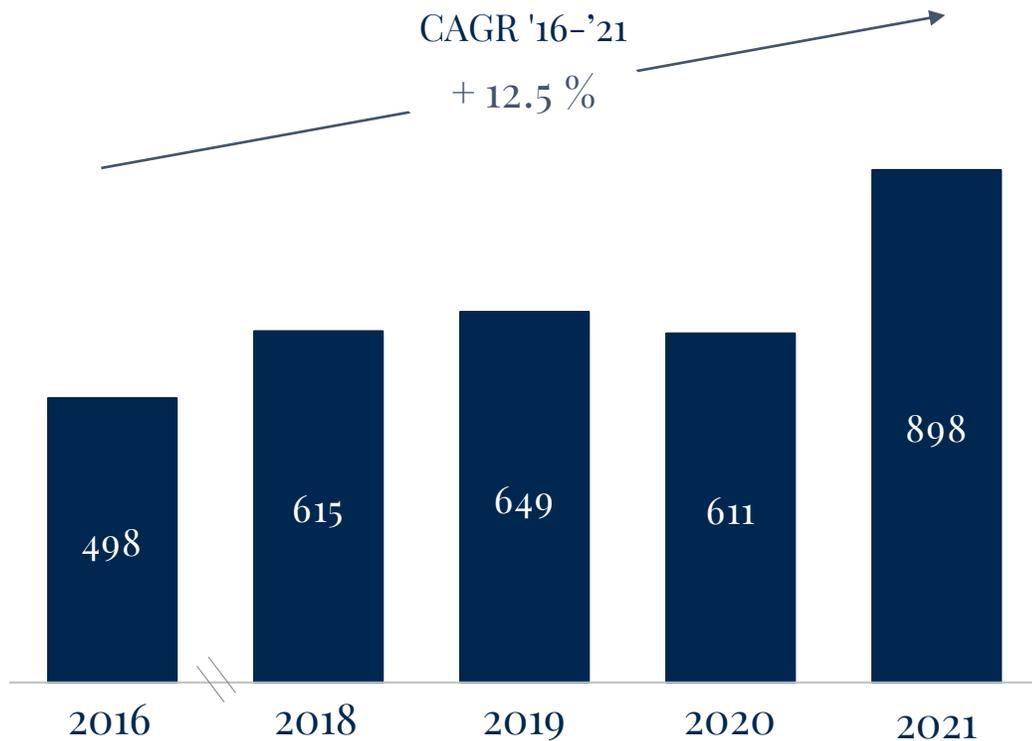
OUTBOARD will continue to expand, mostly driven by demand in AMAS and Middle East

SAILING is experiencing a positive momentum, driven by the growing customers' interest in eco-friendly transportation means

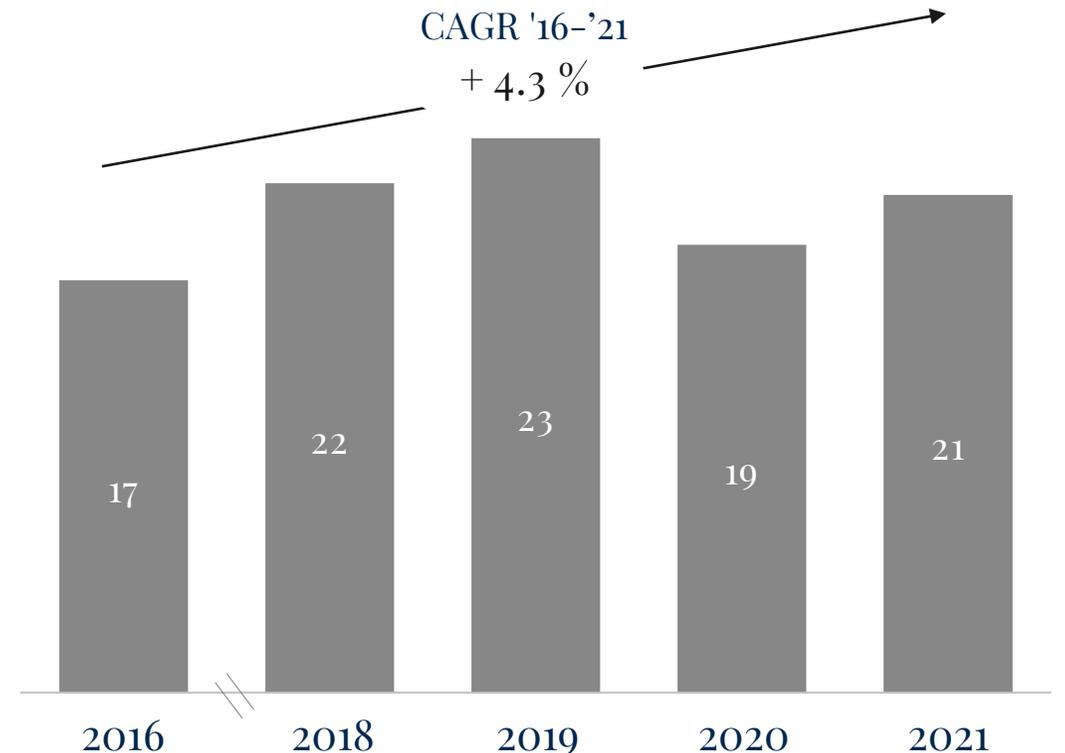
1. While the Inboard represents Ferretti Group "Core" market, with Wally, acquired in 2019, Ferretti group has also entered the outboard & sailing segments; Note: global yacht market includes inboard, outboard & inflatables and sailing (excluding personal watercrafts); Source: China Insights Consultancy report

Outstanding financial performance consistently outperforming the OVERALL market

Net revenue mln€, 2016-2021

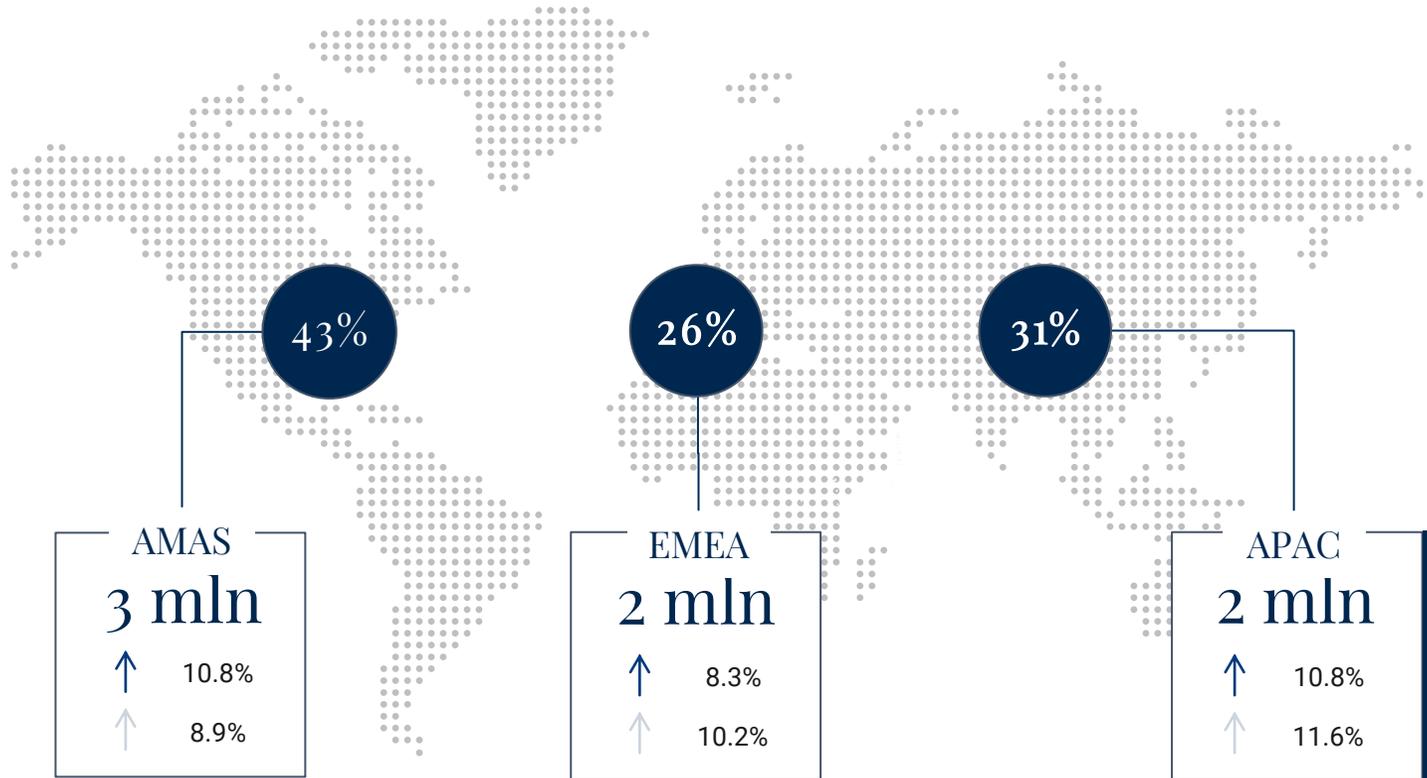


Global yacht market size bn€, 2016-2021



Source: Ferretti Group Data

Luxury yachting benefits from a steady global increase in VHNWIS & UHNWIS ...



