

# DēLonghi Group

## Q1 2024 RESULTS



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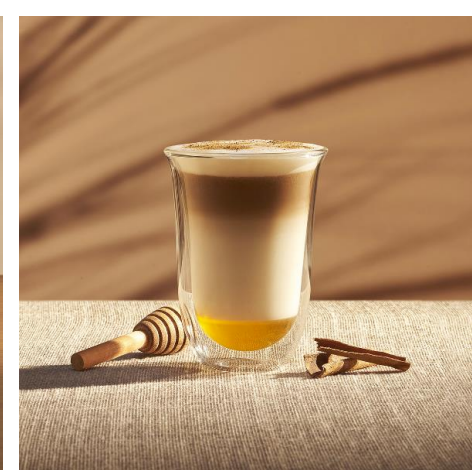
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Finally, it should be noted that 1<sup>st</sup> quarter figures are not subject to audit.



# DEFINITIONS & ASSUMPTIONS

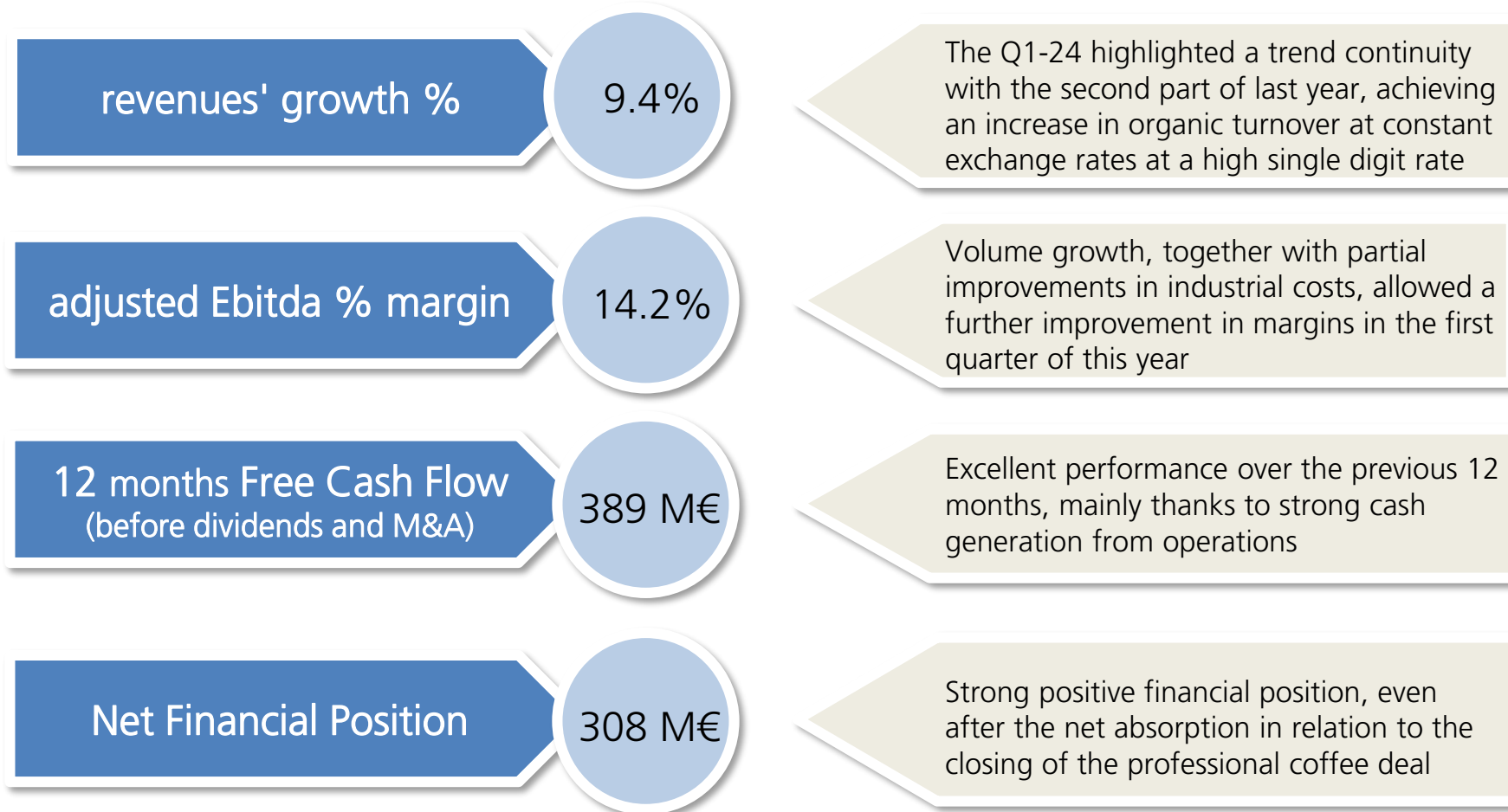
In this presentation:

