

THE ITALIAN SEA GROUP

Q3 2024 RESULTS PRESENTATION

12 NOVEMBER 2024

BRANDS

PICCHIOTTI
SINCE 1575

ADMIRAL

PERINI NAVI

TECNOMAR

CELI
1920

NCA REFIT





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- 2 FOCUS ON PERINI NAVI**
- 3 BUSINESS REVIEW**
- 4 FINANCIAL REVIEW**



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EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Q3 2024 RESULTS

Revenues amounting to **Eu 292 Mn**, + 11.4% vs Q3 2023

EBITDA amounting to **Eu 50.1 Mn**, + 16.0% vs Q3 2023, with a **Margin on Revenues** of 17.2%

Order Book amounting to **Eu 1.275 bn** at September 30, 2024

Investments for the period amounting to **Eu 7.2 Mn**

Net Financial Debt equal to **Eu 19.0 Mn**

Filippo Menchelli co-opted as member and **Chairman** of the **Board of Directors**

STRATEGIC OUTLOOK 2024 - 2025

2024 Guidance Confirmed: Revenues between **Eu 400 – 420 Mn** and **EBITDA Margin** between 17.0 – 17.5%

2025 Strategic Outlook Confirmed: Revenues between **Eu 430 – 450 Mn** and **EBITDA Margin** between 18.0 – 18.5%

STOCK PERFORMANCE VS INDEX AND PEERS

From 1 January 2023 to 11 November 2024: impressive share price performance, well above the reference FTSE ITALIA STAR Index and other leading industry players

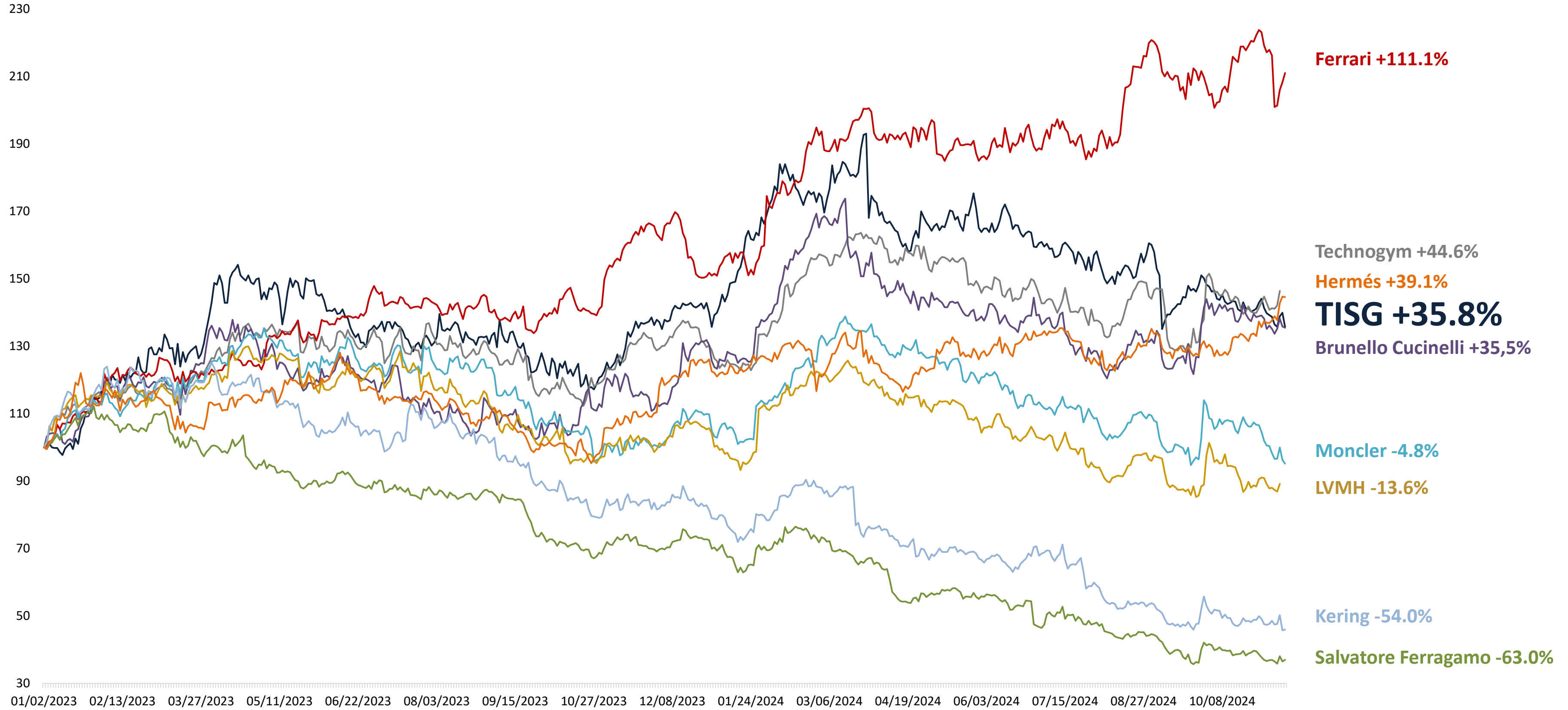


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STOCK PERFORMANCE VS LUXURY INDUSTRY PEERS

From 1 January 2023 to 11 November 2024: TISG shares outperformed leading luxury brands



mys

MONACO YACHT SHOW



mys

MONACO YACHT SHOW

Admiral - 78m. Unique in the elegance and sinuosity of her design



mys

MONACO YACHT SHOW

Admiral - 67m. Classic yet original and strongly design-oriented line



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mys

MONACO YACHT SHOW

Admiral - 55m with interiors by Giorgio Armani



mys

MONACO YACHT SHOW

Two iconic models of the
Tecnomar for Lamborghini 63 project





2

FOCUS ON PERINI NAVI

WHAT TISG ACQUIRED

On 22 December 2021 for **EUR 80 million** TISG acquired at bankruptcy auction the assets of Perini Navi S.p.a, including the project archives.

WITHOUT ANY RESPONSIBILITY for the activities carried out by the previous management.





Enterprising and a source of innovation
for entire generations,
for over **35 years Perini Navi has been**
a **world leader** in the design and construction
of large sailing yachts.