VHNWI & UHNWI
population
by region, 2020

~7 mln
total

Promising region characterized by low yacht penetration rate (APAC yacht per 1000 people ownership is ~53x lower than AMAS), but with a growing interest in yachting lifestyle also thanks to the recent introduction of supporting public policies

VHNWI & UHNWI Population
 VHNWI CAGR '20-'25
 UHNWI CAGR '20-'25

Notes: VHNWI - Very High Net Worth Individuals; UHNWI - Ultra High Net Worth Individuals; numbers might not sum-up due to rounding; % in map refer to population split by geographical region; Source: Credit Suisse 2021 Global Wealth Report & Databook, China Insight Consultancy Report, Ferretti Group Data

... and presents a diverse customer base with heterogeneous purchasing habits



BUSINESS TYCOONS

Global leaders in their area of business, who decided to embrace the yachting lifestyle



CELEBRITIES

Celebrities purchasing the latest exclusive yacht, usually equipped with colorful, unique features, projecting a "sporty feeling"



ENTERPRISE OWNERS

Entrepreneurs who purchase yachts of unrivalled exclusivity to spend quality time onboard and avoid the spotlight



COLLECTORS

Passionate connoisseurs of yachting who look for the uniqueness, tradition, exclusivity, history and value brand equity of a timeless yacht

Four main customer trends shape the future of the global yacht market

Privacy, Safety & Freedom

Urge for security and intimacy, enhanced by Covid-19 situation is expected to become the new "normality" for yacht owners



Source: China Insights Consultancy Report



Video



PERSHING

Itama

Riva

CRN

CUSTOM LINE

Four main customer trends shape the future of the global yacht market

ONE STOP SHOPS

Customers prefer to choose yacht manufacturers offering also ancillary services (e.g., refitting, chartering, crew management)



CUSTOMIZATION & PERSONALIZATION

Customers seeks more customization, personalization & uniqueness in their luxury yachts



ECO-FRIENDLY SOLUTIONS

Customers push yacht manufacturers towards eco-friendly and sustainable solutions (e.g., hybrid propulsion)



Overview of Ferretti Group activities

Core products and brands

89% Revenue



Focus
in next
slides

The Group owns a wide portfolio of iconic brands and is active in the creation of Composite, Made-To-Measure and Super Yachts

Other businesses

11% Revenue



The Group is active in other related businesses, also increasing Ferretti Group profitability: ancillaries and Ferretti Security Division

Note: revenue as of 31 December 2021. - Source: Ferretti Group Data

Ferretti Group's core products and brands

COMPOSITE YACHTS

39 models

PRODUCTS < 100FT (COMPOSITE HULL)

Products with a pre-determined set of features, which vary according to the models. Degree of customization is driven by the specific configurations available for each model



Price range

€0.3 – €10.0

Million

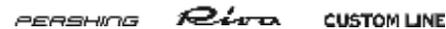
Million

MADE-TO-MEASURE YACHTS

11 models

PRODUCTS > 100FT (COMPOSITE HULL)

Products that start from pre-defined hulls and models, but whose internal layout and most of the details can be completely adapted according to customers' requests



Price range

€9.0 – €22.0

Million

Million

SUPER YACHTS

3 + ∞ offering

PRODUCTS > 100FT (ALLOY HULL)

Products comprise: (i) fully-customizable yachts each of which is a one-off creation; and (ii) branded super yacht flagship models with fully-customizable interiors, but reflecting the distinctive exterior design of the respective brands



Price range

> €25.0

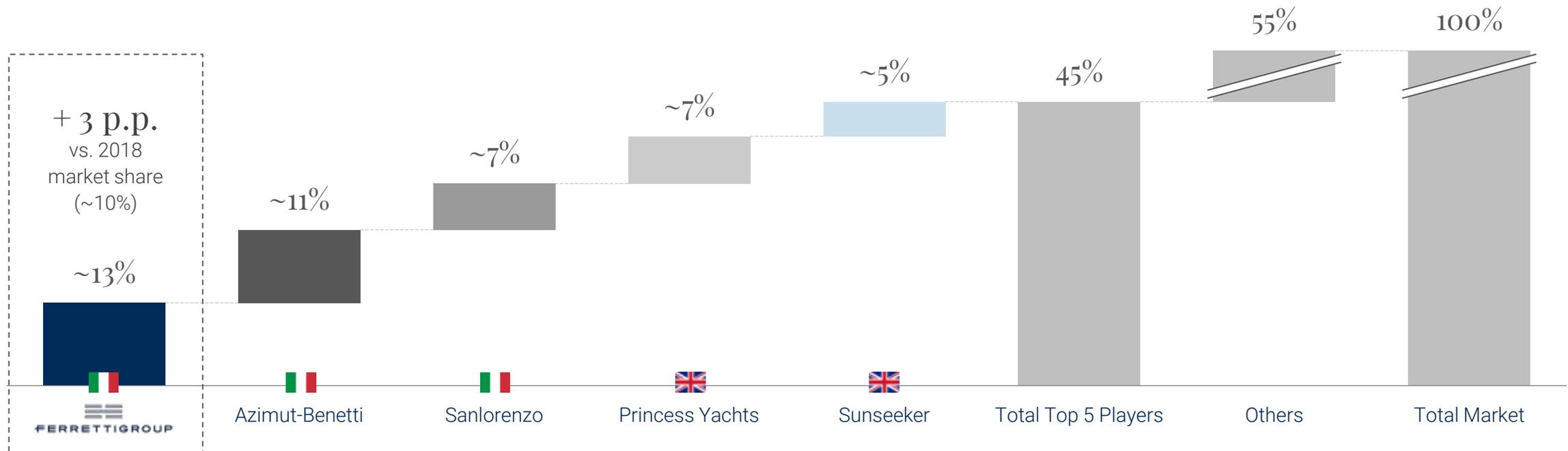
Million

Ferretti Group is an established leader in inboard Composite & Made-To-Measure yacht segments

2021A GLOBAL INBOARD MARKET BY TOP 5 PLAYER, VOP¹ %

Focus on Composite (>30 ft) & Made-to-Measure Yachts

Not including Super Yachts



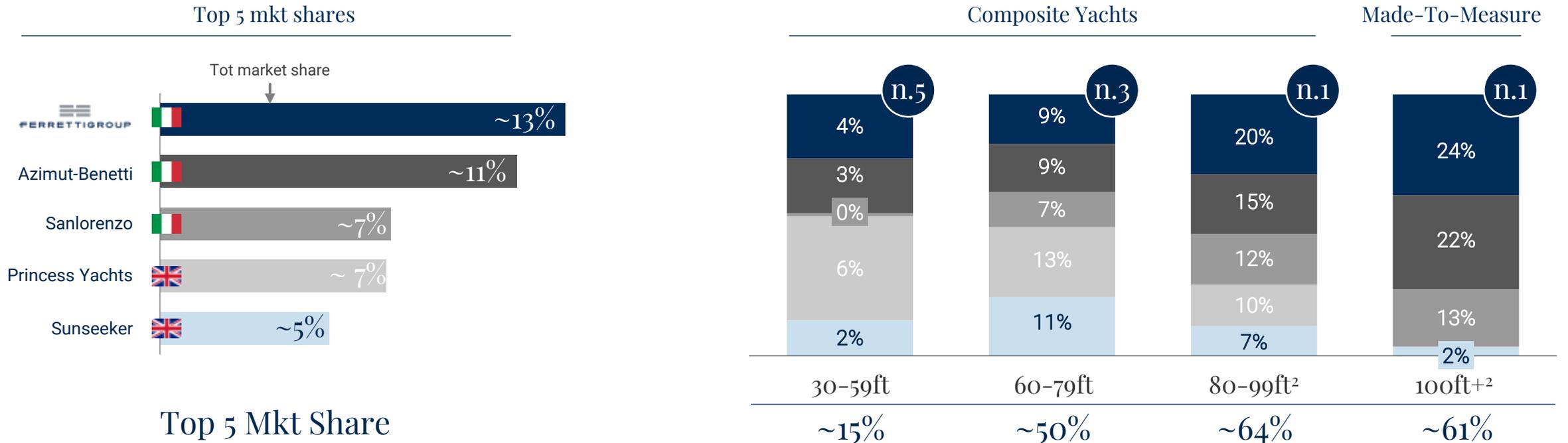
1. Classification based on Value of Production declared to PDA; Note: Market refers to inboard Composite & Made-To-Measure Yachts, excluding Super Yachts; Source: China Insight Consultancy Report, Phil Draper & Associates New Yachts Database (January 2022 & January 2019)

Ferretti Group targets high-end luxury customers and leads the market on most profitable segments

2021A GLOBAL INBOARD MARKET BY PLAYER, VOP¹ %

Focus on Composite (>30 ft) & Made-To-Measure Yachts

Not including Super Yachts



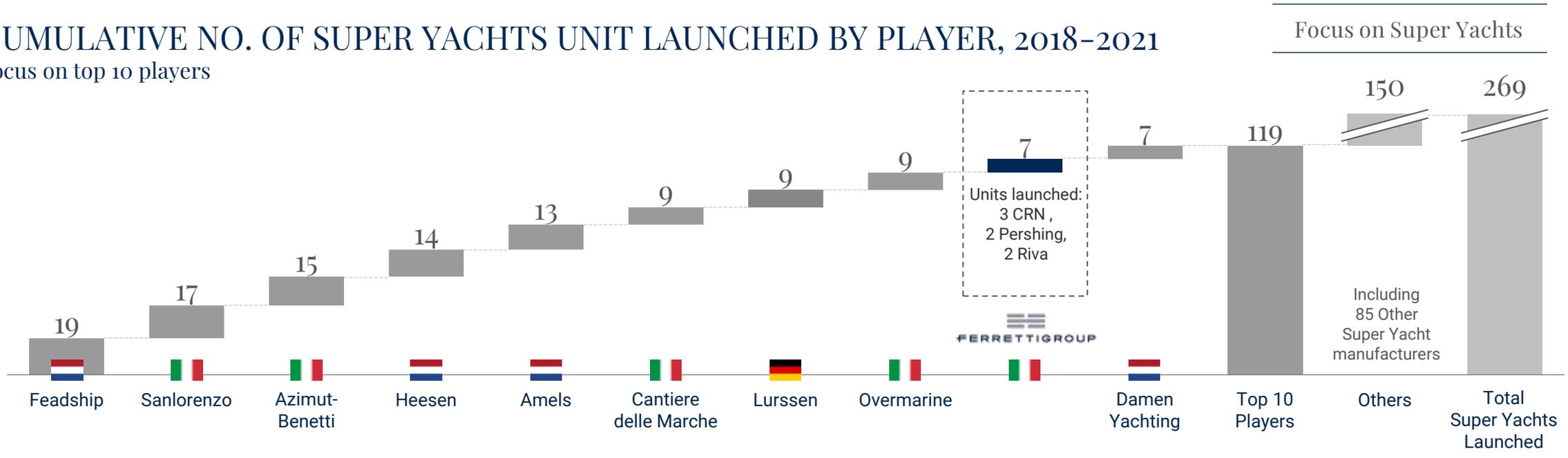
Top 5 Mkt Share

1. Classification based on Value of Production declared to PDA; 2. Two segments with higher unit price & profitability, which have been progressively integrated from a previous very fragmented landscape; Note: market refers to inboard Composite & Made-To-Measure yachts excluding Super Yachts; numbers might not sum-up due to rounding; Source: China Insight Consultancy Report, Phil Draper & Associates New Yachts Database (January 2022)

Market fragmentation in Super Yachts segment is an opportunity for Ferretti Group

CUMULATIVE NO. OF SUPER YACHTS UNIT LAUNCHED BY PLAYER, 2018-2021

Focus on top 10 players



Ferretti Group is well positioned to benefit from the forthcoming market consolidation, replicating the previous success in Composite and Made-To-Measure, also leveraging its iconic brands to upsell to current yacht owners

Note: considered launched units of inboard Super Yachts with alloy hulls in 2018-2021 timespan - Source: China Insight Consultancy Report, Super Yacht Times IQ as per March 3rd, 2022, Desk Research



