

DēLonghi Group

H1 & Q2 2024 RESULTS



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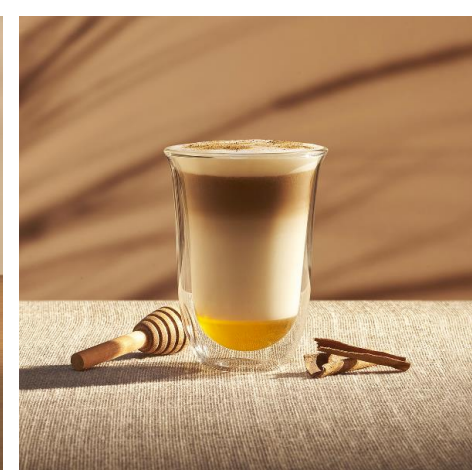
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Finally, it should be noted that the audit on Consolidated Half Year Financial Statements is still in progress.



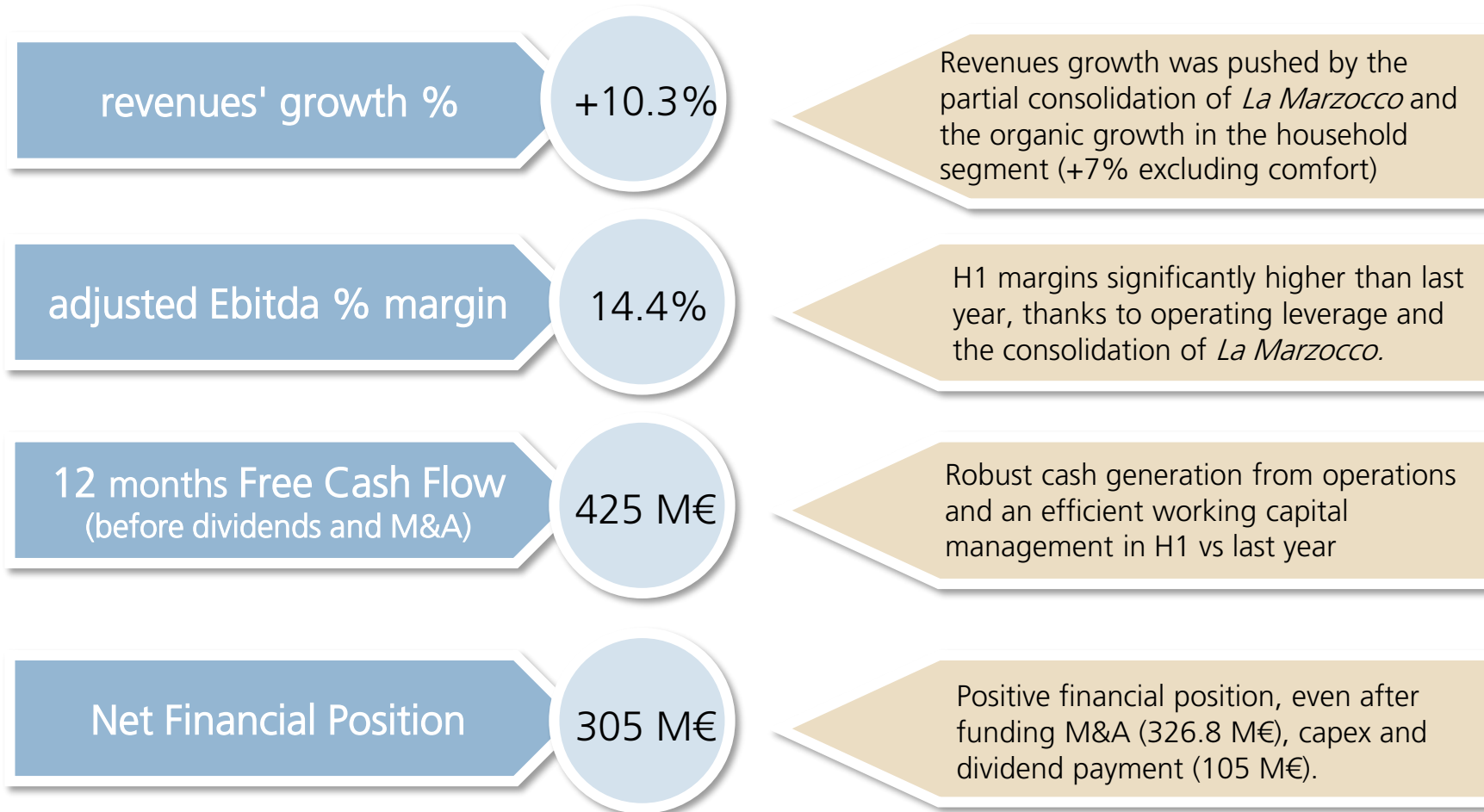
DEFINITIONS & ASSUMPTIONS

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;
- “Q2” stands for second quarter (April 1st – June 30th);
- “H1” stands for first half year (January 1st – June 30th);
- “NWC” stands for Net Working Capital;
- “Capex” stands for capital expenditures, i.e. investments in fixed assets.



THE 6 MONTHS HIGHLIGHTS



Q2 & H1 2024 RESULTS

TOP LINE

(Eur million)	H1 24	H1 23	Q2 24	Q2 23
Revenues	1,423.7	1,291.2	764.9	688.8
change %	10.3%		11.0%	
change at constant perimeter %	3.5%		1.5%	
change at constant perimeter and FX %	4.2%		1.5%	

- H1-24 revenues **were up by 10.3%** (+11.0% in Q2-24), thanks to the **change in perimeter** and the continuation of the **positive momentum** for the Group's core categories (coffee and nutrition and food prep.).
- **Organic growth** in Q2-24 (+1.5% vs Q2-23) was affected by the weakness of the **comfort segment** in the peak of its seasonality due to an unfavourable climate condition in Europe and the aftermath of the discontinuation of the mobile air-conditioning in the US.
- Excluding the comfort segment the household segment would have grown by 6.9% in Q2-24.