THE ITALIAN SEA GROUP



PERINI FLEET

R&D | CENTROSTILE

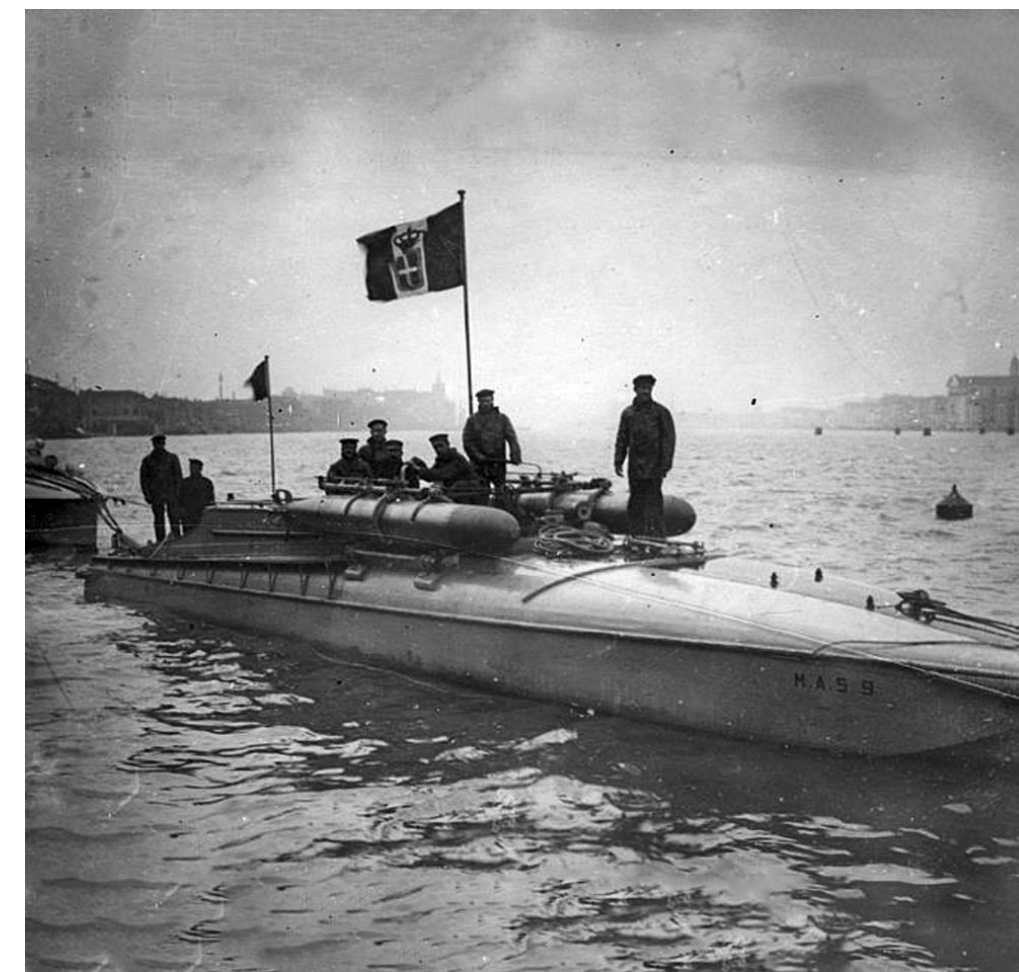




PICCHIOTTI
SINCE 1575

Since the XVII Century
the name of Picchiotti is intimately connected
to the **Italian Seafaring Tradition.**

A maritime heritage that, ranging from work boats as
well as ocean sailing ships or military vessels, has led
to the birth
of the modern/classic yachting era.



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UNDER CONSTRUCTION

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MY GENTLEMAN 24M
R&D | CENTROSTILE

PICCHIOTTI
SINCE 1575

VIAREGGIO (Italy)

