



## Q1-2022 Financial Results

Cavriago, 16<sup>th</sup> May 2022



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# In a challenging economic scenario Landi Renzo has focused on the opportunities and on operation effectiveness

## Green Transportation (Automotive)

- Current oil cost supports **After Market global demand increase**
- **OEM** still affected by shortages, on all segments, but **LPG sales remain consistent**
- **M&HD market stable**, with China suffering from LNG high cost
- **Increasing opportunities on Hydrogen**, with different negotiation ongoing worldwide
- The **CNG market in India** is maintaining a steady growth

## Clean Tech Solutions (Infrastructure)

- Current portfolio, book order and advanced negotiations projecting a **further increase of revenues in the year**, with increasing demand for RNG solutions from all over the world
- **Idro Meccanica book order on hydrogen** is also **growing** with increasing demand
- The Group is **investing in new compressor solutions** that support the energy transition (oil free technology, up to 1MW power and CO<sub>2</sub> compression)

## Operation improvement

- Strong focus in **managing supply chain** shortage and material cost increase
- Different project ongoing for the **integration of new acquired businesses** (Metatron and Idro Meccanica), to better exploit synergies
- **Continuous focus on fixed cost control**

# Q1 results growing by 33,7M€, thanks to the expanded perimeter, with improvement also in terms of Adj. Ebitda

M€; %	Green Transportation	Clean Tech Solutions	LRG			
	Q1 2022	Q1 2022	Q1 2022	Q1 2021	delta	delta %
<b>Revenues</b>	<b>46,3</b>	<b>20,6</b>	<b>66,9</b>	33,3	+33,7	+101,2%
<b>Adj. EBITDA</b>	<b>1,3</b>	<b>1,3</b>	<b>2,7</b>	0,5	+2,2	n.a.
<i>% on rev.</i>	<i>2,9%</i>	<i>6,5%</i>	<i>4,0%</i>	<i>1,5%</i>		
<b>EBITDA</b>	<b>0,5</b>	<b>1,3</b>	<b>1,8</b>	0,4	+1,5	n.a.
<i>% on rev.</i>	<i>1,2%</i>	<i>6,2%</i>	<i>2,7%</i>	<i>1,1%</i>		
<b>EBIT</b>	<b>-3,1</b>	<b>0,6</b>	<b>-2,5</b>	-3,0	+0,5	n.a.
<i>% on rev.</i>	<i>-6,6%</i>	<i>2,9%</i>	<i>-3,7%</i>	<i>-9,0%</i>		
<b>EBT</b>			<b>-3,1</b>	-4,1	+1,0	n.a.
<i>% on rev.</i>			<i>-4,6%</i>	<i>-12,4%</i>		
<b>Net Result</b>			<b>-3,1</b>	-4,1	+1,0	n.a.

## Highlights

- **Revenues** growth thanks to the new perimeter, as well as to the increase in both automotive and infrastructure business segments
- **Adj. EBITDA** benefits from the contribution of SAFE&CEC, with also green transportation doing better compared to Q1 2021. Supply chain shortage and energy cost increase impact on both businesses, eroding full potential revenues and profitability

# The Automotive business highlights a recovery in both the OEM and AM channel

## Green Transportation (Automotive)

M€ ; %	Q1 2022	Q1 2021 <sup>(1)</sup>	delta	delta %
<b>Revenues</b>	<b>46,3</b>	33,3	+13,0	+39,2%
<b>Adj. EBITDA</b>	<b>1,3</b>	0,5	+0,8	+161,2%
<b>% on rev.</b>	<b>2,9%</b>	1,5%		
<b>EBIT</b>	<b>-3,1</b>	<b>-3,0</b>	-0,1	n.a.
<b>% on rev.</b>	<b>-6,6%</b>	-9,0%		
<b>NWC</b>	<b>45,0</b>	<b>35,3</b>	+9,7	
<b>NFP <sup>(2)</sup></b>	<b>111,7</b>	<b>91,1 <sup>(*)</sup></b>	+20,6	