- "Adjusted" stands for before non recurring items and notional cost of the stock option plans
- "At constant exchange rates" means excluding the effects of exchange rates' variations and of hedging derivatives
- "At constant perimeter" or "Organic" means excluding effects of the integration of the business combination between La Marzocco and Eversys;
- "ForEx" or "FX" stand for Foreign Exchange Rates;
- "M" stands for million and "bn" stands for billion;
- "Q1" stands for first quarter (January 1<sup>st</sup> – March 31<sup>st</sup>);
- "NWC" stands for Net Working Capital;
- "Capex" stands for capital expenditures, i.e. investments in fixed assets.



## Q1-24 RESULTS

### THE 3 MONTHS HIGHLIGHTS



# Q1-24 RESULTS

## TOP LINE

(Eur million)

	Q1 -24	Q1 - 23	change	change %
Revenues	658.8	602.4	56.4	9.4%

- The Group has expanded its turnover by close to 10% thanks to the strong organic growth realised in recent months and the one-month consolidation of the business combination in professional coffee.
- Group's revenues reached €658.8 million, showing a 9.4% increase compared to the previous year, thanks to a like-for-like growth of 5.9%, which was 7.3% at constant exchange rates.



## Q1-24 RESULTS

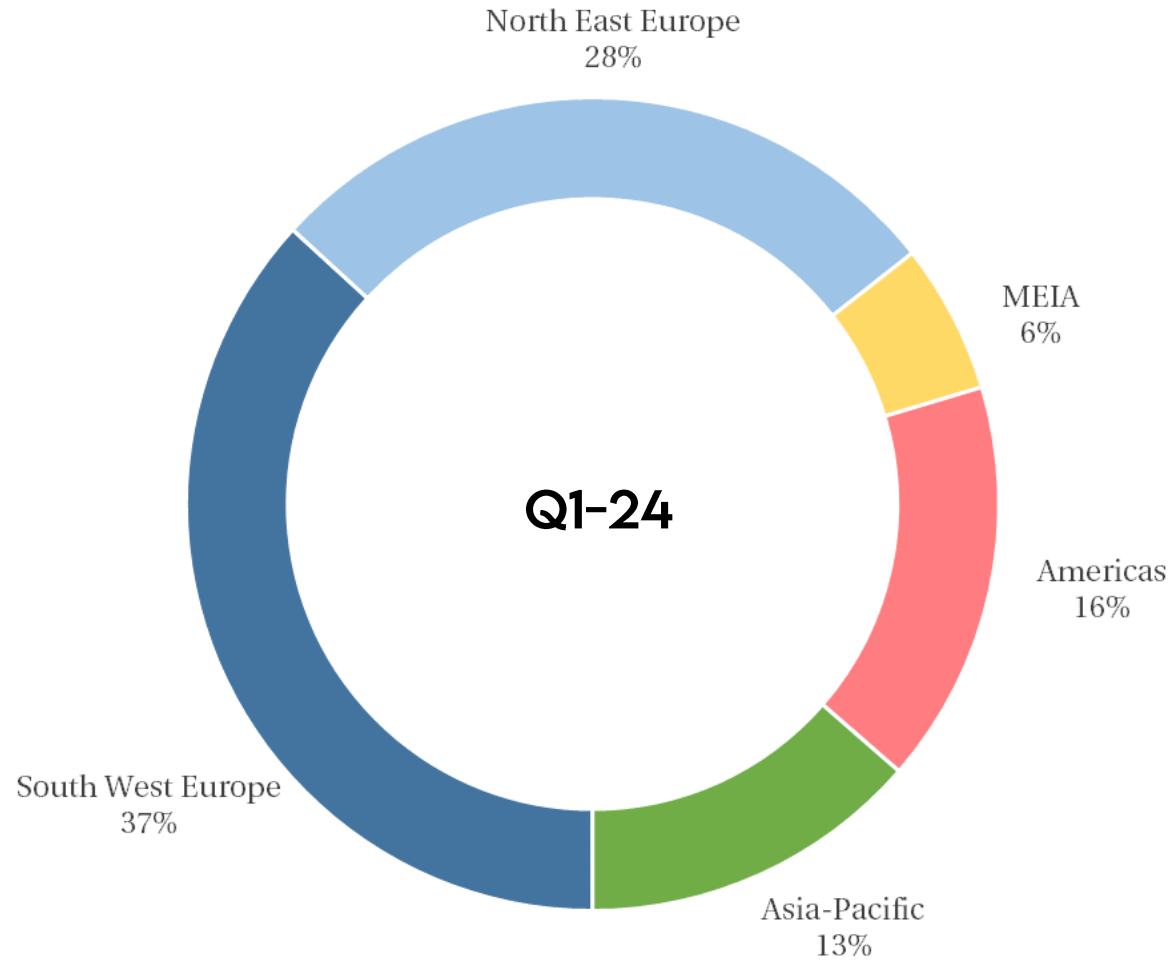
### REVENUES BY REGION

<i>EUR million</i>	Reported		At constant perimeter		
	Q1 - 24	var. %	Q1 - 24	var. %	var. % at constant FX
South West Europe	242.4	12.3%	238.6	10.6%	10.1%
North East Europe	181.9	15.6%	179.6	14.1%	17.1%
<b>EUROPE</b>	<b>424.3</b>	<b>13.7%</b>	<b>418.1</b>	<b>12.1%</b>	<b>13.1%</b>
<b>MEIA (MiddleEast/India/Africa)</b>	<b>39.2</b>	<b>-11.5%</b>	<b>38.2</b>	<b>-13.8%</b>	<b>-12.2%</b>
<b>Americas</b>	<b>105.7</b>	<b>10.1%</b>	<b>98.1</b>	<b>2.2%</b>	<b>3.3%</b>
<b>Asia-Pacific</b>	<b>89.6</b>	<b>0.6%</b>	<b>83.3</b>	<b>-6.4%</b>	<b>-3.0%</b>
<b>TOTAL REVENUES</b>	<b>658.8</b>	<b>9.4%</b>	<b>637.8</b>	<b>5.9%</b>	<b>7.3%</b>