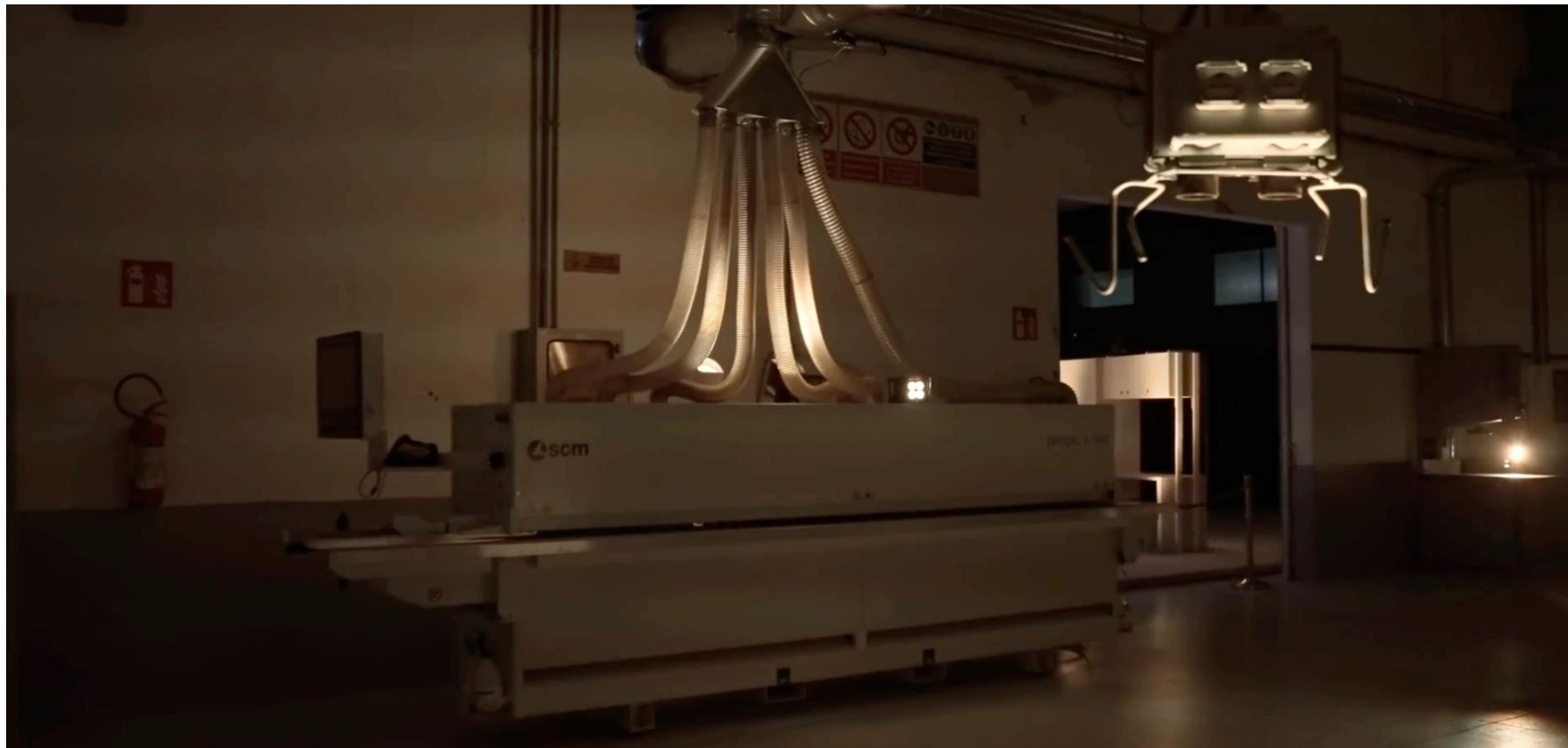
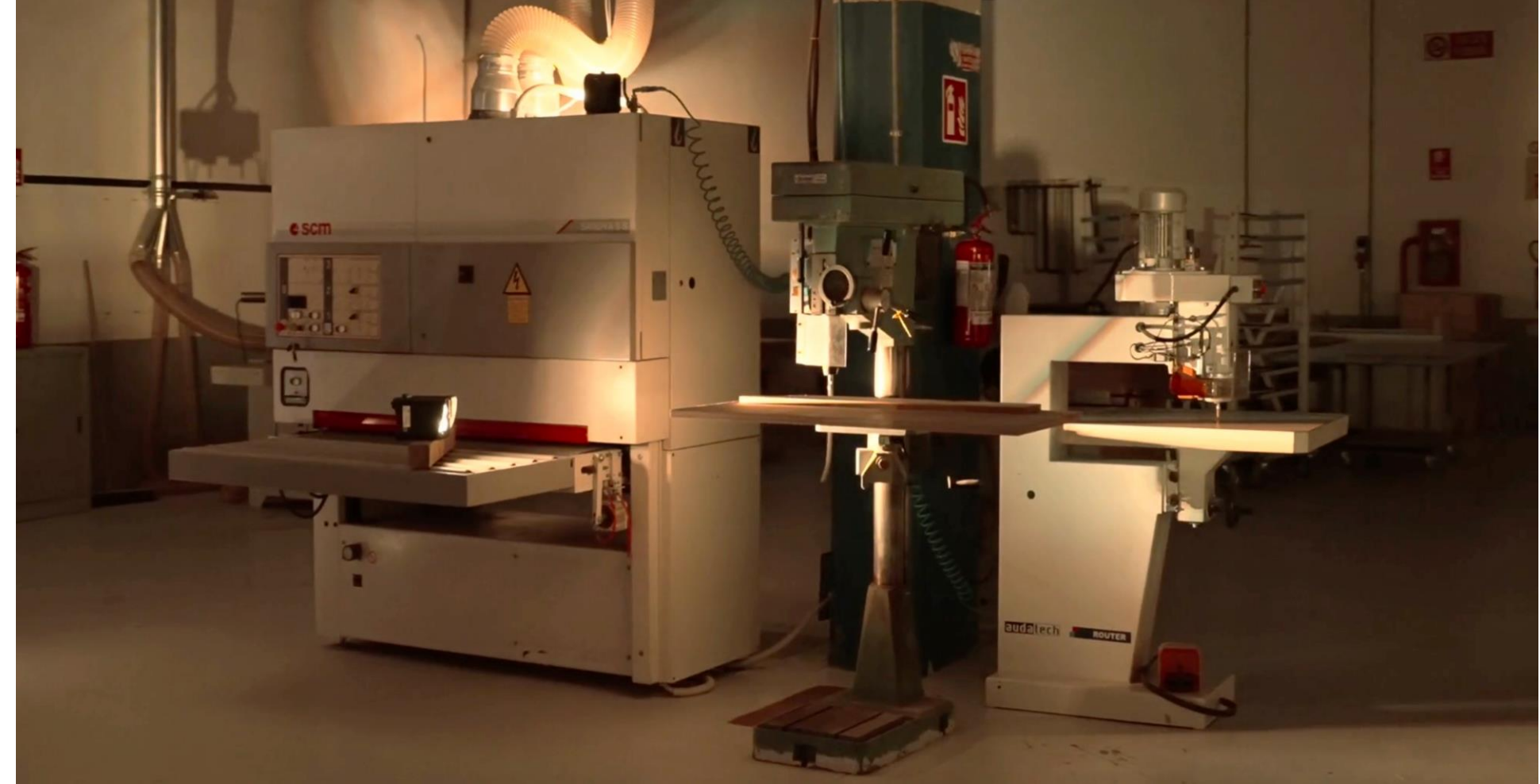
INVESTMENTS FOR 250.000 EURO
FLAGSHIP STORE
WOODWORKING HUB



