



9M 2024 Financial Results

Cavriago, 7th November 2024



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Negative dynamics of Automotive sector penalize 9M results of Green Transportation, while order intake acceleration shows signs of recovery for Clean Tech Solutions

Green Transportation (Automotive)

- **9M 2024 revenues** accounted for **142,0 M€** (-8,4% vs. 9M 2023), highly penalized by the **difficulties** emerging in the **automotive market**. The revenues decrease has affected the main customer of the **OEM-PC** segment; however, also **OEM-MHD** volumes show a **decline** in the **third quarter** compared to last year
- **Volume decrease** has strongly affected **profitability**, causing a **negative EBITDA adjusted** over the **9M period**
- Management **efforts** to **reduce Net Working Capital absorption** have **partly mitigated impact** of negative profitability on cash absorption; **cash position** in the quarter has **improved**, thanks also to the **first phase of Capital Increase** (15 M€)

Clean Tech Solutions (Infrastructure)

- **Revenues** continue to be **below previous year level** (-15,7% vs. 9M 2023), due to **end 2023/ beginning 2024 slow order intake**; however, **order entry acceleration** in the **third quarter** demonstrates a **significant recovery** of the **traditional CNG business** and a progressive uptake of RNG/ hydrogen market
- **Low volumes and higher incidence** of **non-compressible costs** (e.g. engineering), affected the **product profitability**
- Tight management of **Net Working Capital mitigated** financial impact on **NFP**, decreased by 0,1 M€

Capital Increase

- **9M 2024 financial statements** reflect the **first phase** of the **Capital Increase** subscribed by the **Major Shareholders (15 M€)** within the framework of the **agreements signed 1st august 2024 among** company's majority **Shareholders, Invitalia¹ and Banks**, that will grant to the Company a **capital increase of 40-45 M€** and the **amendment of the loan agreements**

Green Transportation negative EBITDA adj. penalizes Group's results, while Clean Tech Solutions contributes with positive figures

M€; %	Green Transportation	Clean Tech Solutions	LRG		delta	delta %
	9M 2024	9M 2024	9M 2024	9M 2023		
Revenues	142,0	55,8	197,7	221,1	-23,4	-10,6%
Adj. EBITDA	-2,3	0,6	-1,7	4,6	-6,3	
% on rev.	-1,6%	1,0%	-0,9%	2,1%		
EBITDA	-5,5	-0,4	-5,9	-1,1	-4,8	
% on rev.	-3,9%	-0,7%	-3,0%	-0,5%		
EBIT	-15,2	-2,5	-17,7	-13,9	-3,8	
% on rev.	-10,7%	-4,4%	-8,9%	-6,3%		
EBT			-27,2	-23,0	-4,2	
% on rev.			-13,7%	-10,4%		
Net Result			-27,3	-28,6	1,3	

Highlights

- **9M revenue gap** compared to **2023** reflects a **volume drop** occurred in **both Green Transportation** (mainly in the third quarters) and **Clean Tech Solutions** (mainly in the first two quarters)
- Similarly, **negative profitability** of **Green Transportation** is mainly driven by the **slowdown** occurred in **Q3** in the **entire Automotive segment**, while **gradual recovery** of orders in **Clean Tech Solution** has turned **EBITDA adj. to positive figures**

Automotive industry critical situation impacts OEM segments (PC and MHD), leading to negative profitability and Net Financial Position deterioration

M€; %

Green
Transportation
(Automotive)

	9M 2024	9M 2023	delta	delta %
Revenues	142,0	155,0	-13,0	-8,4%
Adj. EBITDA	-2,3	1,3	-3,6	
% on rev.	-1,6%	0,9%		
EBIT	-15,2	-13,8	-1,4	
% on rev.	-10,7%	-8,9%		
	9M 2024	FY 2023		
NWC	46,7	38,1		
NFP ⁽¹⁾	97,4	82,0		

Highlights

- **Slowdown of volumes** in the **higher-margin segment OEM-MHD** in **Q3**, together with a **decrease in revenue** from the main **OEM-PC client** cause a **turnover reduction** compared to the previous year (-13.0 M€, -8.4%)
- **Higher fixed cost** vs. 2023 and a less favorable mix led to a **negative Adjusted EBITDA** (-2,3 M€)
- **NFP increases by 15.4 M€ vs. FY 2023** due to **negative profitability** and **NWC absorption** in the first months of the year (reduction of debt with suppliers, slightly compensated by Inventory and Credit reduction), **despite the first phase of Capital Increase** (15 M€) occurred in the third quarter

Value of Production improvement in Q3 turns 9M EBITDA adj to positive; stable Net Financial Position due to Net Working Capital reduction