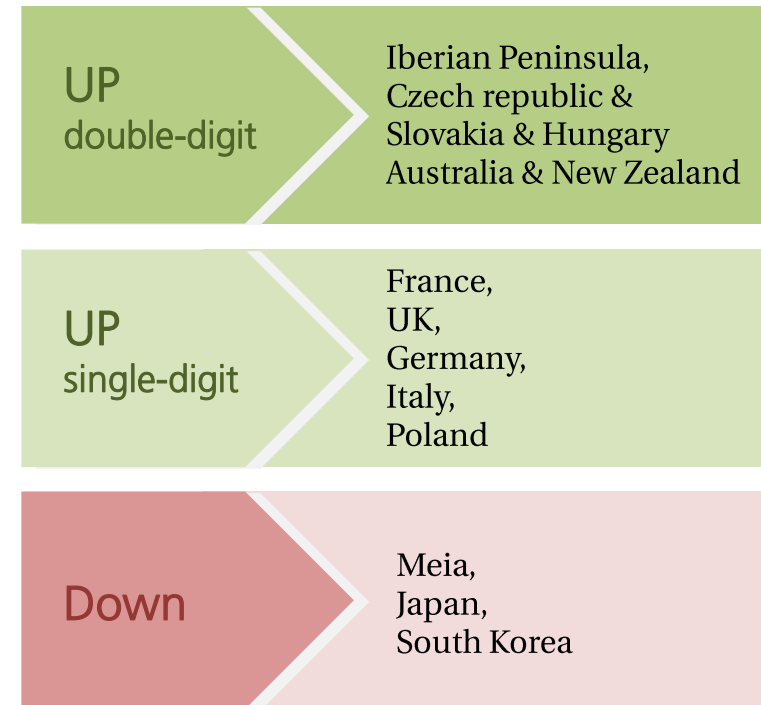
- **South-Western Europe** experienced organic growth of roughly 10%, in line with the main trends identified in the second half of 2023;
- **North-Eastern Europe** witnessed significant organic revenue growth for the fourth consecutive quarter, reinforced by the high-teens performance in the early months of 2024. We observe the continuation of the favourable trend of the UK and Poland, with an acceleration in the Czech Republic, Slovakia, and Hungary area;
- the **MEIA area** has gone through a decline in turnover, which has been heavily influenced by a complex macro and geopolitical context;
- the **Americas area** achieved an increase in turnover of around 10%, thanks to the consolidation of La Marzocco and mid-single digit organic growth, supported mainly by the performance of the nutrition and food preparation sector driven by the expansion of Nutribullet's products;
- the **Asia Pacific region**, which was the only one to show growth in the Q1-23, maintains a turnover in line with 2023, highlighting a partial decline at an organic level, however growth was seen to be accelerating in countries like Australia and New Zealand.