Unparalleled Portfolio of Luxury Brands & Winning Business Model

Custom Line Navetta 37

4

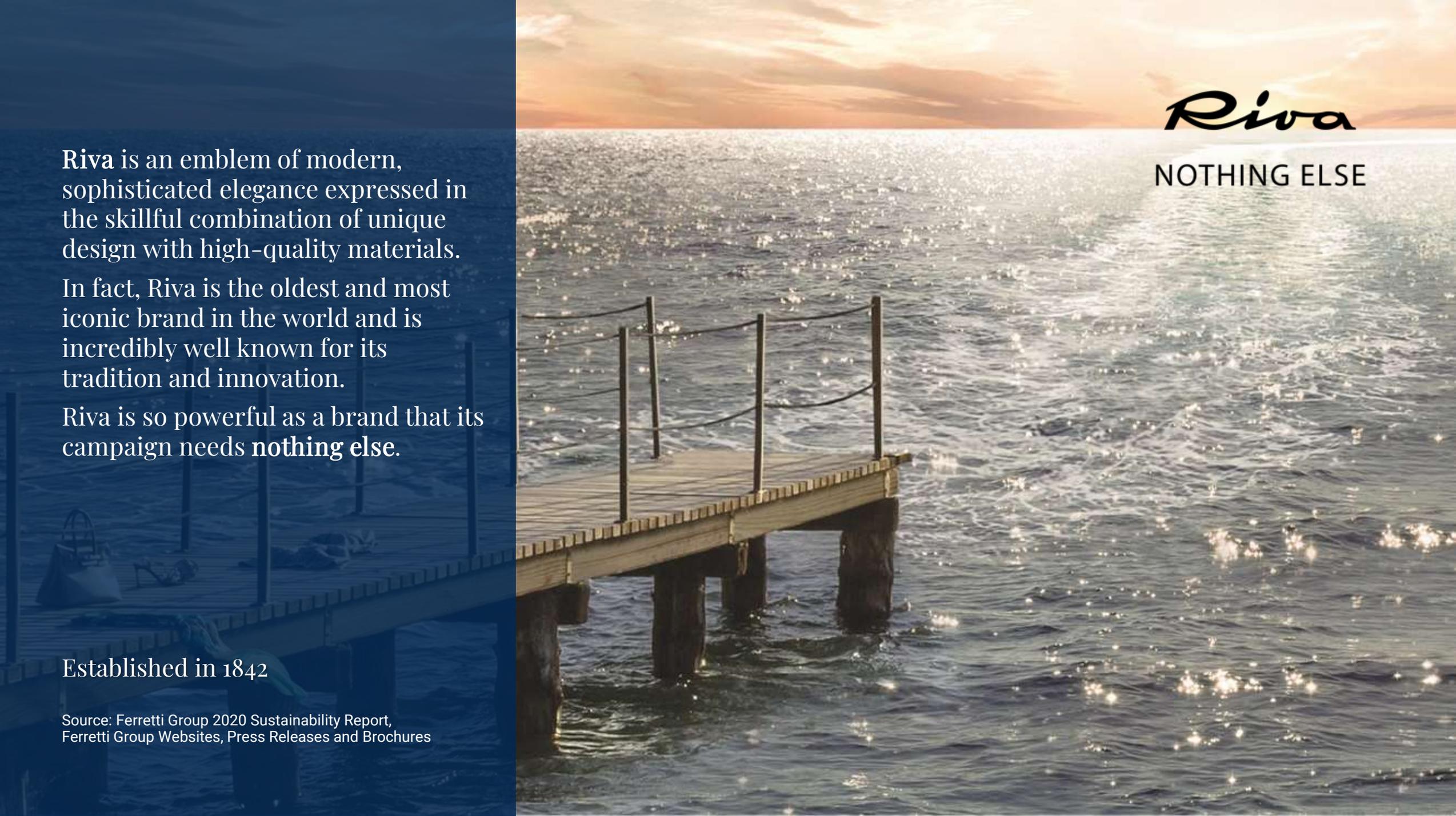
Riva is an emblem of modern, sophisticated elegance expressed in the skillful combination of unique design with high-quality materials.

In fact, Riva is the oldest and most iconic brand in the world and is incredibly well known for its tradition and innovation.

Riva is so powerful as a brand that its campaign needs **nothing else**.

Established in 1842

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



Riva

NOTHING ELSE

Riva
180

Elegance
Uniqueness
Style
Sportive Essence
Powerful Beauty
Art in its Soul
Instant Classic
Attention to Details

Source: Ferretti Group 2020 Sustainability Report,
Ferretti Group Websites, Press Releases and Brochures



Riva Anniversario

A world leader in nautical innovation, **Wally** combines the most advanced technologies with contemporary design in a constant search for an improved on-board experience that combines performance, comfort and style. Wally is 20 years ahead.

Established in 1994

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



The Other Side of the Wind

WALLY



20 years ahead

A world leader in nautical innovation, **Wally** combines the most advanced technologies with contemporary design in a constant search for an improved on-board experience that combines performance, comfort and style. Wally is 20 years ahead.

Established in 1994

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures

wallypower58

a Ferretti Group brand

The Other Side of the Wind



WALLY



20 years ahead

wally.com

With **Ferretti Yachts**, you can travel the world from the comfort of your own home, wake up to a different view every day and explore new horizons in total relaxation. Your Ferretti Yacht is an intimate, personal space that feels liberating yet engaging.

Another exclusive environment in which you can sit back, relax and draw inspiration from your surroundings. **Just like home.**

Established in 1968

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



Design, innovation, technology, performance and comfort are the core values of the **Pershing** philosophy.

Driven by a constant research Pershing is the epitome of innovative solutions.

State-of-the-art technologies and creative and distinctive design ideas make **Pershing the dominant species**.

Established in 1985

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures

PERSHING The Dominant Species



5X 6X 7X 74 8X 9X 140

Itama creates open yachts whose sporty character and inimitable elegance make them unmistakable.

It's the perfect pure open boat and means more than simply building yachts: it means skillfully and creatively giving form to the idea of elegance and power, an idea that has always set our "designed for the sea" open yachts apart.

An idea that always meant **the enhancement of freedom.**

Established in 1969

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



Every **Custom Line** creation is a unique work of art.

Each Custom Line craft is custom built and reflects the personality of its owner, the way they look to the horizon, the way they experience the sea.

Every **Custom Line** yacht is a **masterpiece** that tells a unique story

Established in 1996

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



CUSTOM LINE

BEYOND THE LINE

Remaining true to its origins, **Custom Line** has created a **fleet of yachts** with a particular focus on personalization, a perfect combination of cutting-edge technology, ingenious functional solutions, and elegant, unmistakable design. **Custom Line, Beyond the Line.**

Established in 1996

Source: Ferretti Group 2020 Sustainability Report,
Ferretti Group Websites, Press Releases and Brochures



CUSTOM LINE

BEYOND THE LINE

NO ART EXHIBITION IS BIG ENOUGH TO HOST HER.



CRN means total commitment of body, head and soul on every single project.

This is the spirit in which every one of our voyages begins, and this is how we have always made our yachts: drawing on all our passion and experience to realize a dream **made by you with our own hands.**

Established in 1963

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures

CRN
MADE BY *you*
WITH OUR OWN HANDS

Voice, 62 m

1° CRN yacht compliant with the new IMO Tier III requirements



CRN means total commitment of body, head and soul on every single project.

This is the spirit in which every one of our voyages begins, and this is how we have always made our yachts: drawing on all our passion and experience to realize a dream **made by you with our own hands.**

Established in 1963

1. Reduction of NOx (Nitrogen Oxide) emissions by 70%
Source: Ferretti Group 2020 Sustainability Report,
Ferretti Group Websites, Press Releases and Brochures

CRN
MADE BY *you*
WITH OUR OWN HANDS

Voice, 62 m

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Established in 1963

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



CRN
MADE BY *you*
WITH OUR OWN HANDS

Cloud 9, 74 m

CRN means total commitment of body, head and soul on every single project.

This is the spirit in which every one of our voyages begins, and this is how we have always made our yachts: drawing on all our passion and experience to realize a dream **made by you with our own hands.**

Established in 1963

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



CRN
MADE BY *you*
WITH OUR OWN HANDS

Atlante, 55 m

CRN means total commitment of body, head and soul on every single project.

This is the spirit in which every one of our voyages begins, and this is how we have always made our yachts: drawing on all our passion and experience to realize a dream **made by you with our own hands.**

Established in 1963

Source: Ferretti Group 2020 Sustainability Report, Ferretti Group Websites, Press Releases and Brochures



CRN
MADE BY *you*
WITH OUR OWN HANDS

Ciao, 52 m

Effective business model capable to promote brand distinctiveness, while capturing industrial synergies

Decentralized Activities to Single Brands

To protect and nurture brands' DNA and distinctive identity

Unleash the potential of each brand, targeting all customer segments



Centralized Functions at Group Level

To leverage on industrial efficiencies:

- Procurement
- Engineering
- Manufacturing



Highest Level of Quality

Continuous focus on the internalization of most value-adding activities and competences¹ enables Ferretti Group to achieve the highest level of quality