Q2 & H1 2024 RESULTS

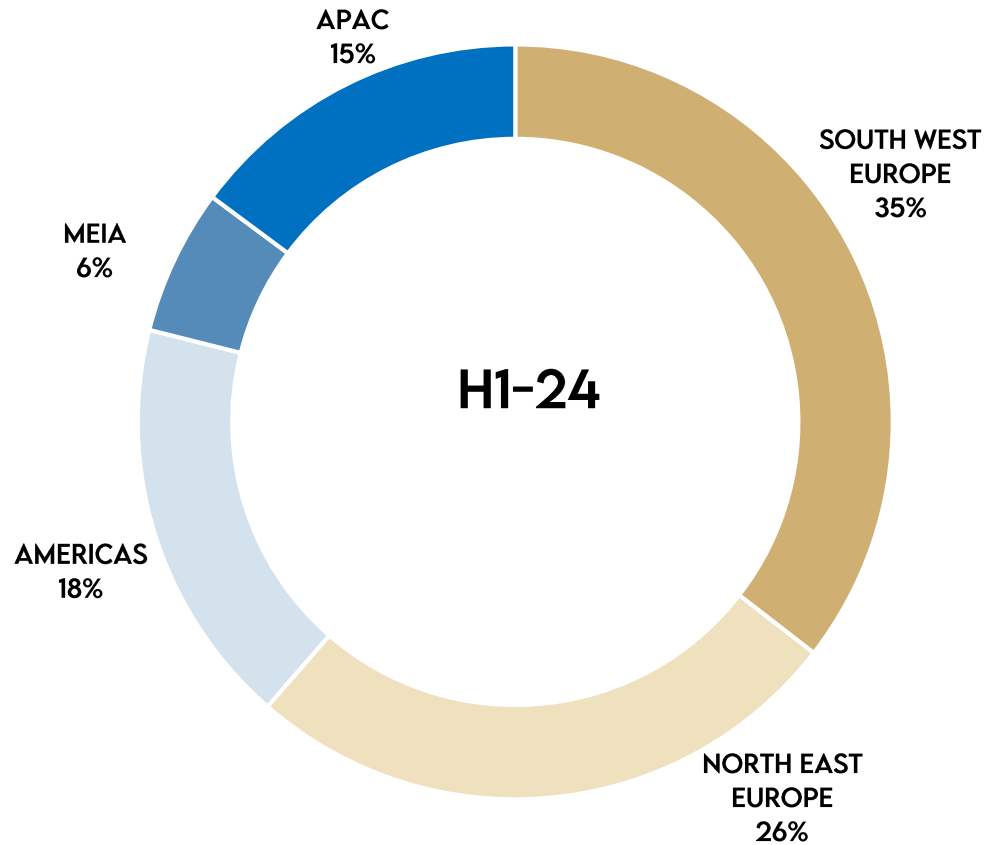
REVENUES BY REGION

EUR millions	Reported		Like for like		Reported		Like for like	
	H1 24	chg. % vs LY	chg. % at costant perimeter	chg. % at costant perimeter & FX	Q2 24	var. % vs LY	chg. % at costant perimeter	chg. % at costant perimeter & FX
South West Europe	505.2	9.2%	5.7%	5.3%	262.8	6.5%	1.5%	1.2%
North East Europe	369.0	14.7%	11.7%	13.3%	187.0	13.9%	9.4%	9.8%
EUROPE	874.2	11.5%	8.2%	8.6%	449.8	9.4%	4.7%	4.6%
MEIA (MiddleEast/India/Africa)	88.8	3.4%	-2.4%	-2.0%	49.6	19.3%	9.6%	8.9%
Americas	249.4	10.4%	-2.4%	-2.5%	143.7	10.6%	-5.9%	-6.8%
Asia-Pacific	211.3	8.2%	-5.6%	-3.3%	121.8	14.6%	-4.9%	-3.5%
TOTAL REVENUES	1,423.7	10.3%	3.5%	4.2%	764.9	11.0%	1.5%	1.5%

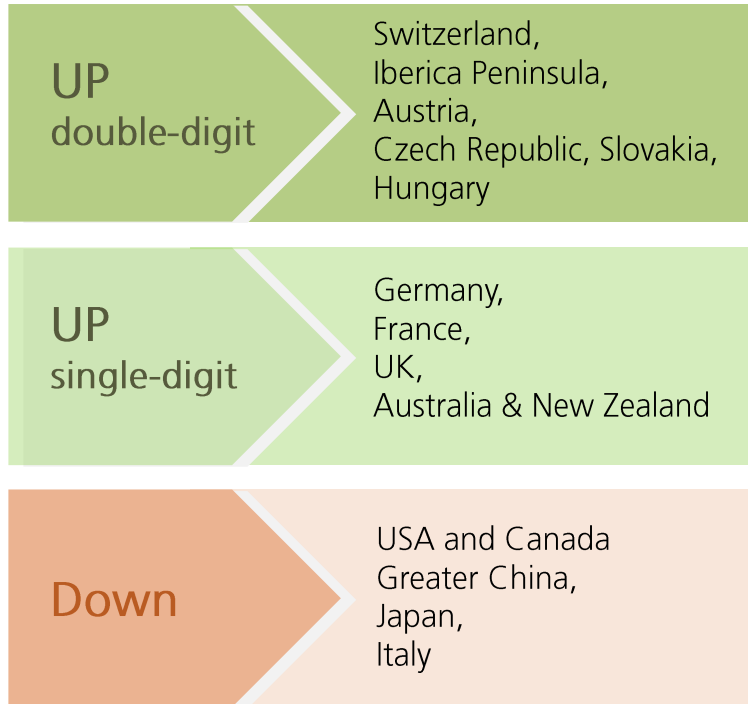
All geographies recorded a positive growth rate in the quarter, in particular:

- **South-West Europe** grew by 6.5%, corresponding to a mid-single digit organic growth that was partially affected by the weakness of the comfort business. Within this context, certain markets such as Austria, Switzerland and the Iberian Peninsula experienced an accelerated growth, aligned to the last twelve months trend;
- **North-East Europe** continues rallying, registering a growth of almost 14% in the quarter, (almost 10% organically). The second quarter is the fifth consecutive one of organic growth in the area;
- **MEIA** went back to growth, expanding at high-teens rate, 10% organic, after a harsh first quarter highly impacted by geopolitical uncertainty. Business expansion was driven by the coffee area and certain product categories within the nutrition and food preparation segment;
- **America** grew by 10.6%, thanks to the consolidation of La Marzocco. The organic perimeter slowed down mostly due to the aftermaths of the discontinuation of the mobile air-conditioning business. The core categories were up, thanks to a solid expansion of Nutribullet's product and positive developments on the fully auto coffee makers and Nespresso's capsule systems
- finally, the **Asia Pacific region** grew at mid-teens rate thanks to the consolidation of La Marzocco which offset the slight organic decrease in certain countries.