COMMERCIAL FLAGSHIP IN VIAREGGIO



WOODWORKING HUB IN VIAREGGIO

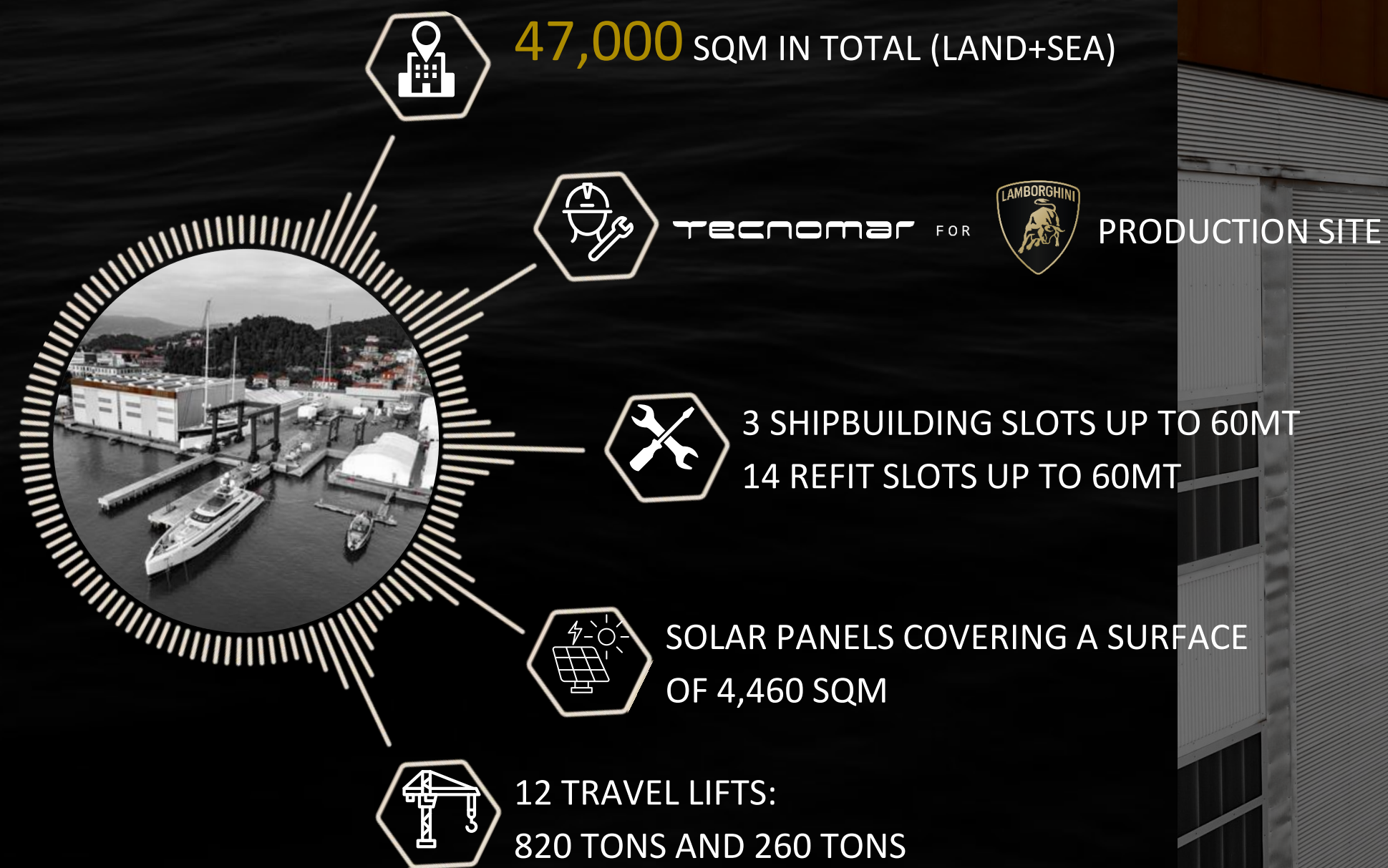


LA SPEZIA (Italy)

INVESTMENTS FOR **2.4 MILLION** EURO

NCA REFIT

BUSINESS UNIT TECNOMAR FOR LAMBORGHINI 63



NCA REFIT

Thanks to the purchase of the facilities in Spezia, The Italian Sea Group has been able to strengthen the activities of NCA Refit which, since 1942, boasts an absolute specialization in the refitting and repair of superyachts, mega-yachts and sailing boats, combined with a wide range of exclusive services reserved to crew members.



LAST DELIVERY

January 2024



THE INTERNATIONAL
YACHT &
AVIATION
AWARDS
2024
WINNER
design^{etal}

SY CAT - ART EXPLORER

LENGTH : **46.5 m**

BEAM OVERALL : 17.3 m

TOP SPEED : 13 knots

GUEST : 12/14

GT : 499

UNDER CONSTRUCTION

Delivery 1H 2025 – Presentation at MYS 2025



REMI
TESSIER
DESIGN

SY – KATANA

LENGHT : **60 m** - BEAM OVERALL : 11 m - TOP SPEED : 14 knots - GUEST : 10/12 - GT : 499

UNDER CONSTRUCTION

Delivery 1Q 2026 – Presentation at MYS 2026

malcolmmckeon | WINCH DESIGN
y a c h t d e s i g n



SY – PERFECTION

LENGHT : **56 m** - BEAM OVERALL : 11 m - TOP SPEED : 14 knots - GUEST : 8 - GT : 499



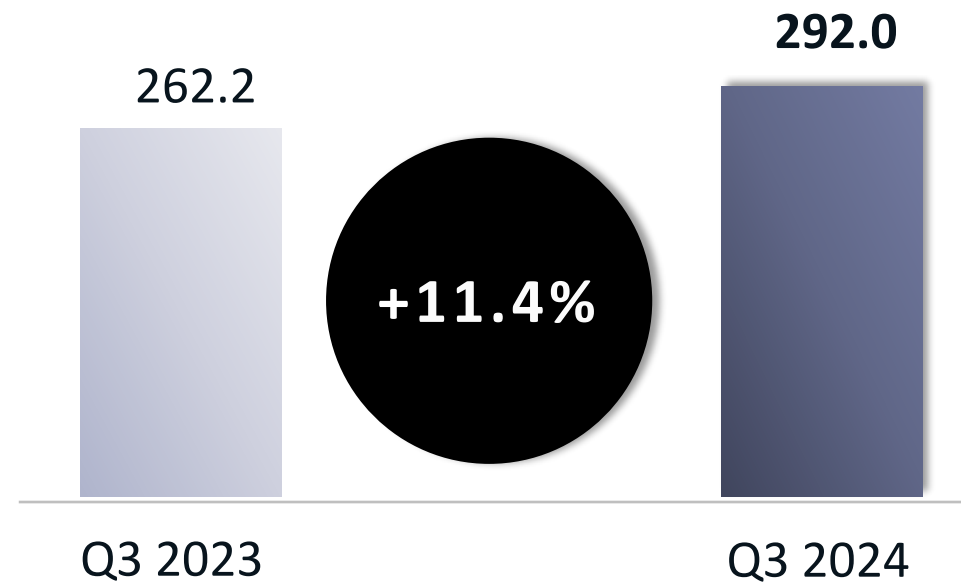
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BUSINESS REVIEW

SUMMARY OF KEY Q3 2024 RESULTS

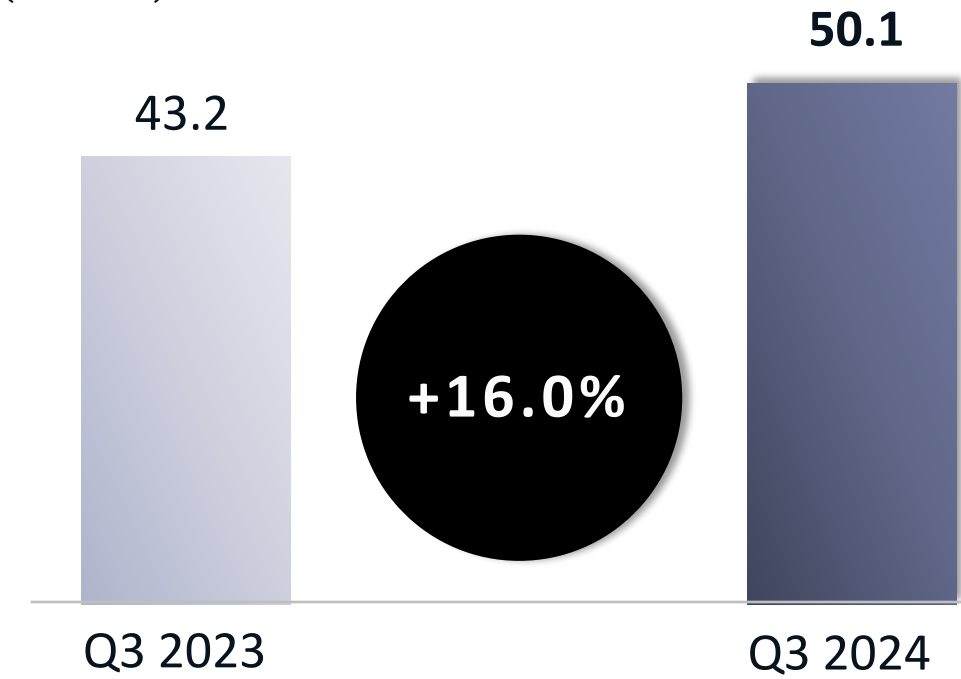
REVENUES

(Eu mn)