1. Examples: interior furnishing (Zago) and production of GRP & carbon fiber hulls; Source: Ferretti Group data



5

High-End Manufacturing Capabilities

State-of-the-art
facilities and
high-end industrial
manufacturing
capabilities



Video

WALLY


FERRETTIYACHTS

PERSHING

Itama

Riva

CRN

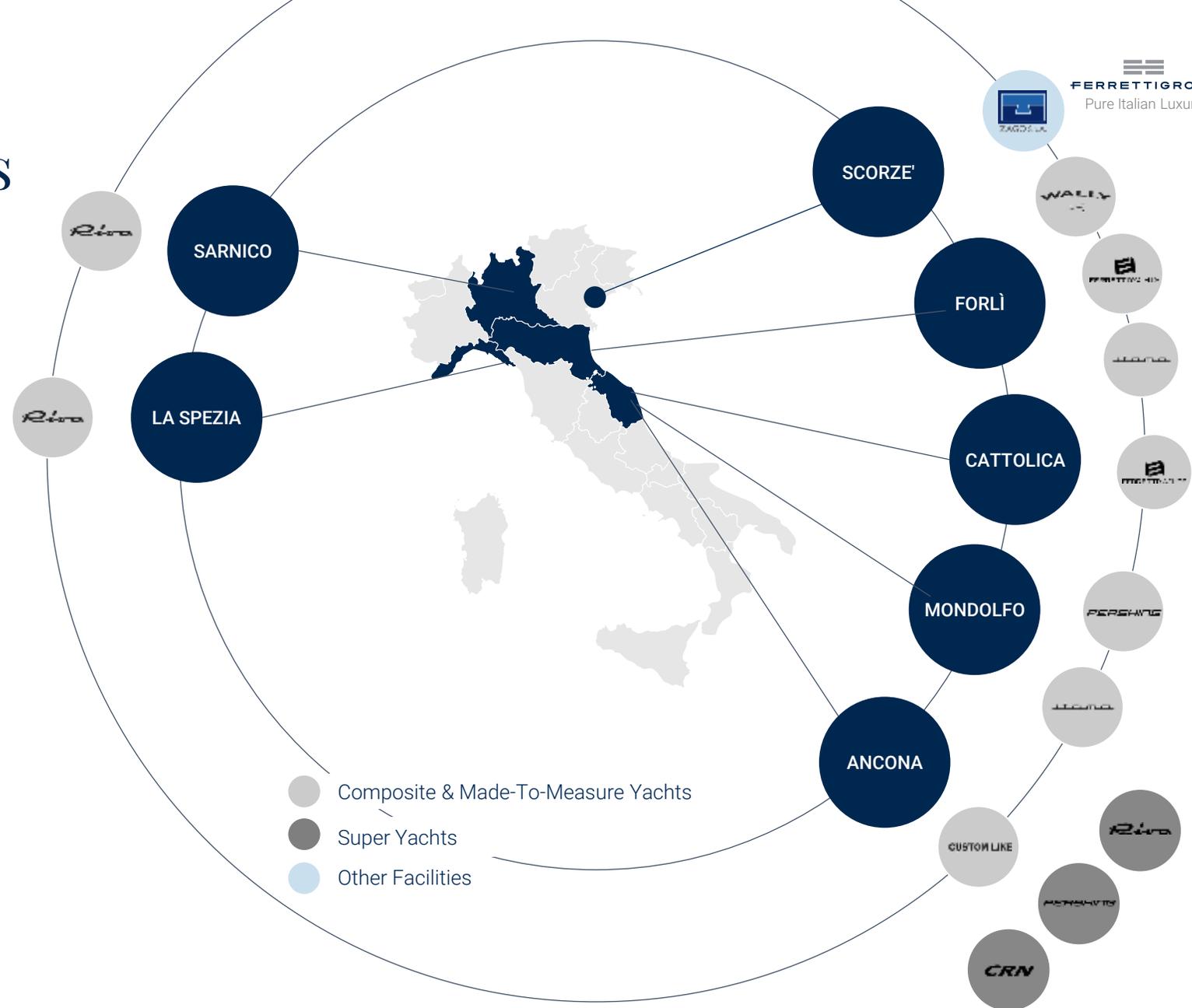
CUSTOM LINE

Ferretti Group shipyards are located at the heart of the world-famous Italian nautical district

Shipyards are strategically positioned in the world-famous Italian nautical district to leverage the proximity to network of suppliers and contractors

This enables Ferretti Group to effectively manage thousands of components and systems, as well as a network of hundreds of suppliers and contractors within an effective economic radius

Furthermore, Ferretti Group owns a wooden furnishing facility located in Scorzè (Zago) and manufactures FSD boats in Mondolfo



Source: Prospectus, Ferretti Group Data

6

Substantial R&D Investments

Ferretti Yachts 1000

At the forefront
of innovation

+120

mln€ invested in R&D
in the period between
2018 and 2021

50

Models available

Proactively chasing
market trends

22

Models sharing the same engineering platforms
(from only 4 in 2016)

8

Models to be launched every year on
average (half related to portfolio
expansion)

PRODUCT
DEVELOPMENT
& INNOVATION

Cutting-edge
model portfolio

~4

Avg. age in years of models
in 2021 driven by the recent
completion of portfolio
renovation

Sustainability
at the core



Partnership with leading manufacturers for
the co-development of sustainable solutions



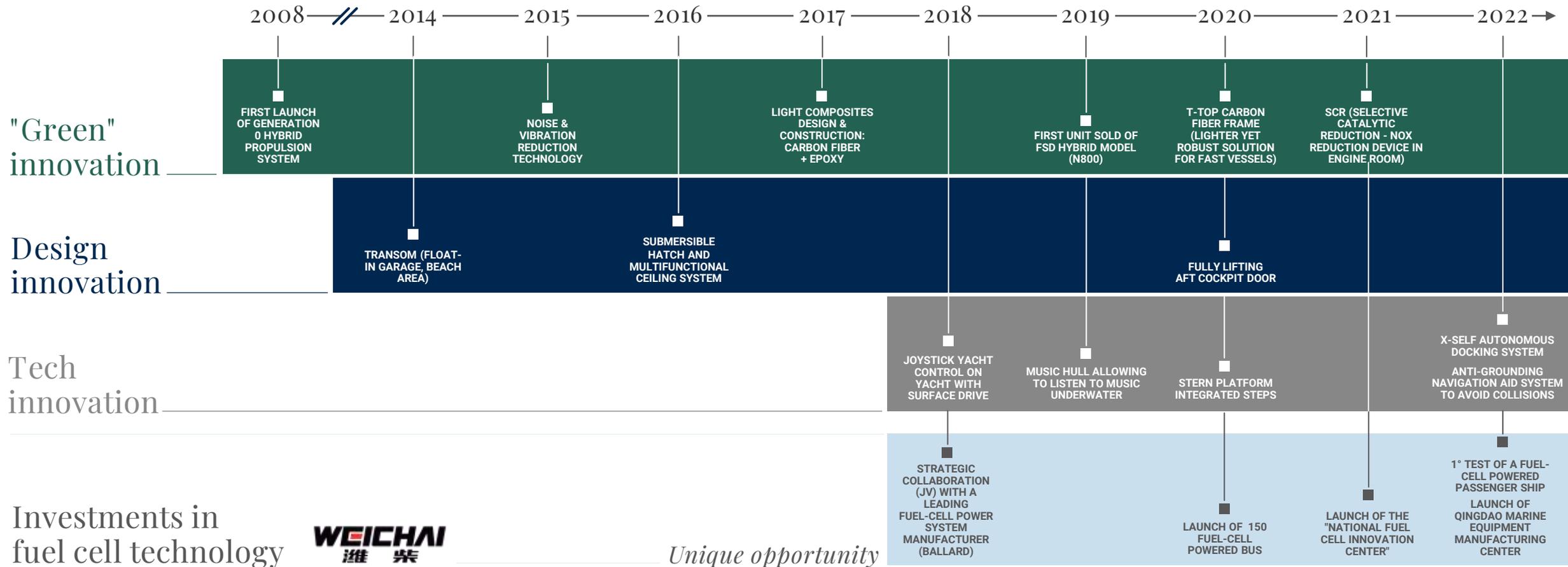
Launch of Wally models & Pershing Gen. X line with
carbon-epoxy materials to reduce yachts weight



Development of FSD N800 featuring hybrid
propulsion for "zero-emissions" navigation

Ferretti Group R&D investments are reflected in its impressive track-record of innovations...

Illustrative – Not Exhaustive



Unique opportunity

...and the company is leading the luxury yacht market towards more sustainable solutions



“Green” propulsion to reduce emissions

Shift towards hybrid and electric engines
Introduction of photovoltaic panels on yachts



Innovative & sustainable materials

Lighter materials¹ to reduce yacht weight
Use of sustainable and eco-friendly materials
Attention to the wood furnishing supply chain



Shipyards carbon footprint reduction

Implementation of adv. technologies such as trigeneration systems and photovoltaic panels
Alignment to ISO standards and requirements

ACHIEVEMENTS



Partnership in **2021** with Rolls-Royce on hybrid propulsion systems

2019

N800 hybrid model launch

~30%

Weight reduction in Pershing 9X²



Most of our suppliers are compliant with FSC (Forest Stewardship Council)

~20%³

Annual energy saving with trigeneration system

ISO 14001

On-going process to align all shipyards⁴ to ISO requirements

Ferretti Group has published its 1st Sustainability Report in 2019, outpacing the entire global yacht market

1. Carbon epoxy and linen fiber; 2. Vs a similar model not featuring lighter materials for superstructures; 3. Energy savings for 2021; 4. Already done for Forlì, Cattolica, La Spezia and Sarnico; Source: Ferretti Group 2021 Sustainability Report, Ferretti Group Data, Press Releases

Diversified
Sales Model &
Premium Clientele

7

Low-risk sales model allowing to minimize exposure to unsold stock / dealership inventories

<p><100 ft Exclusive dealers</p>	<p>Point of contact Dealers (70+¹ countries covered worldwide)</p> <p>Price control Dealers are involved in price negotiations</p>
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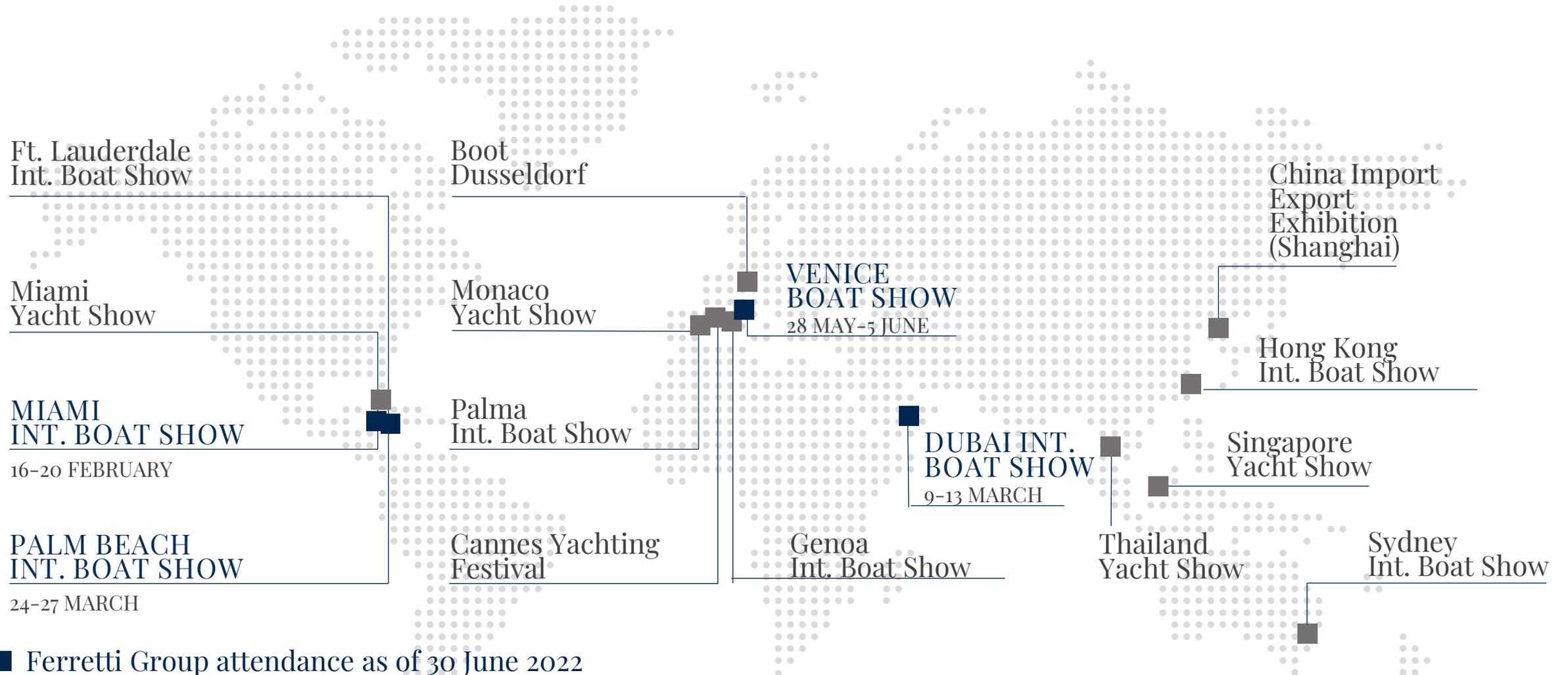
<p>>100 ft Brokers & direct sales</p>	<p>Point of contact Brokers (300+ worldwide) & direct Ferretti Group salesforce</p> <p>Price control Prices are negotiated directly by Ferretti Group sales team</p>
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Advantages of the strategy adopted by Ferretti Group