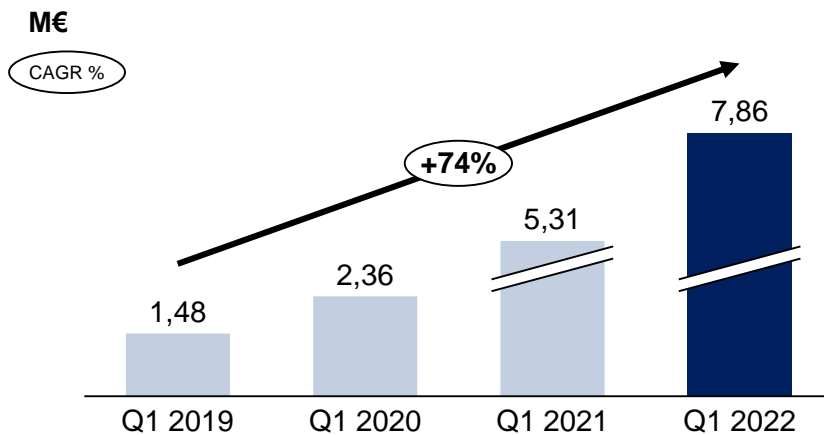
<sup>(\*)</sup> at 31.12.2021

## Highlights

- **Revenue increased by 39,2% YoY, driven by** the good performance of all channels: AM, especially in LatAm and Asia, OEM, due to the growth of LPG sales in Europe and by the addition of Metatron revenues (2,9M€)
- **Adj. EBITDA** improves thanks to the higher volumes and to a limited increase in Fixed Costs
- **NWC** increase is mainly due to the new consolidation perimeter, improving in terms of % on revenues 12M rolling (25,5% in Q1 2021 vs 23,3% in Q1 2022)

# The Indian JV KLR, not consolidated, keeps growing with the Indian CNG market, which expected to maintain its positive trend also in the coming years

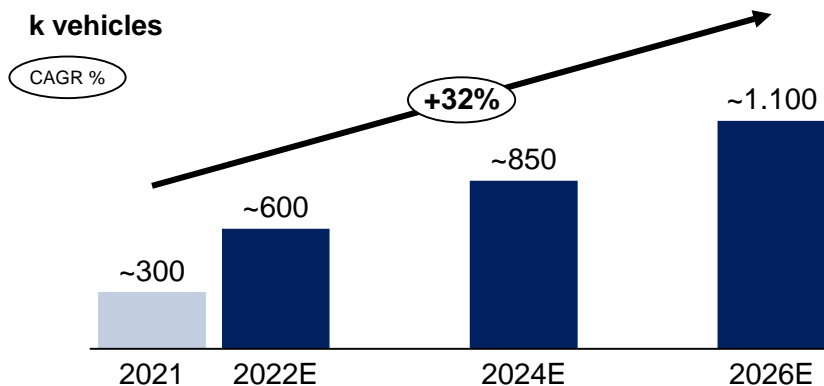
KLR revenues



## Highlights

- The CNG market keeps growing at a steady pace, with some **OEM** producers forced to delay shipping of new CNG vehicles due to the shortage of electronic components
- **KLR revenues** driven by the increasing request of the leading OEM customers, which are expanding the CNG carline offering