# Q1-24 RESULTS

## REVENUES BY MARKET (3 MONTHS)

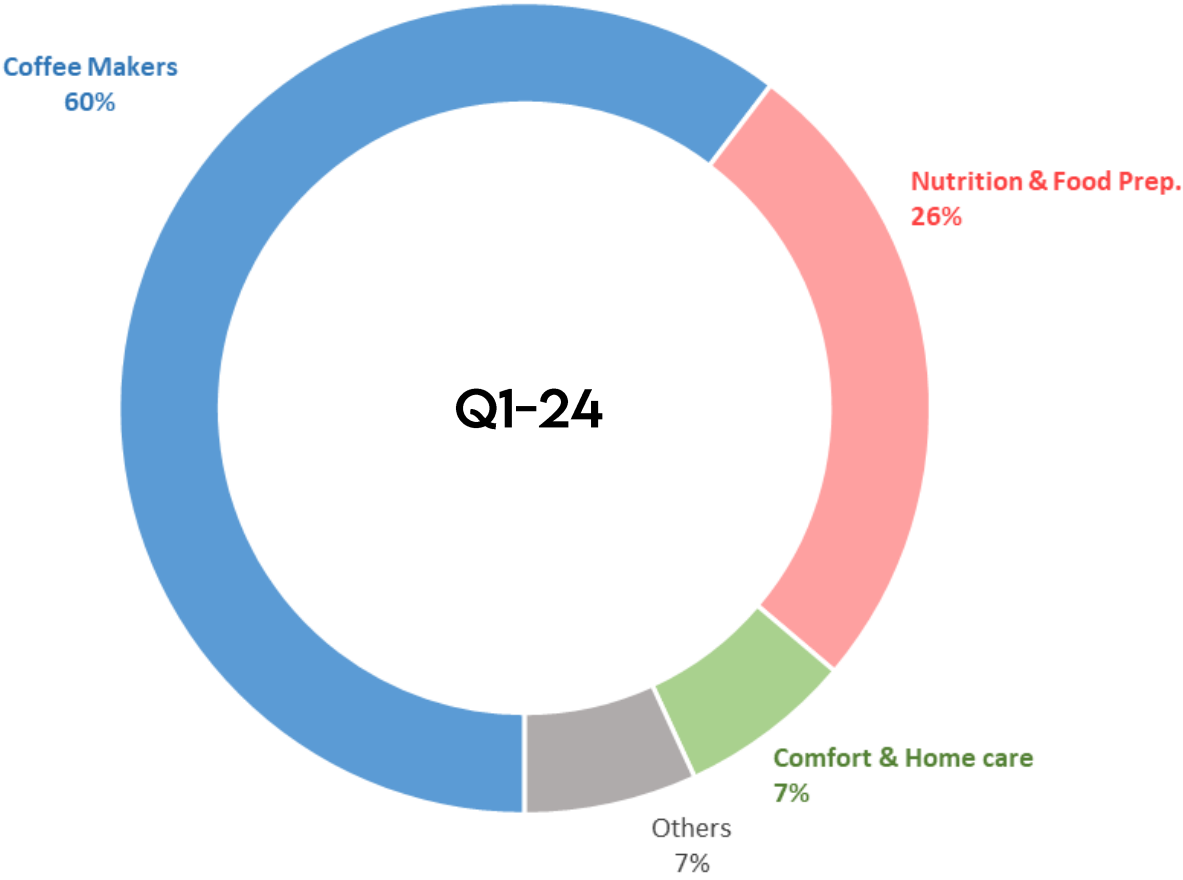


### Main Ups & Downs (organic at constant FX)

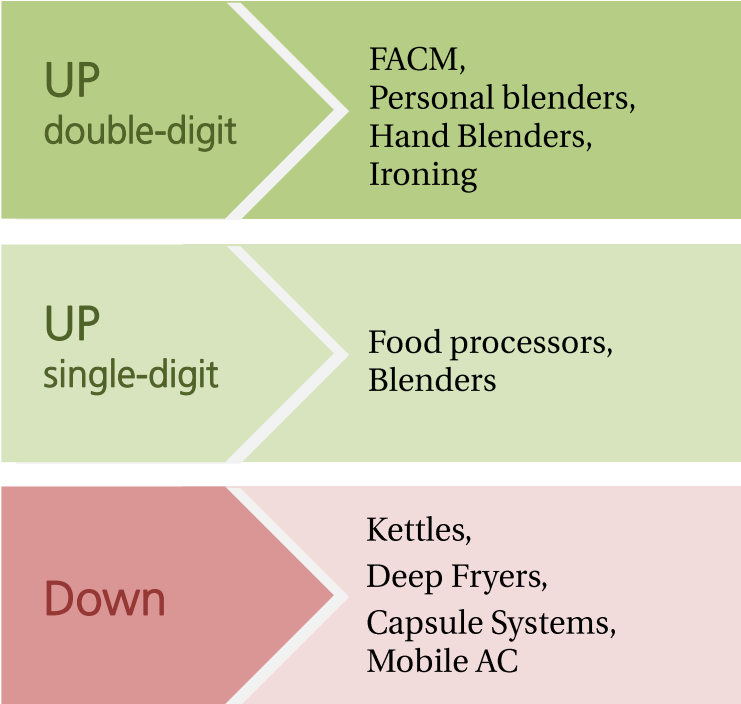


# Q1-24 RESULTS

## REVENUES BY PRODUCT LINE (3 MONTHS)



### Main Ups & Downs (organic at constant FX)





## Q1-24 RESULTS

### MARGINS

<i>(Eur million)</i>	Q1 -24	Q1 - 23	change	change %
<b>net ind. margin</b>	<b>335.4</b>	<b>304.4</b>	<b>31.0</b>	<b>10.2%</b>
<i>% of revenues</i>	50.9%	50.5%		
<b>adjusted Ebitda</b>	<b>93.8</b>	<b>74.3</b>	<b>19.5</b>	<b>26.2%</b>
<i>% of revenues</i>	14.2%	12.3%		
<b>Ebitda</b>	<b>91.2</b>	<b>75.5</b>	<b>15.7</b>	<b>20.8%</b>
<i>% of revenues</i>	13.8%	12.5%		
<b>Ebit</b>	<b>64.8</b>	<b>50.1</b>	<b>14.7</b>	<b>29.2%</b>
<i>% of revenues</i>	9.8%	8.3%		
<b>Net Income*</b>	<b>51.3</b>	<b>38.7</b>	<b>12.6</b>	<b>32.5%</b>
<i>% of revenues</i>	7.8%	6.4%		