REVENUES BY KEY MARKET (%) H1-24

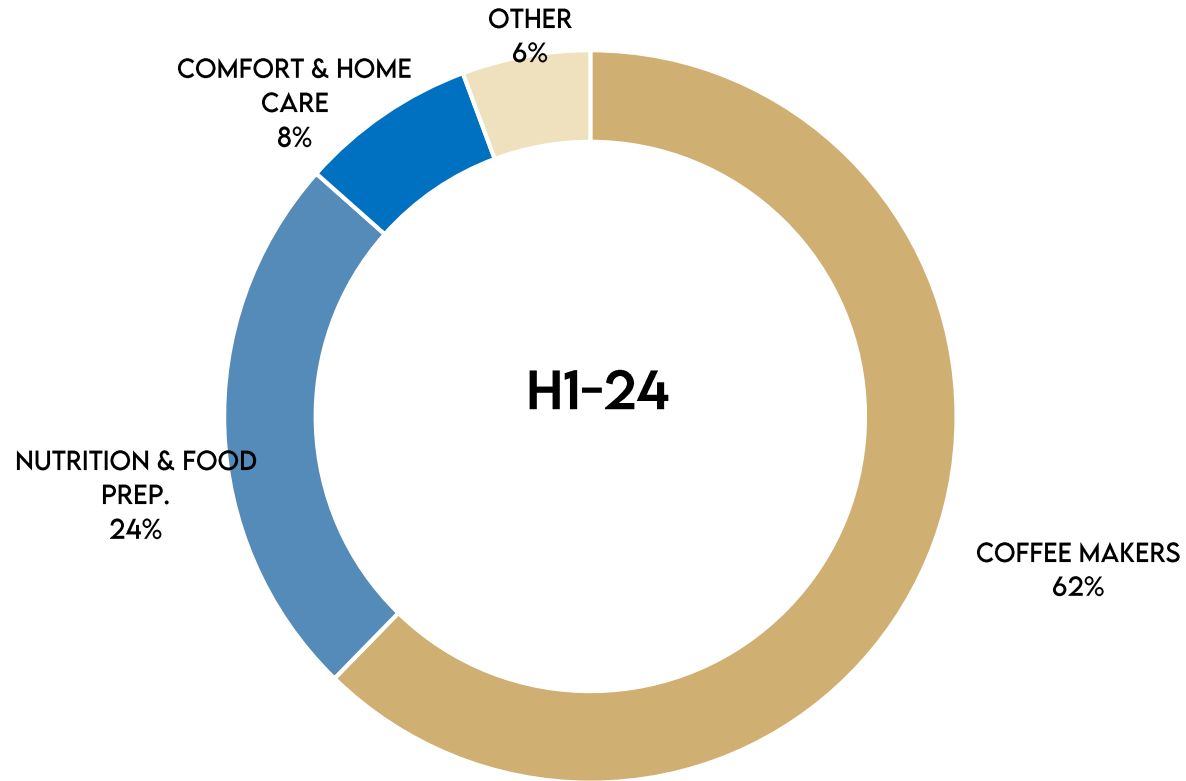


Main Ups & Downs
(at constant FX and perimeter)