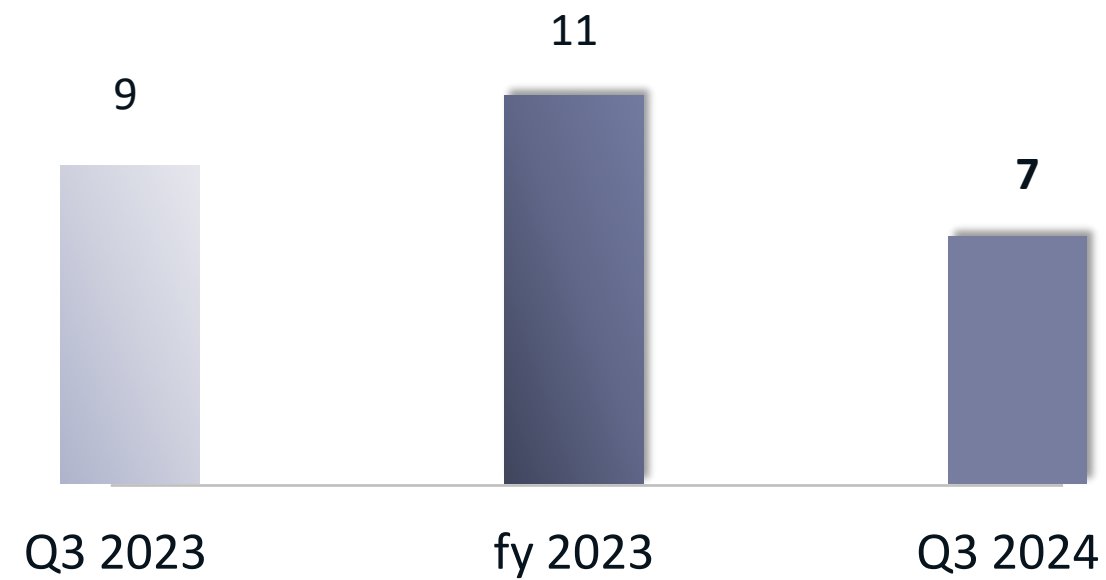
EBITDA

(Eu mn)



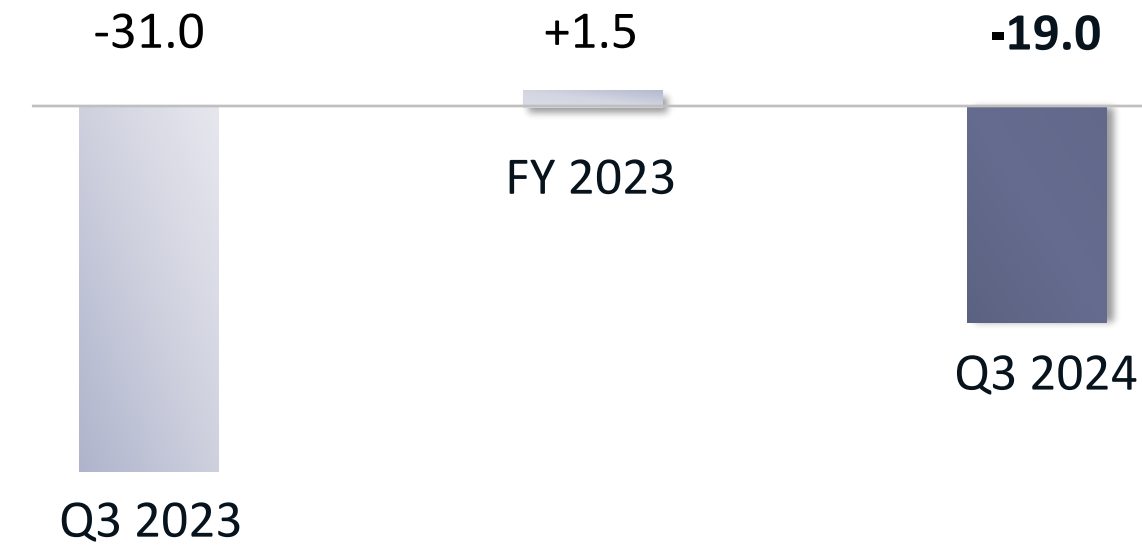
CAPEX

(Eu mn)