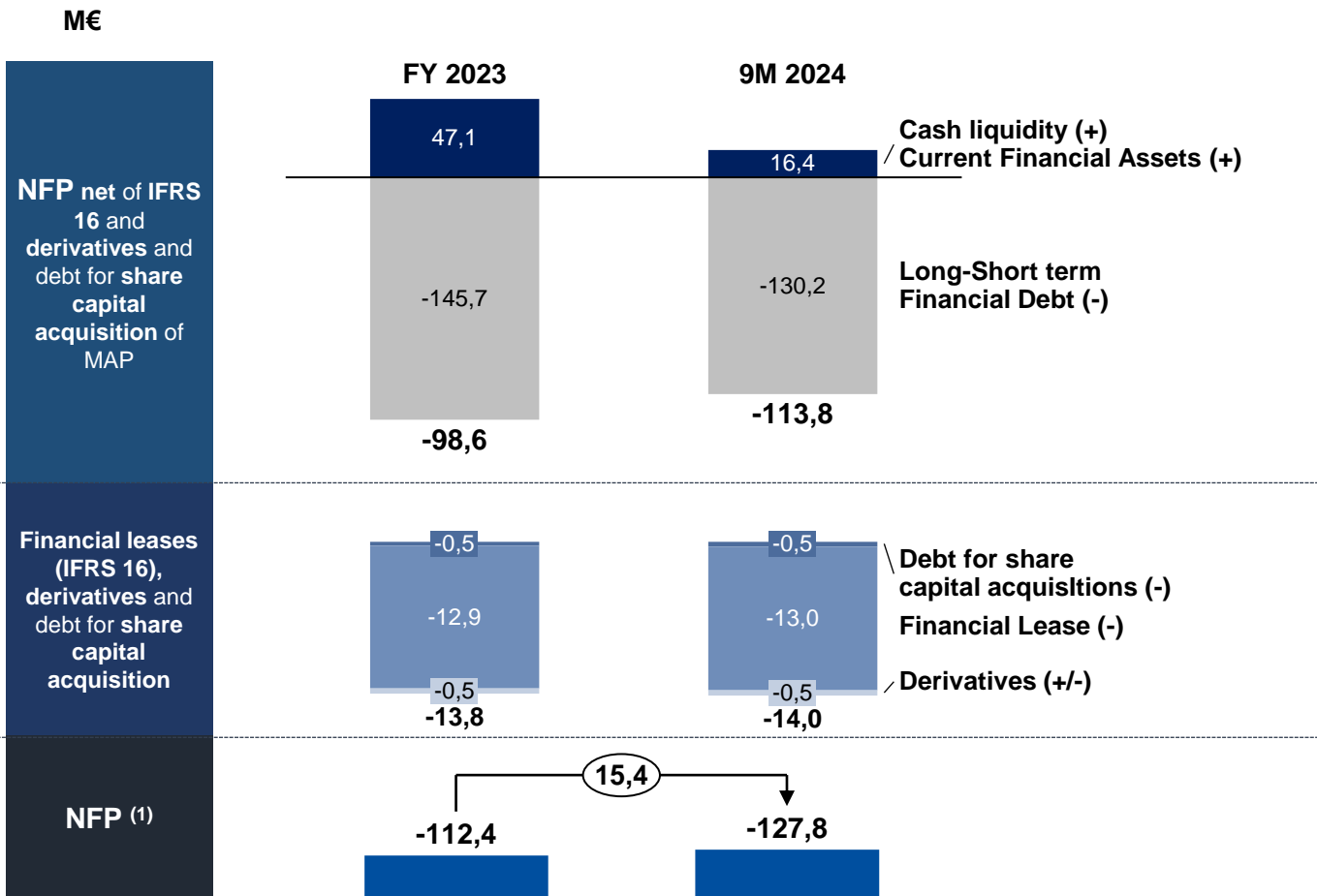
M€; %

Clean Tech Solutions		9M 2024	9M 2023	delta	delta %
	Revenues	55,8	66,1	-10,4	-15,7%
	Adj. EBITDA	0,6	3,2	-2,7	
	% on rev.	1,0%	4,9%		
	EBIT	-2,5	-0,0	-2,4	
	% on rev.	-4,4%	-0,1%		
		9M 2024	FY 2023		
	NWC	10,0	14,6		
	NFP ⁽¹⁾	16,4	16,6		

Highlights

- **9M results still impacted** by slow H1 order entry, only partially mitigated by **Q3 Production value increase**
- **Lower volumes vs 2023 and higher incidence of non-compressible costs** (e.g. engineering), affected **product profitability**
- **Net working capital tight control, inventory reduction and credit collection fully mitigated negative economic performances on cash**

Net Financial Position increase driven by Green Transportation negative profitability and Working Capital absorption