Growth potential of the Indian CNG market



# SAFE&CEC confirms its growth, while improving profitability. As of now backlog and incoming orders

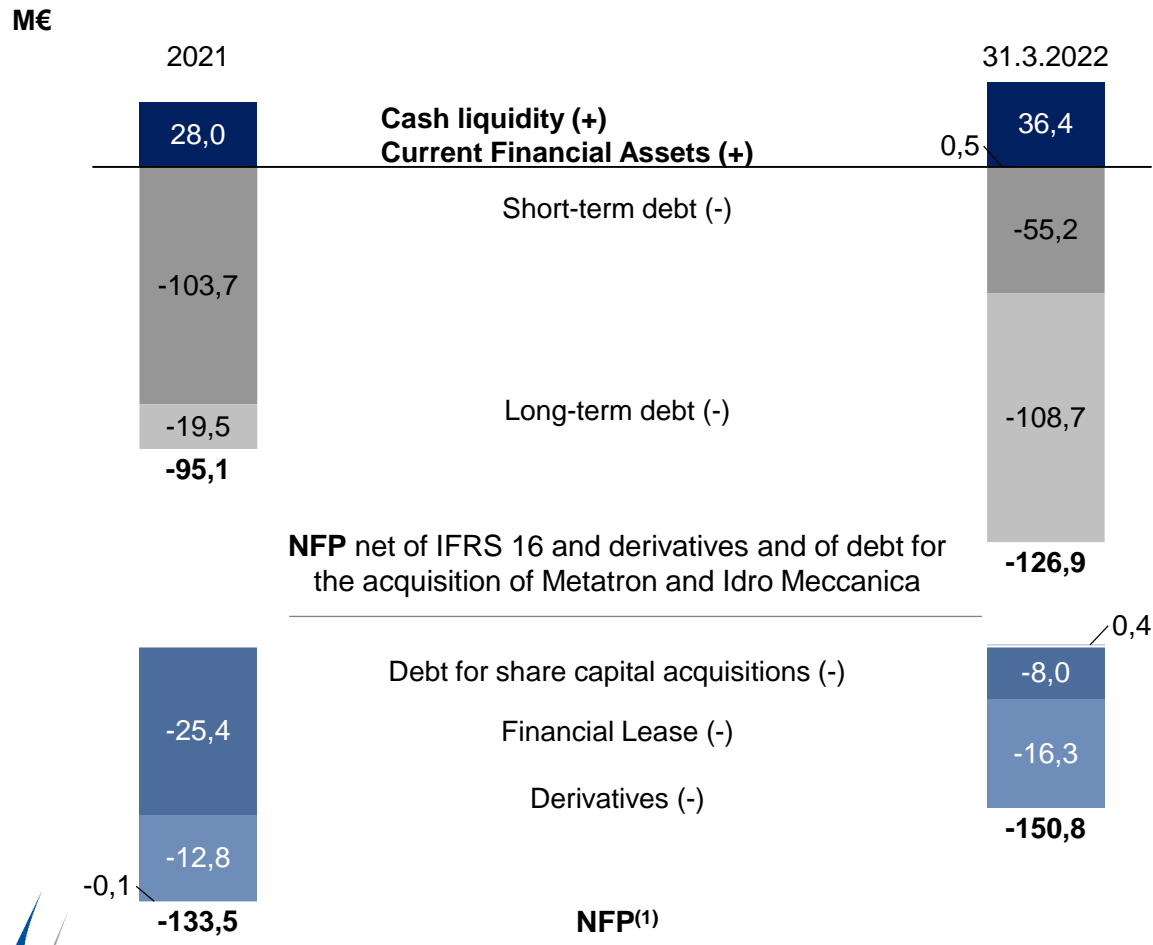
Clean Tech Solutions	M€ ; %	Q1 2022	Q1 2021 <sup>(1)</sup>	delta	delta %
	Revenues		20,6	17,6	+3,0
Adj. EBITDA		1,3	0,4	+0,9	+159%
% on rev.		6,5%	2,5%		
EBIT		0,6	-0,2	+0,8	n.a.
% on rev.		2,9%	-1,2%		
NWC		15,7	14,4	+1,3	
NFP <sup>(2)</sup>		15,3	4,0 <sup>(*)</sup>	11,3	

<sup>(\*)</sup> at 31.12.2021

## Highlights

- **Revenue increased 17,5% YoY, driven by** the RNG projects in North America, UK and France, with growing opportunities in H<sub>2</sub>. Delay in revenues to Q2 because of the shortage of components
- **Adj. EBITDA improvement**, but still below the 10% target, due to the delay in job completion
- **NWC** increase mainly due to the need of stocking larger quantities of low-availability components and by the increased volumes
- **NFP** impacted by the acquisition of Idro Meccanica and by the NWC increase

# Landi Renzo Group's net debt has grown mainly due to a new loan of 19,5M€ and by the acquisition of Idro Meccanica



## Highlights

- NFP entails the debt for the acquisition of Idro Meccanica and Metatron
- The debt for Metatron share capital has been partially converted into a 18,1M€ loan by Girefin, which is classified under long-term debts
- Short-term debts of 2021 have been reclassified under long-term debts after upon request to the financing banks through consent letter
- Growth of the NFP is mainly to be ascribed to the 19,5M€ loan by Invitalia



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**Headquarter**

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[www.landirenzo.com](http://www.landirenzo.com)

# Landi Renzo - Company profile

## BOARD OF DIRECTORS

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

## TOP MANAGERS

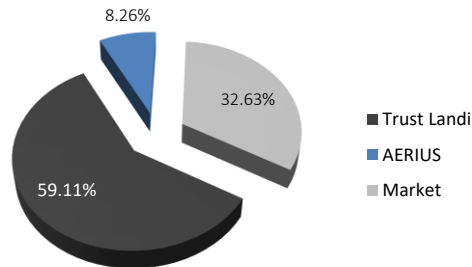


## INVESTOR RELATIONS

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## SHAREHOLDING



## SHARE INFORMATION

Euronext STAR Milan segment of Borsa Italiana

N. of shares outstanding: 112.500.000

Price as of 13/05/2022: €0,83

# CONSOLIDATED P&L

(thousands of Euro)