- Maintain a direct global sales presence in strategic geographies (10 offices)
- Maximize market coverage through a solid network of dealers & brokers
- Sales directly to customers **"through dealers", not "to dealers"** to:
 - **Reduce exposure to unsold stock (i.e., no dealership inventories)**
 - Closely monitor and control the overall sale process
 - Establish direct contact with customers
- Offer trade-in opportunities as a complementary service and a lever to facilitate the sales of new yachts and attract new customers to Ferretti Group's direct sales network

1. number of countries covered by dealers and number of brokers as of 2021;
Source: Ferretti Group data

Ferretti Group is present in the most important boat shows worldwide





Video

Ferretti Group continues to develop a loyal customer base, while also reaching new clients

Number of customers		2019 – 2021
New customers	➤	+45% CAGR
Repeating customers	➤	+15% CAGR
Total customers	➤	+34% CAGR

- In the last 3 years we were able to enlarge our client base by attracting new customers, both first-time yacht owners and clients coming from the competition, thanks to our unique offer and a booming market
- We were also successful in growing our repeating customer base thanks to the unique relationship we built with our clients over the years and to our broad offer that allows them to grow withing the Group



8

Unique Yachting Ecosystem

Pershing 8X

Overview of Ferretti Group activities

Focus in next slides

Core products and brands

89% revenue



The Group owns a wide portfolio of iconic brands and is active in the creation of Composite, Made-To-Measure and Super Yachts

Other businesses

11% revenue



The Group is active in other related businesses, also increasing Ferretti Group profitability: ancillaries and Ferretti Security Division

Focus in next slides

Note: revenue as of 31 December 2021. - Source: Ferretti Group Data

Other businesses complement Ferretti Group's offering & create a 360° ecosystem for owners

WOODEN FURNISHING FOR YACHT INTERIORS



Design and manufacture luxury interior fittings and customized furnishings for yachts

BROKERAGE, CHARTERING AND MANAGEMENT SERVICES



Provision of yacht brokerage, crew management and chartering services



Ferretti Security Division

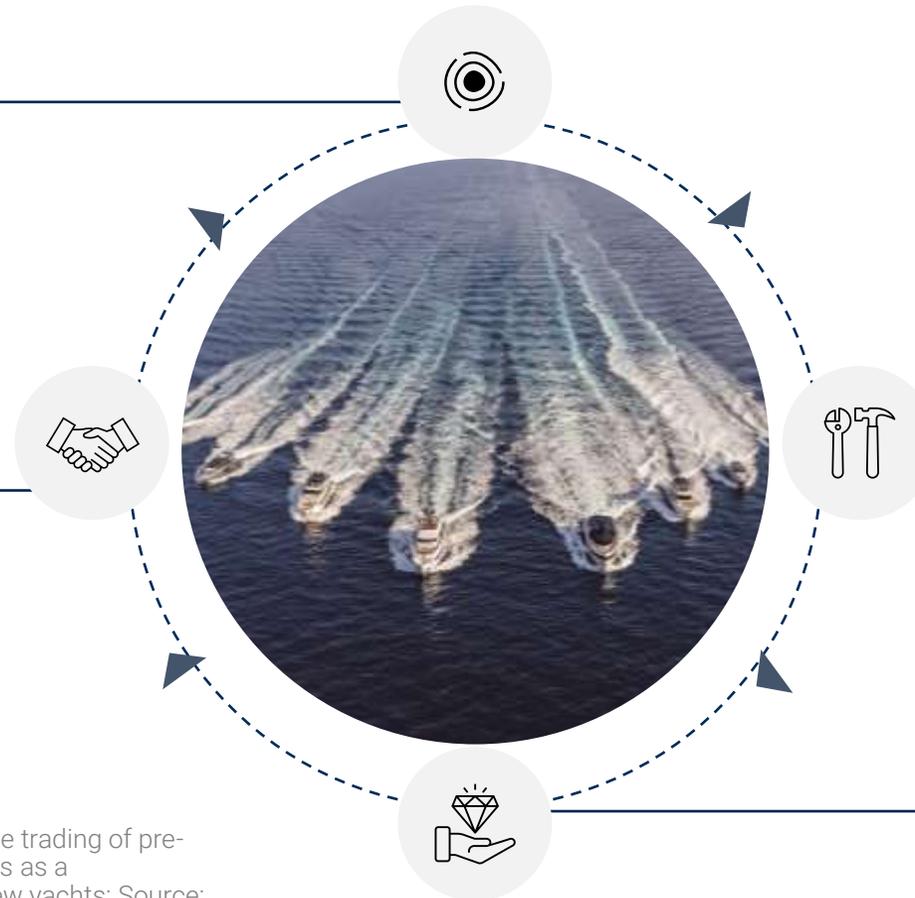
Design, production, sales and servicing of boats for the security & patrolling market

AFTERSALES AND REFITTING SERVICES

Maintenance services, including yacht ordinary and extraordinary maintenance & upgrades (88 authorized service points world-wide)

BRAND EXTENSION ACTIVITIES

Collections of unique and original objects, high-end services and Classic Rivas restoration to reinforce customers' engagement



Note: In certain instances, Ferretti Group is also engaged in the trading of pre-owned yachts, offering trade-in opportunities to our customers as a complementary service and a lever to facilitate the sales of new yachts; Source: Prospectus

Unique collection of luxury objects inspired
by Ferretti Group's iconic brands and heritage



Exclusive destinations to experience the elegance
of a yachting icon



Video

Ferretti Security Division

Ferretti Security Division (FSD) is focused on the design, production, sale and servicing of boats for security & patrolling market



Promote the capabilities of technological progress and product innovation cross brands given the high standard requirements for product lightweight and reliability

Expand into a sizeable market (5.9 BN€ in 2020), featuring strong growth dynamics (14% CAGR '20-'25)

Limit required investments and quick time to market by leveraging existing product platforms (Pershing, Itama)