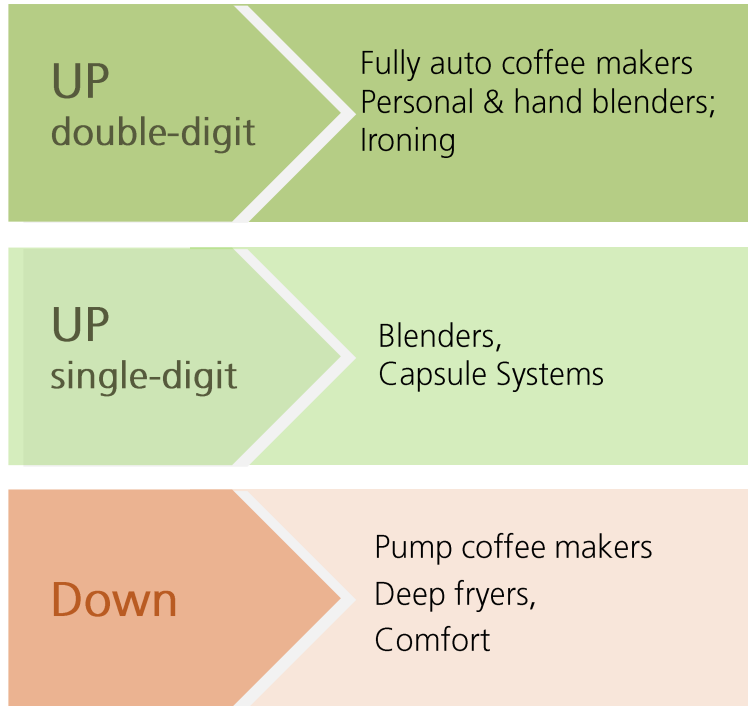


Q2 & H1 2024 RESULTS

REVENUES BY PRODUCT LINE (%) H1-24



Main Ups & Downs (at constant FX and perimeter)



Q2 & H1 2024 RESULTS

P&L

(Eur million)	H1 24	H1 23	Chg.	Chg. %	Q2 24	Q2 23	Chg.	Chg. %
Revenues	1,423.7	1,291.2	132.5	10.3%	764.9	688.8	76.1	11.0%
net ind. margin	726.8	640.2	86.7	13.5%	391.5	335.8	55.7	16.6%
% of revenues	51.1%	49.6%			51.2%	48.8%		
adjusted Ebitda	204.7	160.1	44.5	27.8%	110.9	85.8	25.1	29.2%
% of revenues	14.4%	12.4%			14.5%	12.5%		
Ebitda	199.7	159.0	40.7	25.6%	108.5	83.5	25.0	29.9%
% of revenues	14.0%	12.3%			14.2%	12.1%		
Ebit	143.7	108.1	35.6	32.9%	79.0	58.0	21.0	36.1%
% of revenues	10.1%	8.4%			10.3%	8.4%		
Net Income*	106.2	82.7	23.5	28.4%	54.8	44.0	10.9	24.7%
% of revenues	7.5%	6.4%			7.2%	6.4%		

* pertaining to the Group

In the quarter:

- **net industrial margin** was up to 51.2% of sales from 48.8% in 2023; positive contributions from the price-mix and certain industrial costs;
- **adjusted Ebitda margin** strongly improved reaching 14.5% of sales from 12.5% in 2023. Improvement in profitability was driven by the turnover's expansion, a better product mix and rigorous cost control in the organic perimeter, as well as the consolidation of *La Marzocco*.