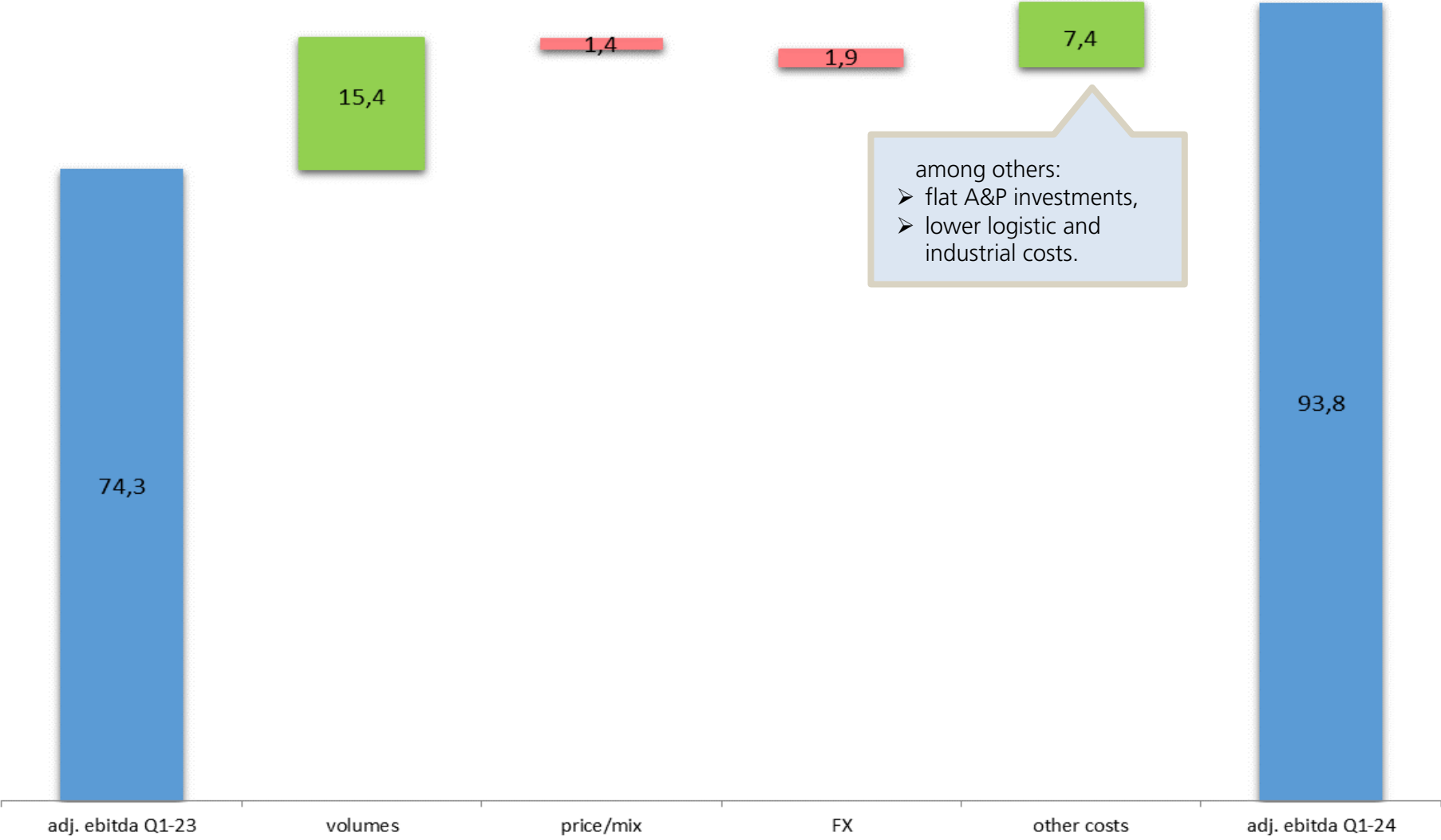
\* pertaining to the Group

- the **net industrial margin** stood at €335.4 million, equal to 50.9% of revenues, compared to 50.5% in 2023, benefiting from a positive effect of the mix and an easing of inflationary pressures on product costs;
- the **Ebitda adjusted** was €93.8 million, or 14.2% of revenues compared to 12.3% the previous year. The expansion of volumes, a further partial easing of inflationary pressures on some industrial costs and an investment in media and communication in line respect to 2023 (A&P on revenues at 11.2%), have supported an improvement in margins, despite an increase in labour costs and organizational structures.