Further stabilize top-line, while benefitting from high profitability

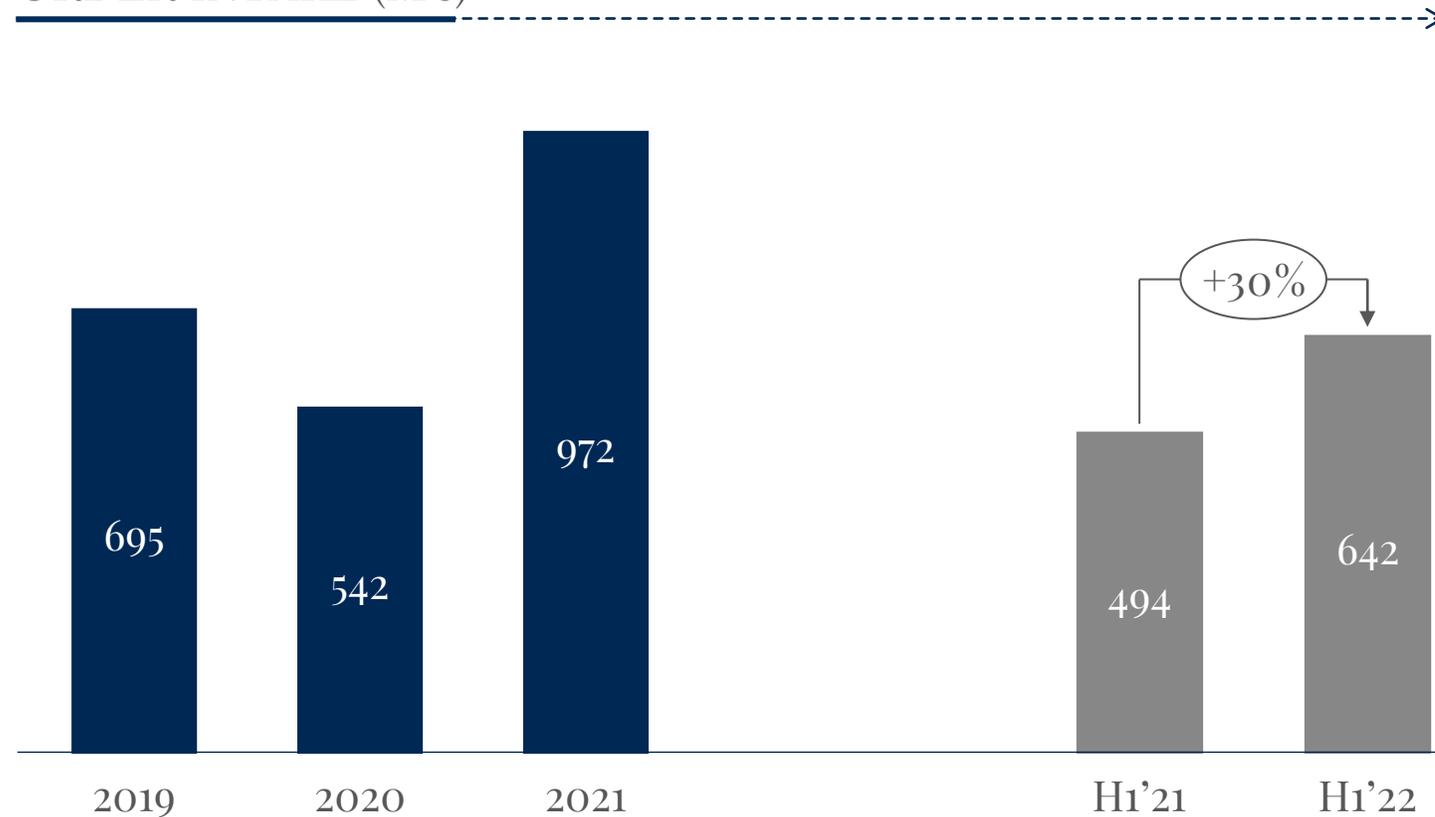


Source: China Insight Consultancy Report, Ferretti Group Management, FSD website



Order intake: a continuous booming market

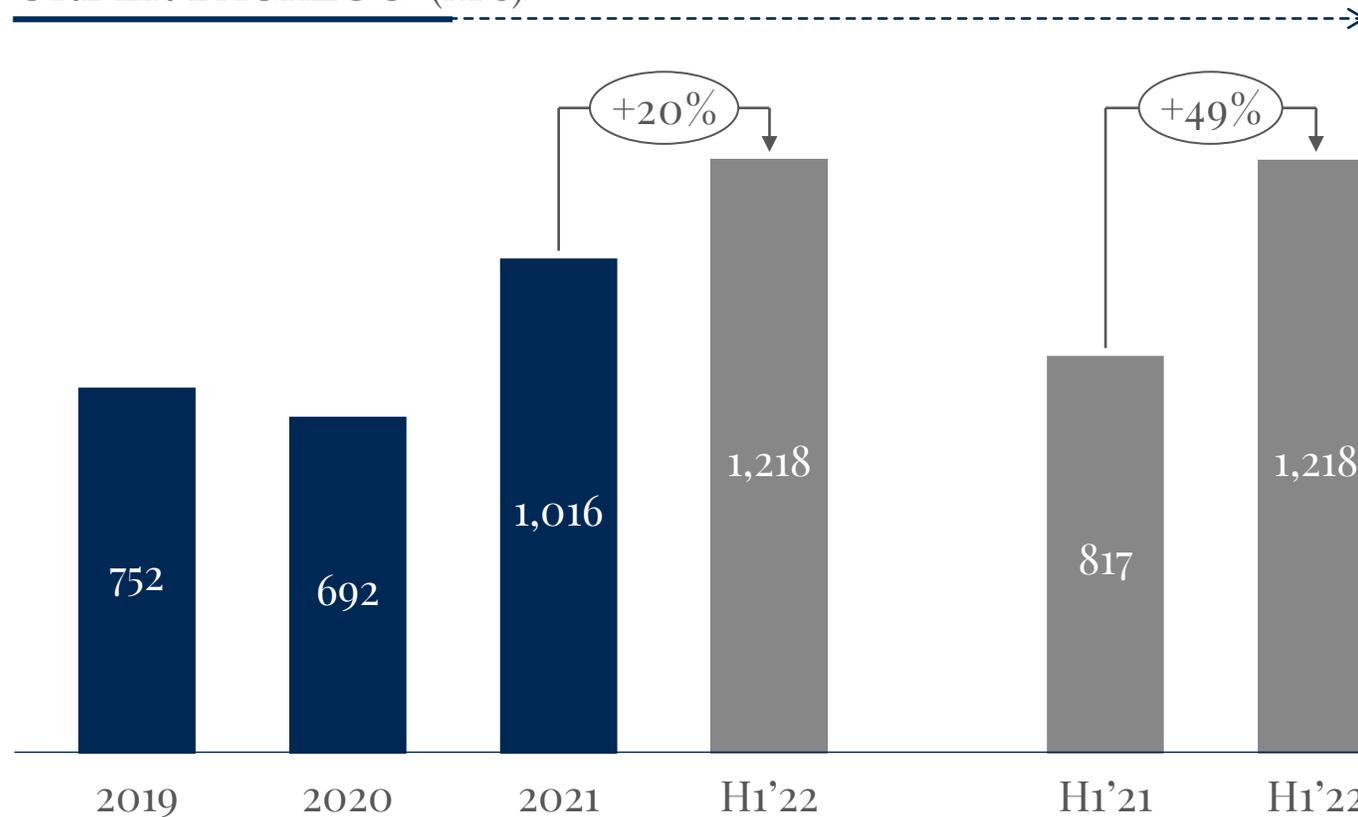
ORDER INTAKE (M€)



- 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€)

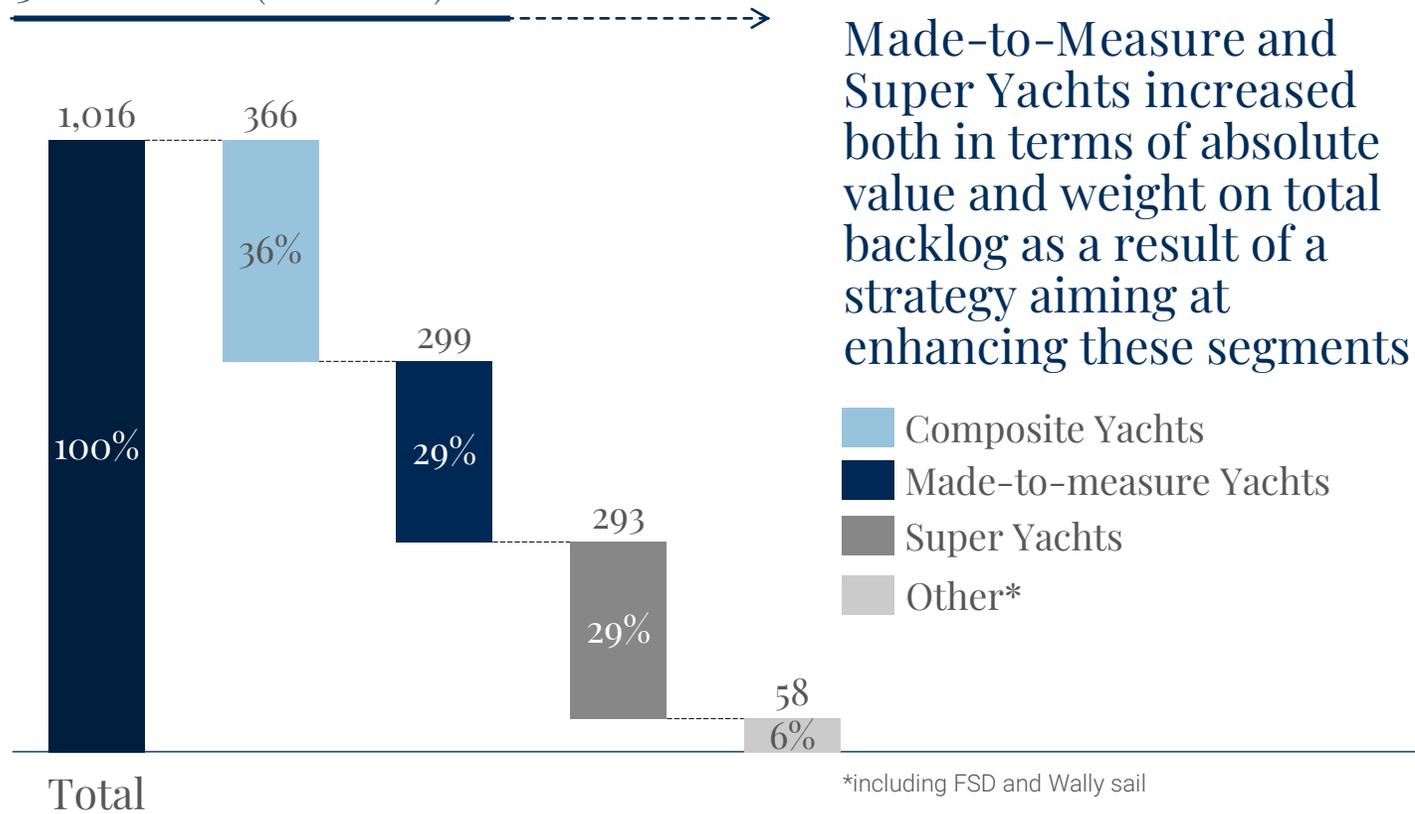


- The order backlog reached € 1.2 billion, up 20% compared to December 31, 2021
- If we compare the backlog with the same period of last year, which was already a record year, the total value is up 49%

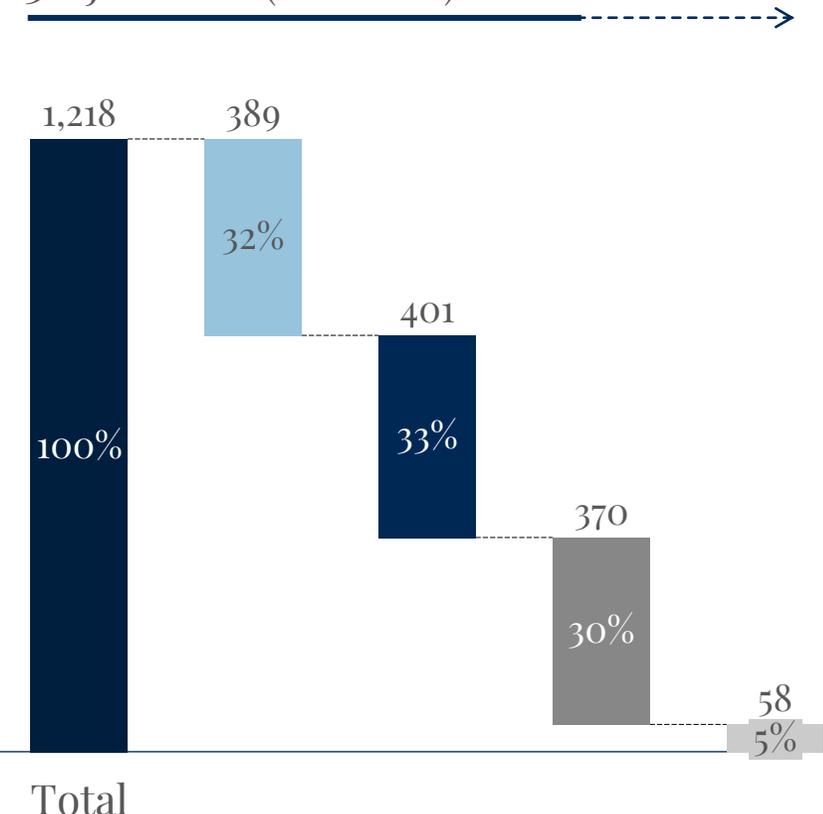
1. Corresponding to the total amount of existing orders, net of commissions, for new vessels not yet delivered to customers