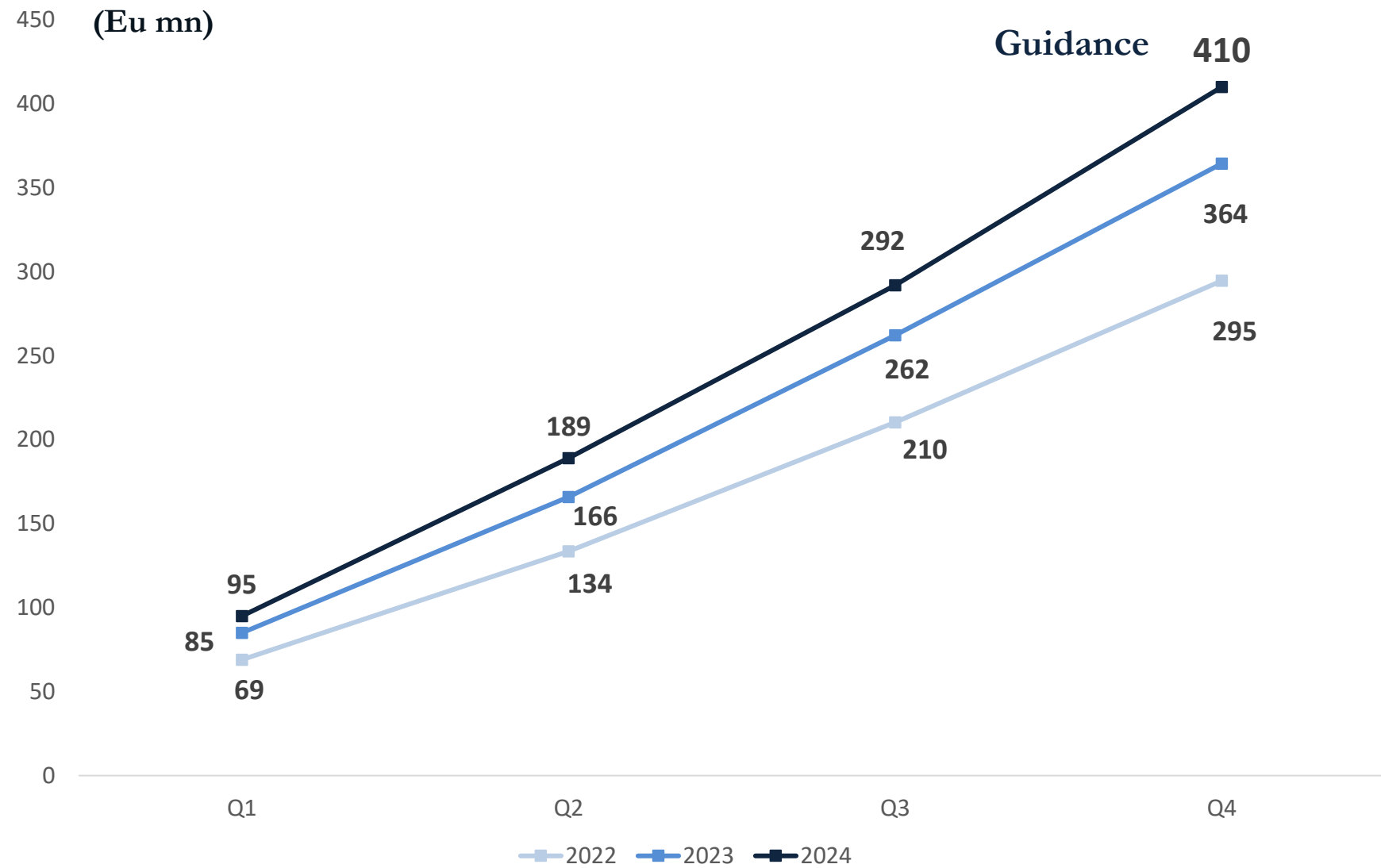
NET FINANCIAL POSITION

(Eu mn)