Q2 & H1 2024 RESULTS

BRIDGE TO ADJUSTED EBITDA Q2-2024



Q2 & H1 2024 RESULTS

BRIDGE TO ADJUSTED EBITDA H1-2024



Q2 & H1 2024 RESULTS

BALANCE SHEET

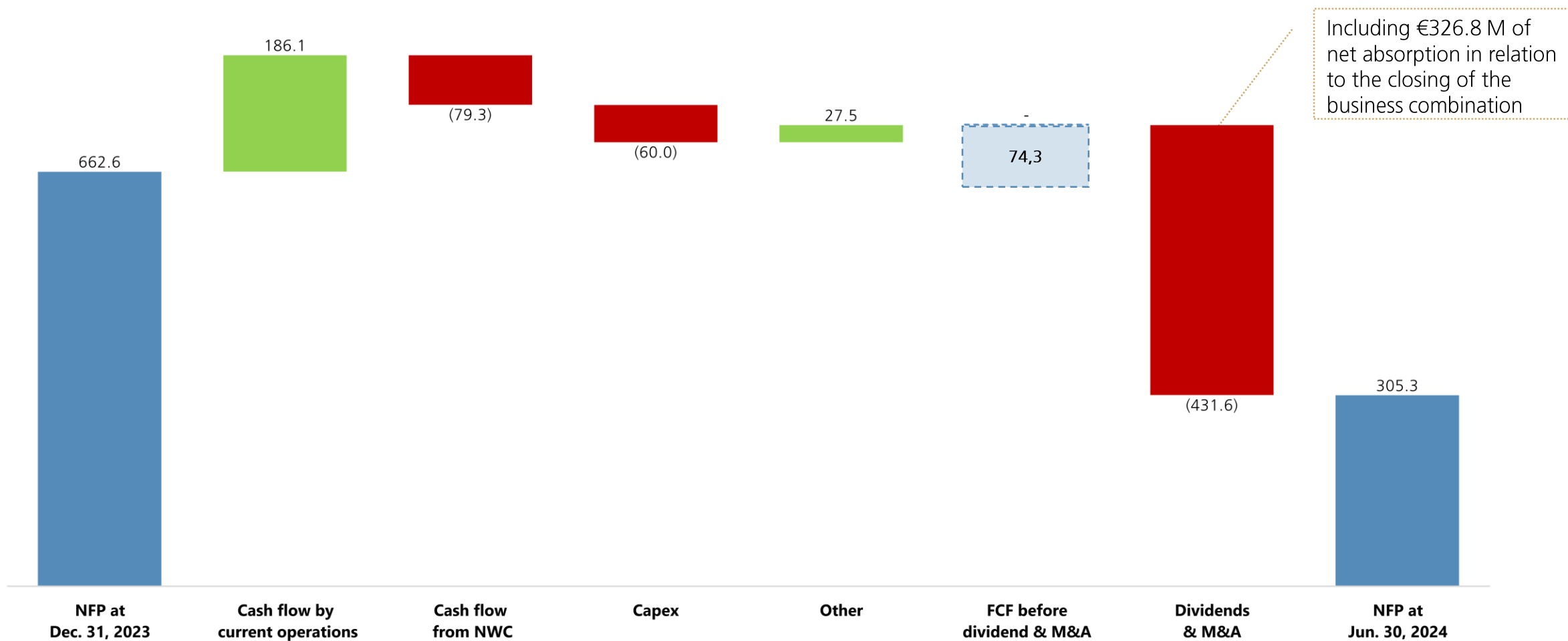
<i>EUR million</i>	30-Jun-24	30-Jun-23	<i>change 12 months</i>	Dec 31st, 23	<i>change 6 months</i>
Net working Capital	1.6	90.7	(89.1)	(82.8)	84.4
NWC / Revenues	0.0%	3.0%	-3.0%	-2.7%	2.7%
operating NWC	138.6	206.6	(68.0)	61.1	77.5
operating NWC / Revenues	4.3%	6.9%	-2.6%	2.0%	2.3%
Net Financial Position	305.3	311.7	(6.4)	662.6	(357.3)
Net Bank Position	408.7	403.8	4.9	761.7	(352.9)
Net Equity	2,008.1	1,639.2	368.9	1,811.1	196.9

- The Group closed the first half of 2024 with a positive **Net Financial Position** at € 305.3 million, in line with 2023 notwithstanding the cash absorption experienced in 1Q-24 for the acquisition of La Marzocco;
- **Free Cash Flow before dividends and M&A** was equal to € 74.3 million in the six months and € 425.2 million in the 12 months;
- In details, **operating working capital** (4.3% of 12-month rolling revenues) improving vs last year.