Order backlog by segment: high profitability segments leading the growth

31 DEC. '21 (M€ & %)

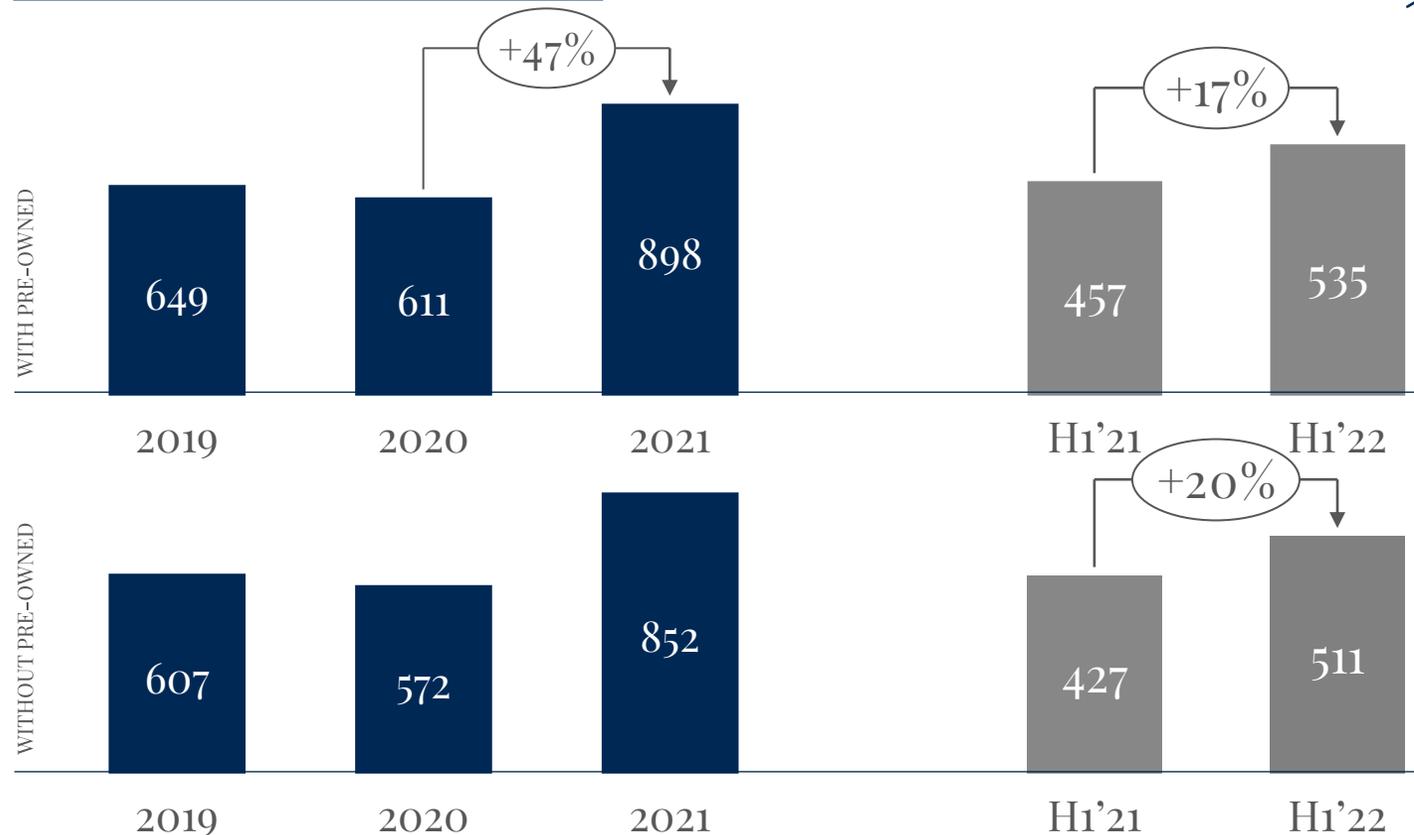


30 JUN. '22 (M€ & %)



Net revenue: impressive growth across all segments

NET REVENUE¹ (M€)



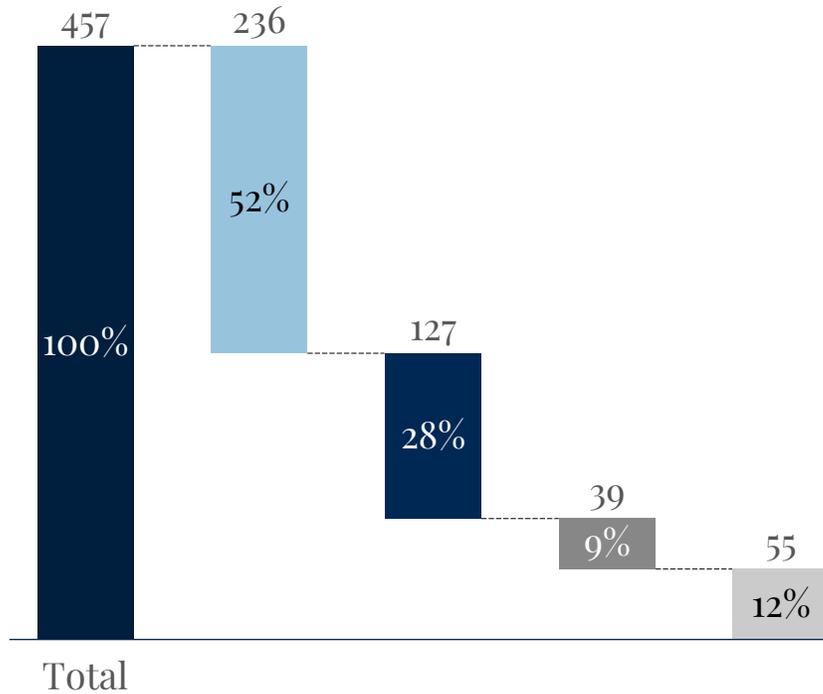
The market is still looking for Privacy, Safety and Freedom, thus supporting this sector growth

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

Revenues by segment: strong increase in the high profitability segment

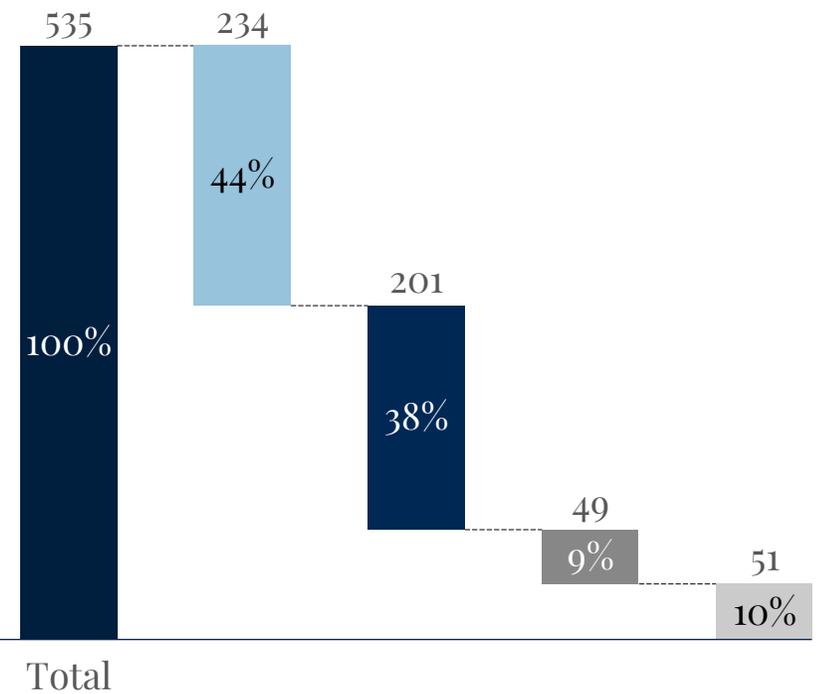
H1'21 (M€ & %)



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

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

H1'22 (M€ & %)

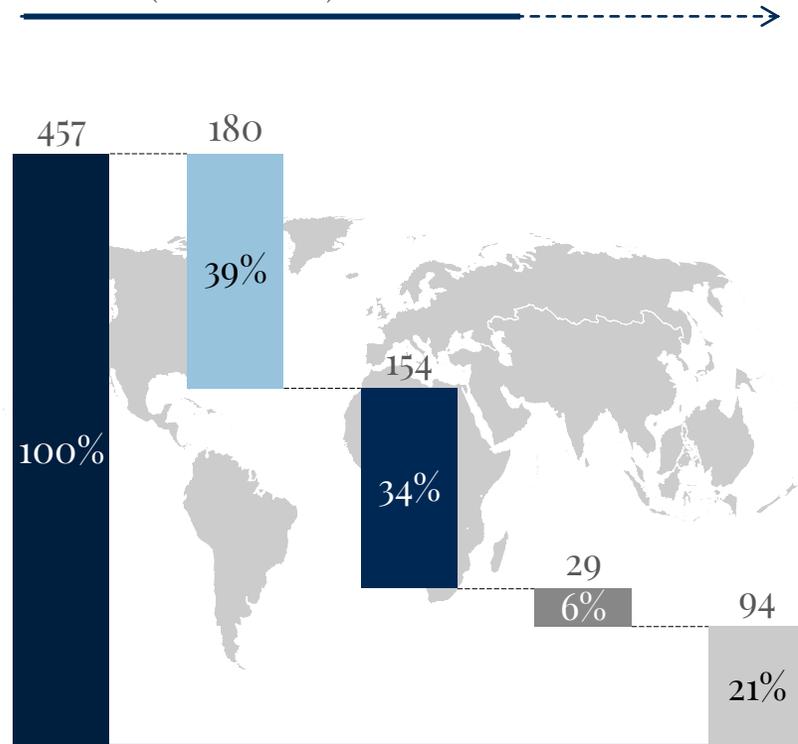


*including Ancillaries, FSD and Wally sail and pre-owned

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

Revenues by geography: strong performance of our core region

H1'21 (M€ & %)



Total

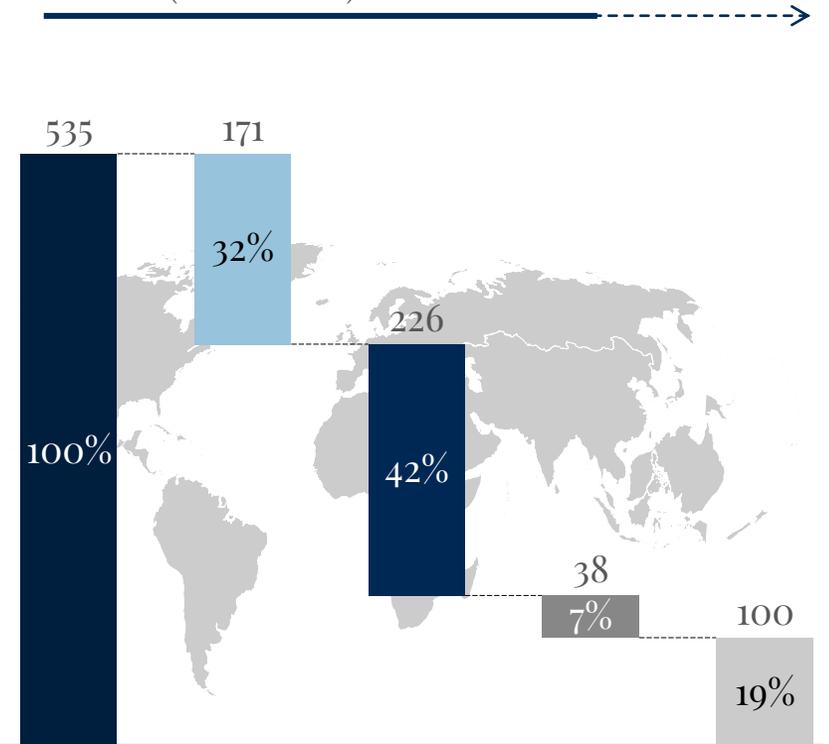
- The current geographic breakdown is in line with our historical performance, with more than 40% of revenues coming from EMEA and a normalized AMAS region
- While in H1'21, AMAS showed an outstanding performance thanks to the sale of the US stock driven by the fast-growing demand