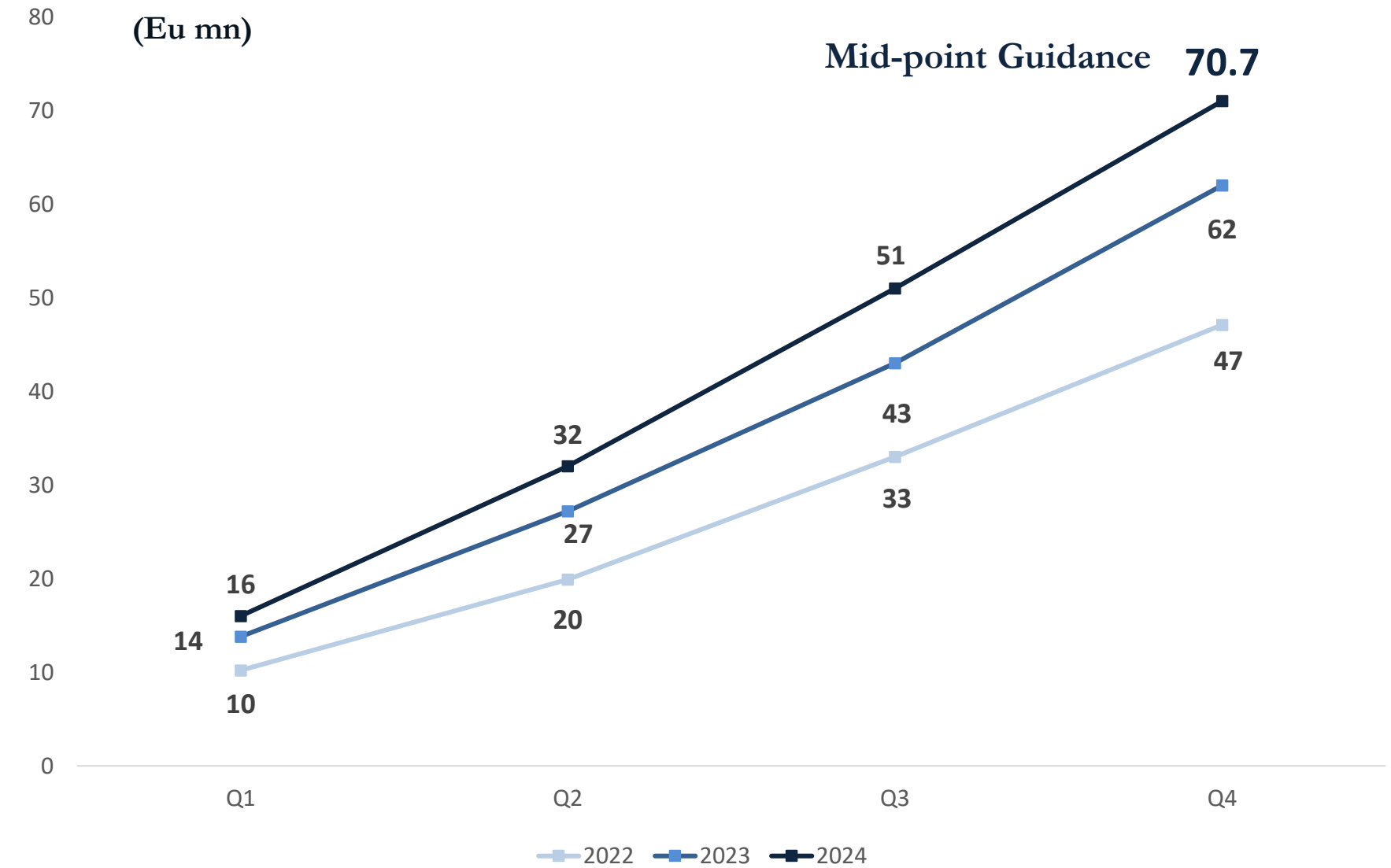


CONSISTENT GROWTH IN QUARTERLY REVENUES AND EBITDA 2022-2024

REVENUE PERFORMANCE 2022 – 2024



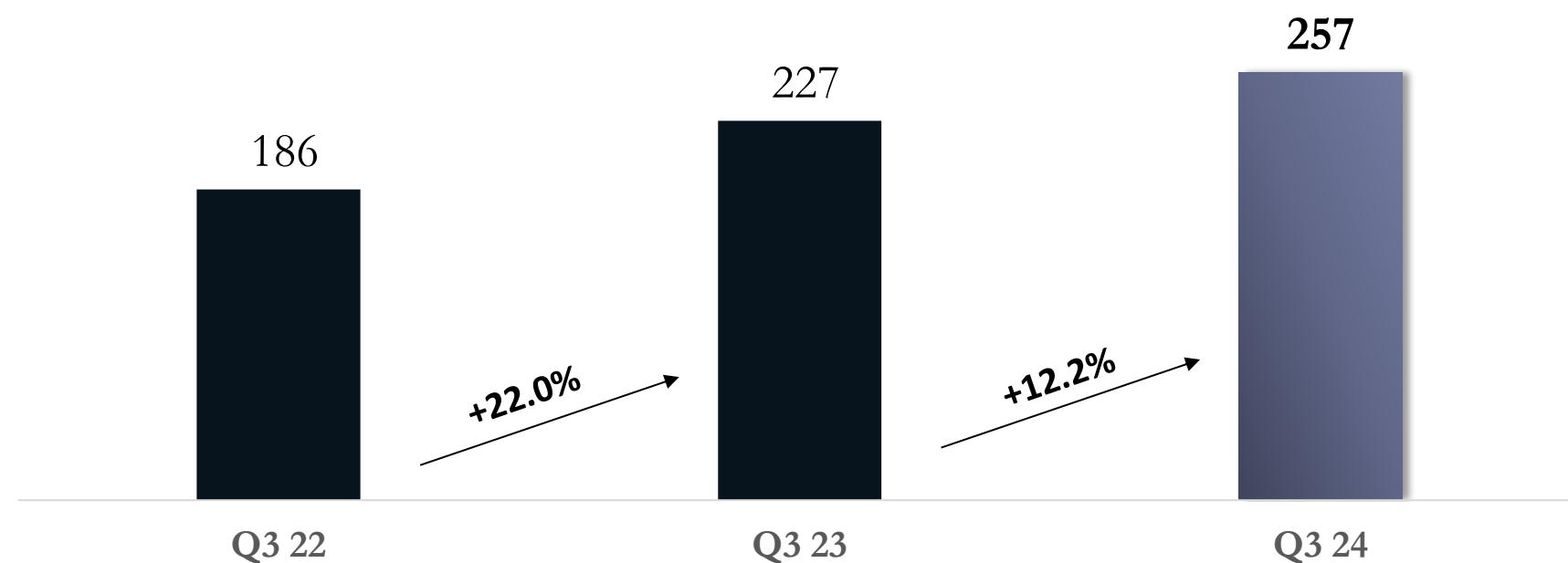
EBITDA PERFORMANCE 2022 – 2024



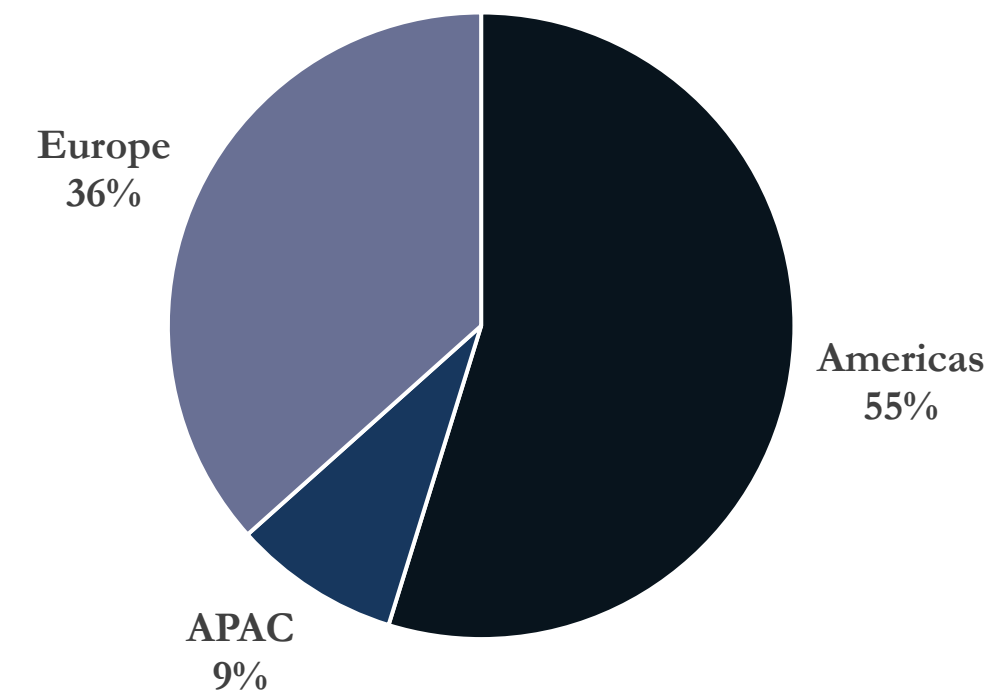
SHIPBUILDING REVENUES

REVENUE EVOLUTION

(Eu mn)



BREAKDOWN BY LOA AND GEOGRAPHY

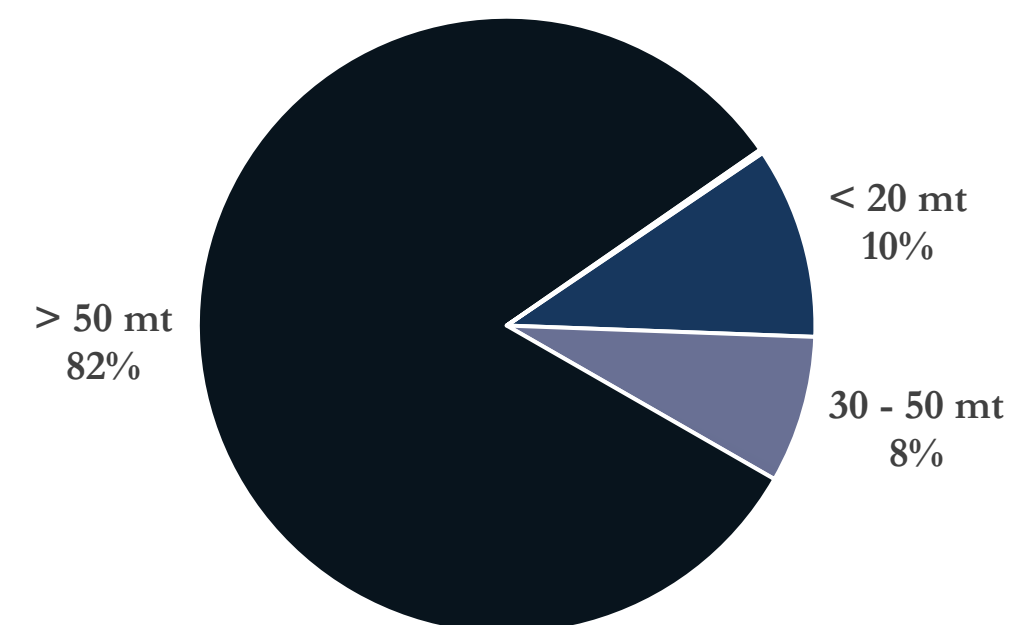


KEY HIGHLIGHTS

Shipbuilding Revenues amount to Eu **257 Mn**
(+12.2% vs Q3 2023).