# Q1-24 RESULTS

## BRIDGE TO ADJUSTED EBITDA (Q1 2024)



## Q1-24 RESULTS

### BALANCE SHEET

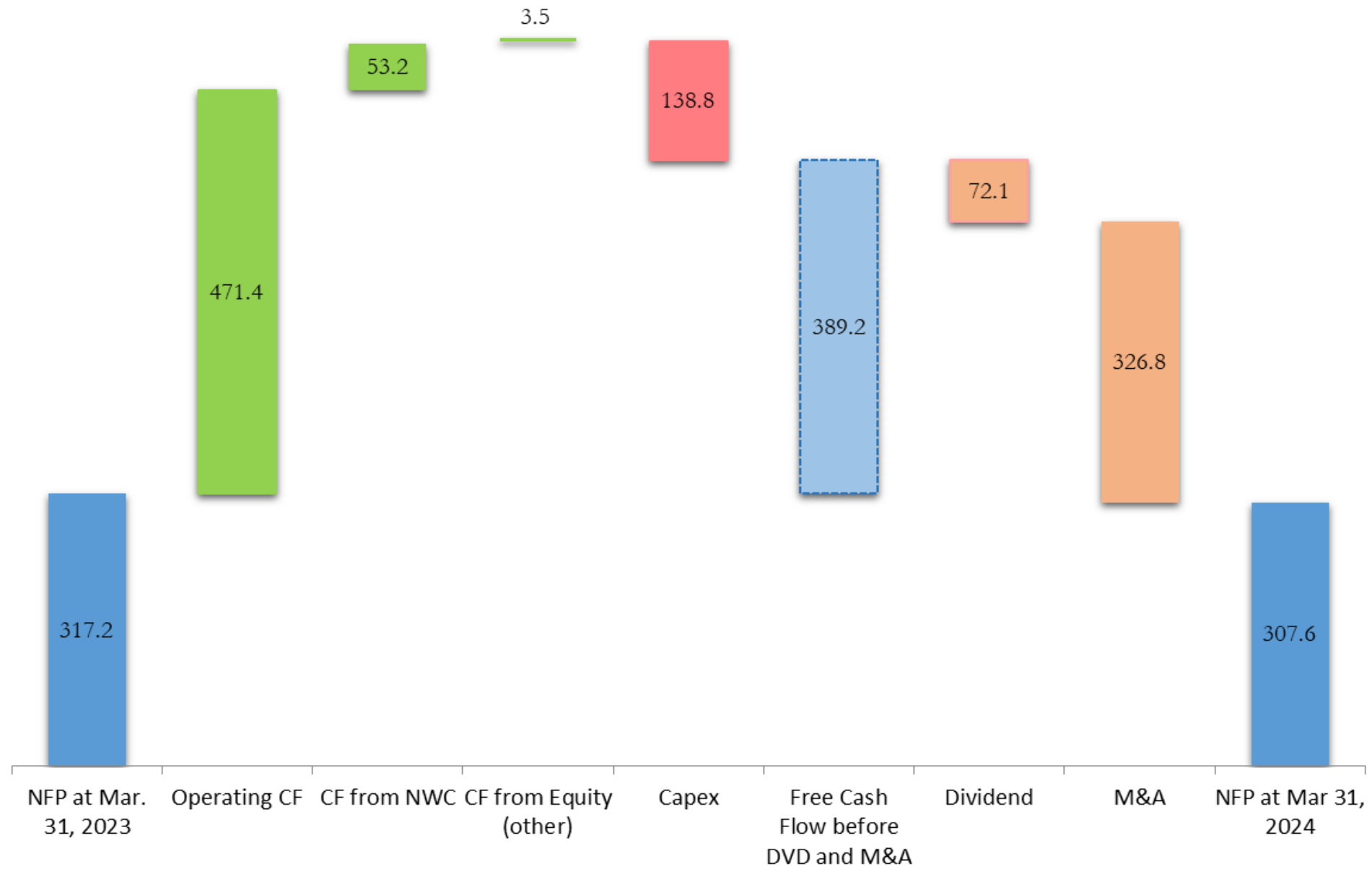
<i>EUR million</i>	Mar 31st, 24	Mar 31st, 23	<i>change 12 months</i>	Dec 31st, 23	<i>change 3 months</i>
<b>Net working Capital</b>	36.4	159.9	-123.5	-82.8	119.2
<b>operating NWC</b>	183.6	256.6	-73.0	61.1	122.5
<b>operating NWC / Revenues</b>	5.9%	8.5%	-2.6%	2.0%	3.9%
<b>Net Financial Position</b>	307.6	317.2	-9.6	662.6	-355.0
<b>Net Bank Position</b>	409.9	399.2	10.7	761.7	-351.8
<b>Net Equity</b>	2,005.5	1,682.7	322.8	1,811.1	194.4