*including Ancillaries, FSD and Wally sail

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

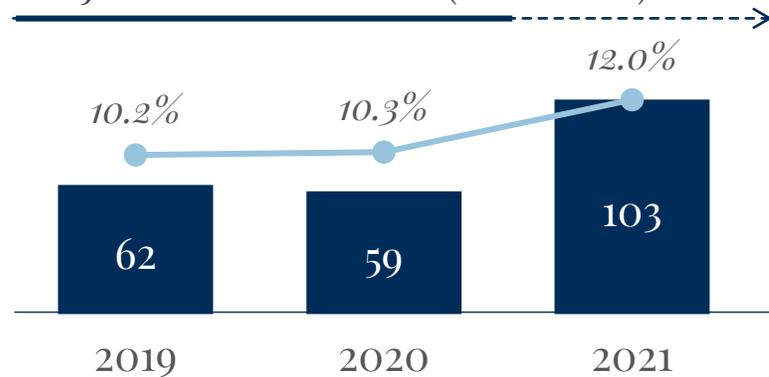
H1'22 (M€ & %)



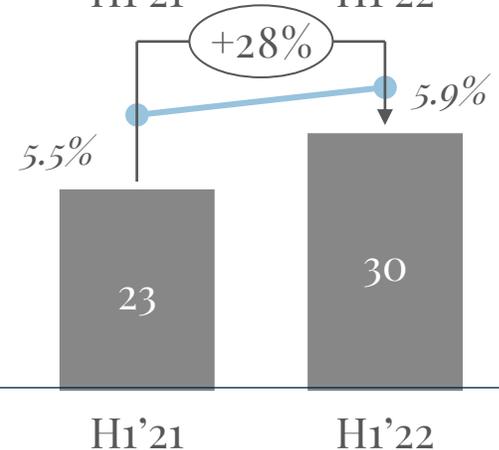
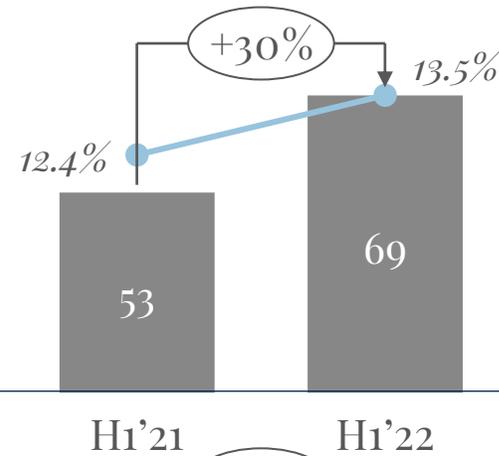
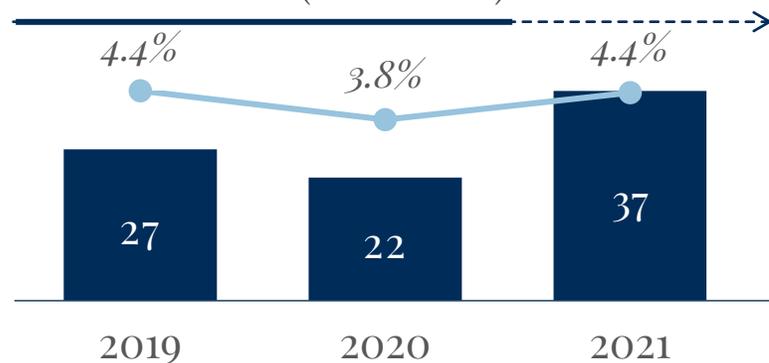
Total

Further increase in adjusted EBITDA & net profit

ADJUSTED EBITDA (M€ & %¹)



NET PROFIT (M€ & %²)



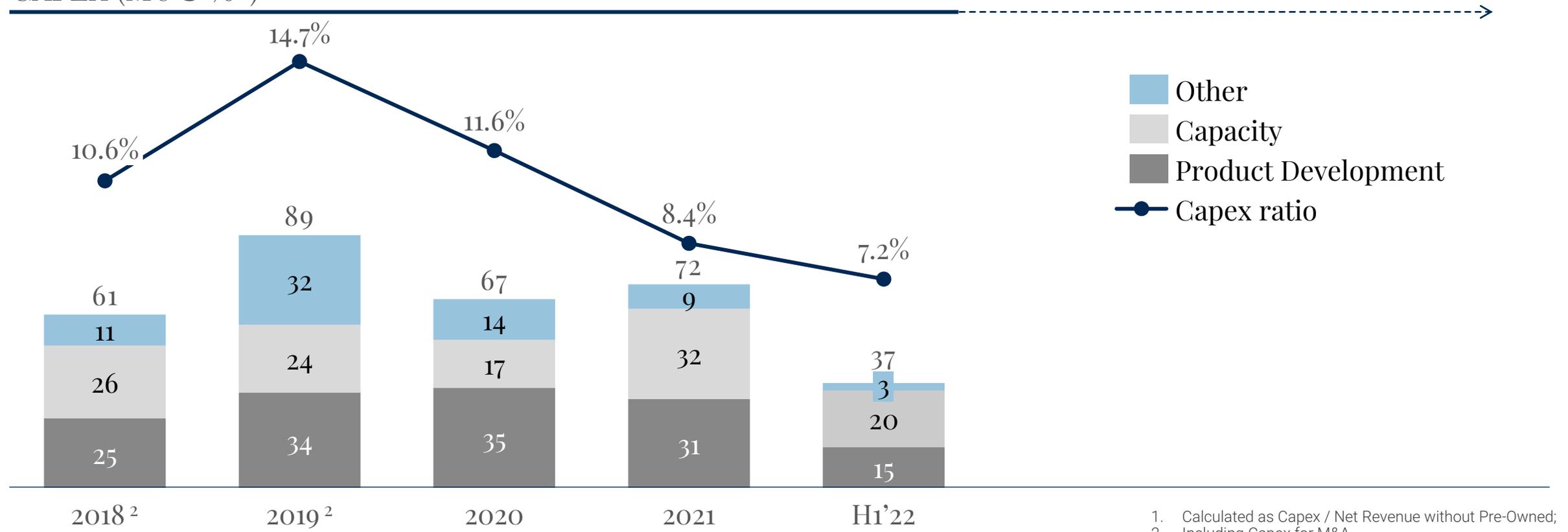
Main drivers for the steady increase in profitability:

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
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

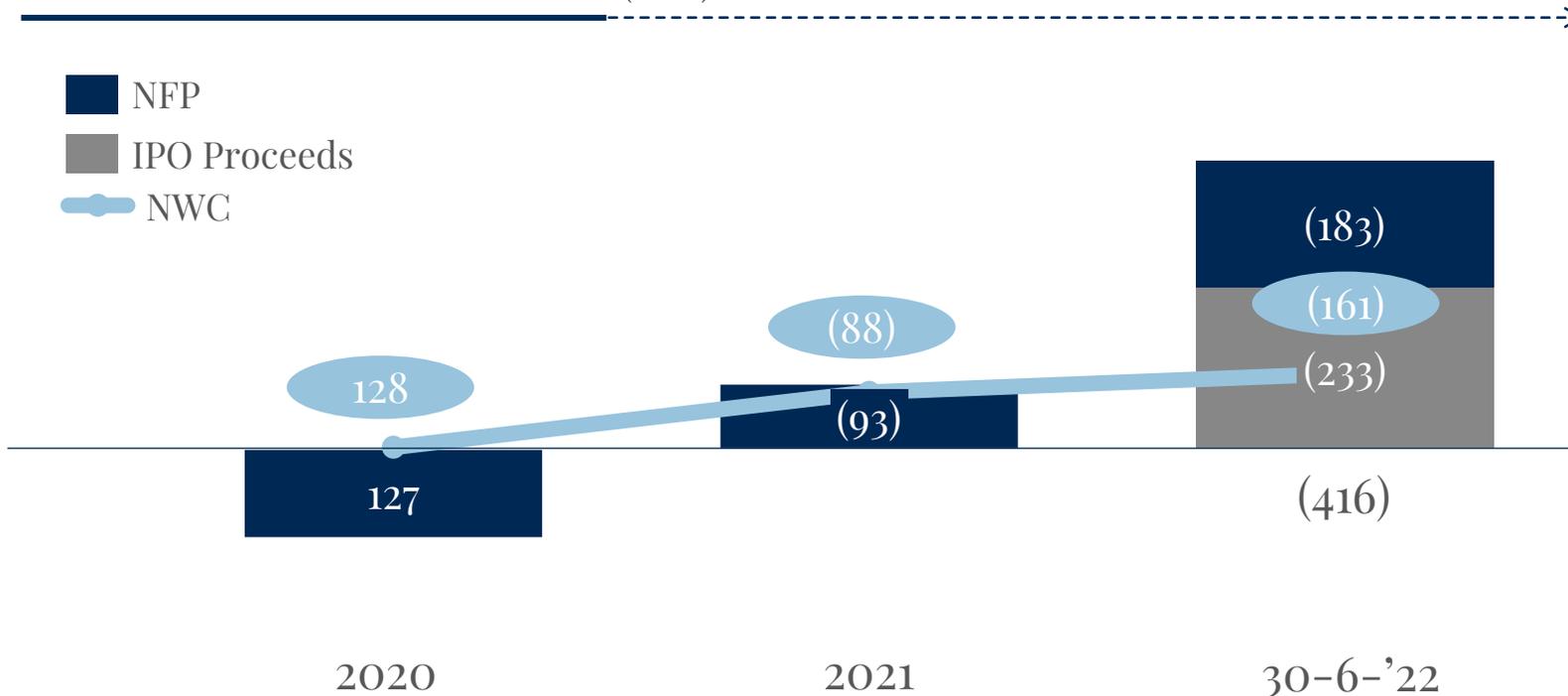
CAPEX (M€ & % ¹)



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



10

Growth
Strategy

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%



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