Highlights

- **NFP** (including reduction due to variation of financial leases) **increased by 15,4 M€ vs FY 2023 including the first phase of the Capital Increase (15 M€)**
- **Variation of NFP** (net of Capital Increase) is **30,4 M€** mainly driven by the **NWC increase, negative EBITDA and Green Transportation Financial Costs**
- **Long and Short-term debt** reflects the **loan agreement amendment signed in august** with banks and shows an overall **reduction vs FY 2023** due to **short-terms variations**
- **Second phase of Capital Increase (25-30 M€)** not reflected in 9M 2024

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Landi Renzo - Company profile

BOARD OF DIRECTORS

Stefano Landi – Chairman
Sergio Iasi – Deputy Chairman
Annalisa Stupenengo – CEO
Silvia Landi – Director
Massimo Lucchini – Director
Andrea Landi – Director
Pamela Morassi – Independent Director
Sara Fornasiero – Independent Director
Anna Maria Artoni – Independent Director

TOP MANAGERS



INVESTOR RELATIONS

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SHARE INFORMATION

Euronext STAR Milan segment of Borsa Italiana

N. of shares outstanding: 225.000.000

Price as of 06/11/2024: €0,16

CONSOLIDATED P&L

(Thousands of Euro)

CONSOLIDATED INCOME STATEMENT	30/09/2024	30/09/2023 (Restated)
Revenues from sales and services	197,731	221,138
Other revenues and income	981	1,296
Cost of raw materials, consumables and goods and change in inventories	-121,116	-138,294
Costs for services and use of third-party assets	-42,423	-41,579
Personnel costs	-38,312	-37,373
Allocations, write downs and other operating expenses	-2,779	-6,310
Gross Operating Profit	-5,918	-1,122
Amortization, depreciation and impairment	-11,777	-12,771
Net Operating Profit	-17,695	-13,893
Financial income	754	891
Financial expenses	-8,997	-8,341
Exchange gains (losses)	-785	-277
Income (expenses) from hyperinflation	-963	-1,337
Income (expenses) from equity investments	-504	-173
Income (expenses) from joint venture measured using the equity method	1,040	134
Profit (Loss) before tax	-27,150	-22,996
Taxes	-179	-5,615
Net profit (loss) for the Group and minority interests, including:	-27,329	-28,611
Net profit (loss) attributable to non controlling interests	-1,668	-883
Net profit (loss) attributable to the Group	-25,661	-27,728
Basic earnings (loss) per share	-0.1140	-0.1232
Diluted earnings (loss) per share	-0.1140	-0.1232

CONSOLIDATED BALANCE SHEET (1/2)

(Thousands of Euro)		
ASSETS	30/09/2024	31/12/2023
Non-current assets		
Land, property, plant, machinery and other equipment	13,184	13,232
Development expenditure	9,567	9,987
Goodwill	80,132	80,132
Other intangible assets with finite useful lives	13,474	15,034
Right-of-use assets	11,901	11,945
Equity investments measured using the equity method	3,466	2,498
Other non-current financial assets	475	902
Deferred tax assets	8,866	8,745
Non-current assets for derivative financial instruments	17	39
Total non-current assets	141,082	142,514
Current assets		
Trade receivables	68,855	72,821
Inventories	71,131	76,260
Contract work in progress	12,025	17,377
Other receivables and current assets	21,985	17,355
Current financial assets	1,011	20,647
Cash and cash equivalents	15,400	26,495
Total current assets	190,407	230,955
TOTAL ASSETS	331,489	373,469

CONSOLIDATED BALANCE SHEET (2/2)

(Thousands of Euro)

SHAREHOLDERS' EQUITY AND LIABILITIES	30/09/2024	31/12/2023
Shareholders' Equity		
Share capital	22,500	22,500
Other reserves	57,738	77,596
Profit (loss) for the period	-25,661	-35,169
Total Shareholders' Equity of the Group	54,577	64,927
Minority interests	3,267	5,277
TOTAL SHAREHOLDERS' EQUITY	57,844	70,204
Non-current liabilities		
Non-current bank loans	74,241	67,785
Other non-current financial liabilities	14,536	18,503
Non-current liabilities for right-of-use	9,445	10,090
Provisions for risks and charges	5,778	6,244
Defined benefit plans for employees	3,387	3,257
Deferred tax liabilities	2,933	3,048
Non-current liabilities for derivative financial instruments	503	515
Total non-current liabilities	110,823	109,442
Current liabilities		
Bank financing and short-term loans	28,097	51,987
Other current financial liabilities	13,368	7,459
Current liabilities for right-of-use	3,532	2,792
Trade payables	75,373	100,115
Tax liabilities	2,626	2,440
Other current liabilities	39,826	29,030
Total current liabilities	162,822	193,823
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	331,489	373,469