- The Group ended the Q1 with a positive **Net Financial Position** of €307.6 million, after €326.8 million of net absorption in relation to the closing of the business combination;
- **Free Cash Flow before dividends and acquisitions** amounted to €389.2 million in the twelve months, thanks to a significant contribution from current operations;
- **Operating working capital** (equal to 5.9% of revenues) showed a partial increase compared to the position at the end of the year due to the effect of the consolidation of La Marzocco and the seasonality relating to the warehouse.
- **Capital Expenditures** absorbed €25.7 million, up to €19.2 million last year.



# Q1-24 RESULTS

## NET CASH FLOW (12 MONTHS)



## Q1-24 RESULTS

### FY 2024 GUIDANCE

In the words of the C.E.O., Fabio de' Longhi:

*“The persistent growth of the coffee business, as well as the recovery of the nutrition and food preparation category, led to an organic increase in turnover at constant currencies in the high single digits for the third consecutive quarter. The consistency of trends, combined with the one-month consolidation of the business combination between La Marzocco and Eversys, enabled the Group to increase turnover by about 10%.*

*Those growth dynamics, coupled with careful cost management and targeted investment expansion, have reinforced the improvement in the level of profitability, in a scenario of clear consolidation of results following the phase of progressive post-pandemic normalisation.*

*In this context of favourable evolution of the core categories, although aware of the variability of the current macroeconomic and geopolitical scenario, we confirm the guidance for 2024, which includes the perimeter expansion with the business combination in the professional coffee, with a revenues growth in the region of 9%-11%.*

*In terms of margins, the quarterly results reinforce the expectation of an adjusted Ebitda of around €500-530 million for the new perimeter”*

**FY 2024  
Guidance\***  
*(including the perimeter  
expansion)*

**REVENUES up  
9% - 11% range**

+

**Adjusted EBITDA of  
around €500-530M**

\*Guidance on revenues and adj Ebitda estimated consolidating the business combination between La Marzocco and Eversys from March 1, 2024.



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