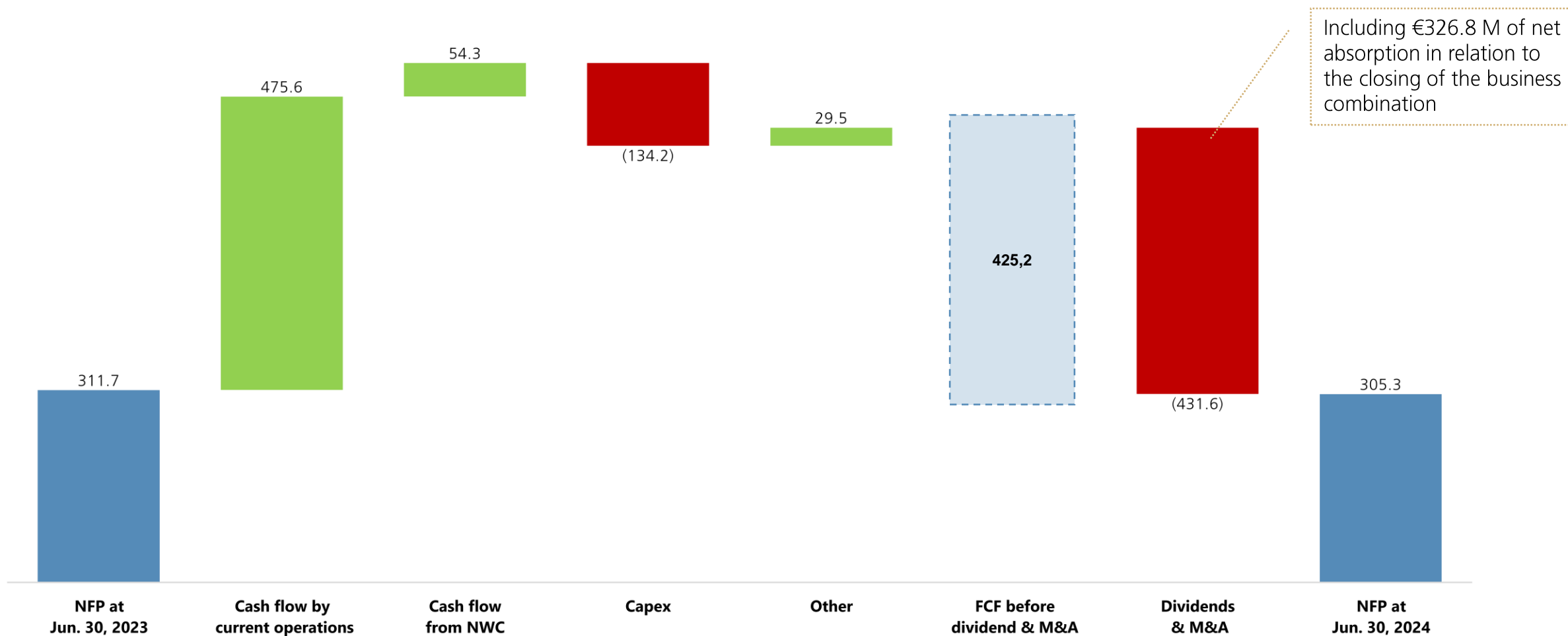
Q2 & H1 2024 RESULTS

NET CASH FLOW (6 MONTHS)



Q2 & H1 2024 RESULTS

NET CASH FLOW (12 MONTHS)



KEY TAKEAWAYS

1

The Group confirmed its positive momentum in H1-24, capitalising on structural coffee market growth and meeting new consumers' nutrition and food preparation needs.

2

Strong profitability improvement compared to H1-23 thanks to turnover's expansion, easing of industrial costs and rigorous cost control and inorganically, through the consolidation of La Marzocco.

3

The Group ended with a positive Net Financial Position of € 305.3 million after producing over the last 12 months € 425 million of Free Cash Flow before dividends and acquisition due to excellent working capital management and strong cash generation from current operations.

4

The general outlook for our core products and markets remains positive, notwithstanding the uncertainty characterizing the current macroeconomic scenario.

Q2 & H1 2024 RESULTS

FY 2024 GUIDANCE

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

"The Group achieved an expansion in turnover of more than 10% also in the second quarter, benefiting both from the consolidation of the professional coffee area and from the continuation of development in the core categories, despite the marked weakness of the comfort segment, net of which the household growth in the quarter was 6.9%.

In the home coffee machine segment, we were able to further increase our market share, taking advantage of a structurally expanding reference sector. Furthermore, the nutrition and food preparation area has consolidated the positive trend witnessed in recent quarters, also thanks to the recent launches of new products that are increasingly focused on a consumer approach to a healthy diet.

The evolution of turnover, an improvement in the product mix and careful cost management have allowed us to significantly improve the margin profile at constant perimeter, further increasing the Group's profitability with the consolidation of La Marzocco.

The current context of business evolution allows us to reaffirm the guidance for the year, albeit aware of the variability of the current macroeconomic and geopolitical scenario. We therefore confirm revenue growth in the 9%-11% range, including the expansion of the perimeter. In terms of margins, the quarterly results reinforce the expectation of reaching the upper end of the guidance which foresees an adjusted Ebitda in the range of €500-530 million for the new perimeter "



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



Contacts:

Investor Relations:

Samuele Chiodetto, Sara Mazzocato

T: +39 0422 4131

e-mail: investor.relations@delonghigroup.com

Media relations:

T: +39 0422 4131

e-mail: media.relations@delonghigroup.com

On the web:

www.delonghigroup.com