CONSOLIDATED INCOME STATEMENT	31/03/2022	31/03/2021
<b>Revenues from sales and services</b>	<b>66,918</b>	<b>33,259</b>
Other revenues and income	180	134
Cost of raw materials, consumables and goods and change in inventories	-39,606	-19,311
Costs for services and use of third-party assets	-13,280	-7,614
Personnel costs	-11,133	-5,603
Allocations, write downs and other operating expenses	-1,250	-508
<b>Gross operating profit</b>	<b>1,829</b>	<b>357</b>
Amortization, depreciation and impairment	-4,281	-3,336
<b>Net operating profit</b>	<b>-2,452</b>	<b>-2,979</b>
Financial income	23	54
Financial expenses	-1,218	-821
Exchange gains (losses)	620	-511
Income (expenses) from equity investments	-107	0
Income (expenses) from joint venture measured using the equity method	29	182
<b>Profit (loss) before tax</b>	<b>-3,105</b>	<b>-4,075</b>
Taxes	-30	-55
<b>Net profit (loss) for the Group and minority interests, including:</b>	<b>-3,135</b>	<b>-4,130</b>
Minority interests	14	30
Net profit (loss) for the Group	-3,149	-4,160
<b>Basic earnings (loss) per share (calculated on 112,500,000 shares)</b>	<b>-0.0280</b>	<b>-0.0370</b>
<b>Diluted earnings (loss) per share</b>	<b>-0.0280</b>	<b>-0.0370</b>

# CONSOLIDATED BALANCE SHEET

(thousands of Euro)

ASSETS	31/03/2022	31/12/2021
<b>Non-current assets</b>		
Land, property, plant, machinery and other equipment	14,743	14,977
Development costs	11,521	12,222
Goodwill	75,341	75,341
Other intangible assets with finite useful lives	16,272	16,711
Right-of-use assets	15,471	11,991
Equity investments measured using the equity method	2,057	2,028
Equity investments in controlled companies	6,400	0
Other non-current financial assets	812	882
Other non-current assets	2,556	2,556
Deferred tax assets	13,866	13,484
Assets for derivative financial instruments	413	0
<b>Total non-current assets</b>	<b>159,452</b>	<b>150,192</b>
<b>Current assets</b>		
Trade receivables	66,332	66,048
Inventories	75,731	68,896
Contract work in progress	19,811	15,653
Other receivables and current assets	15,037	14,443
Other current financial assets	520	0
Cash and cash equivalents	36,379	28,039
<b>Total current assets</b>	<b>213,810</b>	<b>193,079</b>
<b>TOTAL ASSETS</b>	<b>373,262</b>	<b>343,271</b>

# CONSOLIDATED BALANCE SHEET

(thousands of Euro)

SHAREHOLDERS' EQUITY AND LIABILITIES	31/03/2022	31/12/2021
<b>Shareholders' Equity</b>		
Share capital	11,250	11,250
Other reserves	44,446	44,615
Profit (loss) for the period	-3,149	-977
<b>Total Shareholders' equity of the Group</b>	<b>52,547</b>	<b>54,888</b>
Minority interests	6,040	5,738
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>58,587</b>	<b>60,626</b>
<b>Non-current liabilities</b>		
Non-current bank loans	61,820	10,174
Other non-current financial liabilities	46,870	9,320
Non-current liabilities for right-of-use	13,111	10,197
Provisions for risks and charges	4,784	4,535
Defined benefit plans for employees	3,850	3,977
Deferred tax liabilities	1,655	1,452
Liabilities for derivative financial instruments	1	99
<b>Total non-current liabilities</b>	<b>132,091</b>	<b>39,754</b>
<b>Current liabilities</b>		
Bank financing and short-term loans	54,881	103,408
Other current financial liabilities	274	274
Current liabilities for right-of-use	3,141	2,624
Trade payables	84,535	82,886
Tax liabilities	3,898	3,758
Other current liabilities	35,855	49,941
<b>Total current liabilities</b>	<b>182,584</b>	<b>242,891</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>373,262</b>	<b>343,271</b>