This result is attributable to:

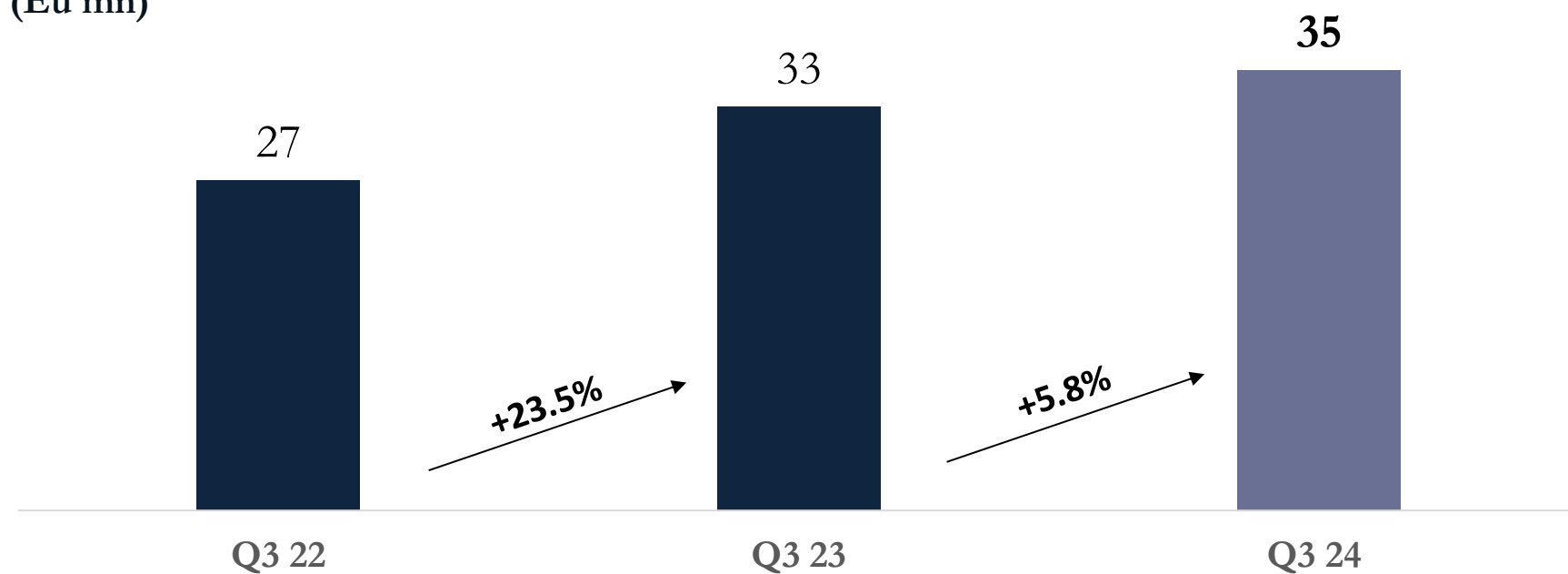
- i) regular progress of existing projects;
- ii) focus on large dimensions;
- iii) introduction of the semi-custom lines.



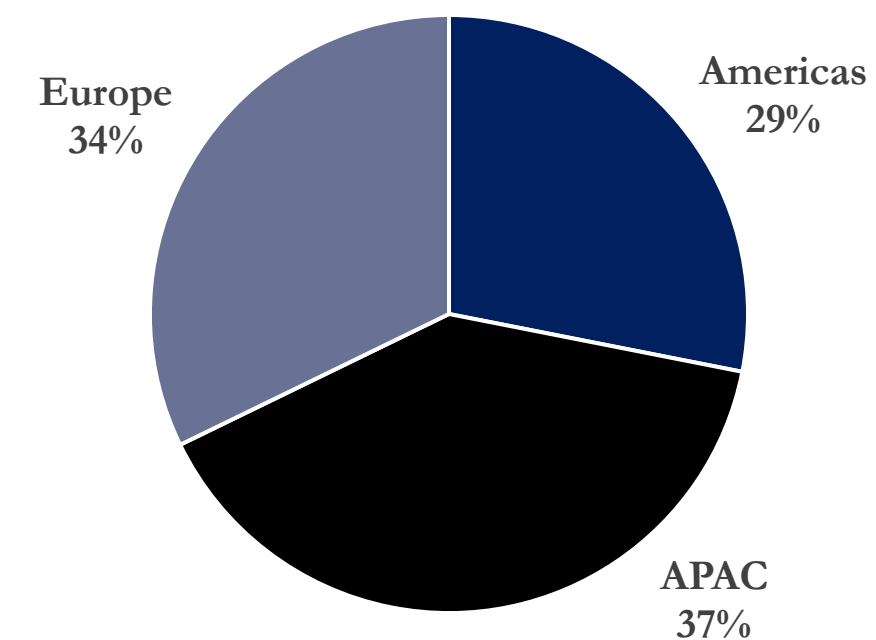
REFIT REVENUES

REVENUE EVOLUTION

(Eu mn)



BREAKDOWN BY LOA & GEOGRAPHY



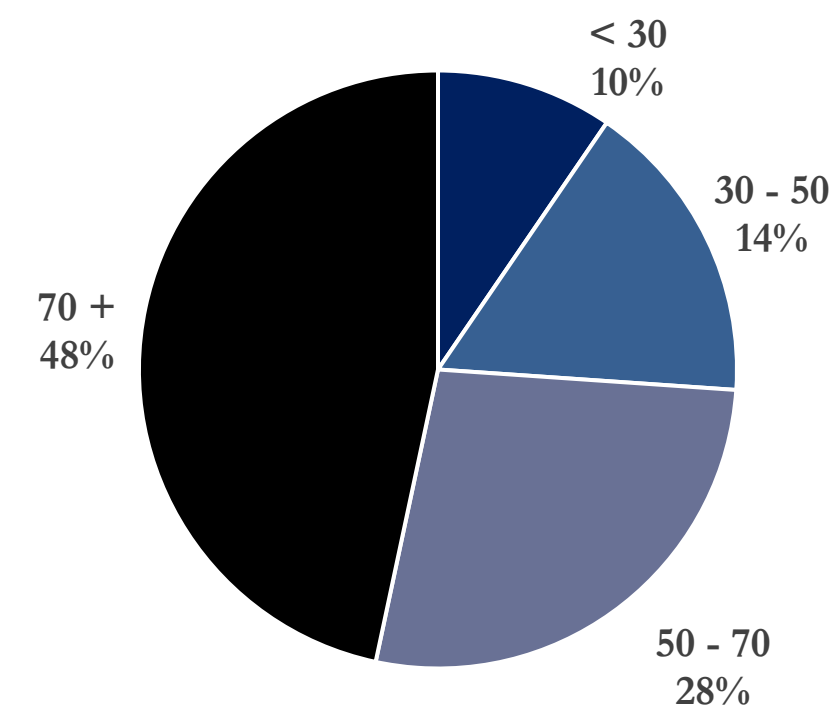
KEY HIGHLIGHTS

Refit Revenues amount to Eu **35 Mn**

(+5.8% vs Q3 2023).

This performance is attributable to:

- i) a certain degree of seasonality, generally determining an acceleration in revenues in the second half of the year.



EBITDA & CAPEX

EBITDA

The increase in marginality over time is attributable to:

- (i) strong attention to **operating cost management**;
- (ii) perfect management of the Shipbuilding/Refit production mix;
- (iii) internalisation of **key supply chain activities**, also following the recent launch of the *Interior Steelworks* business unit.

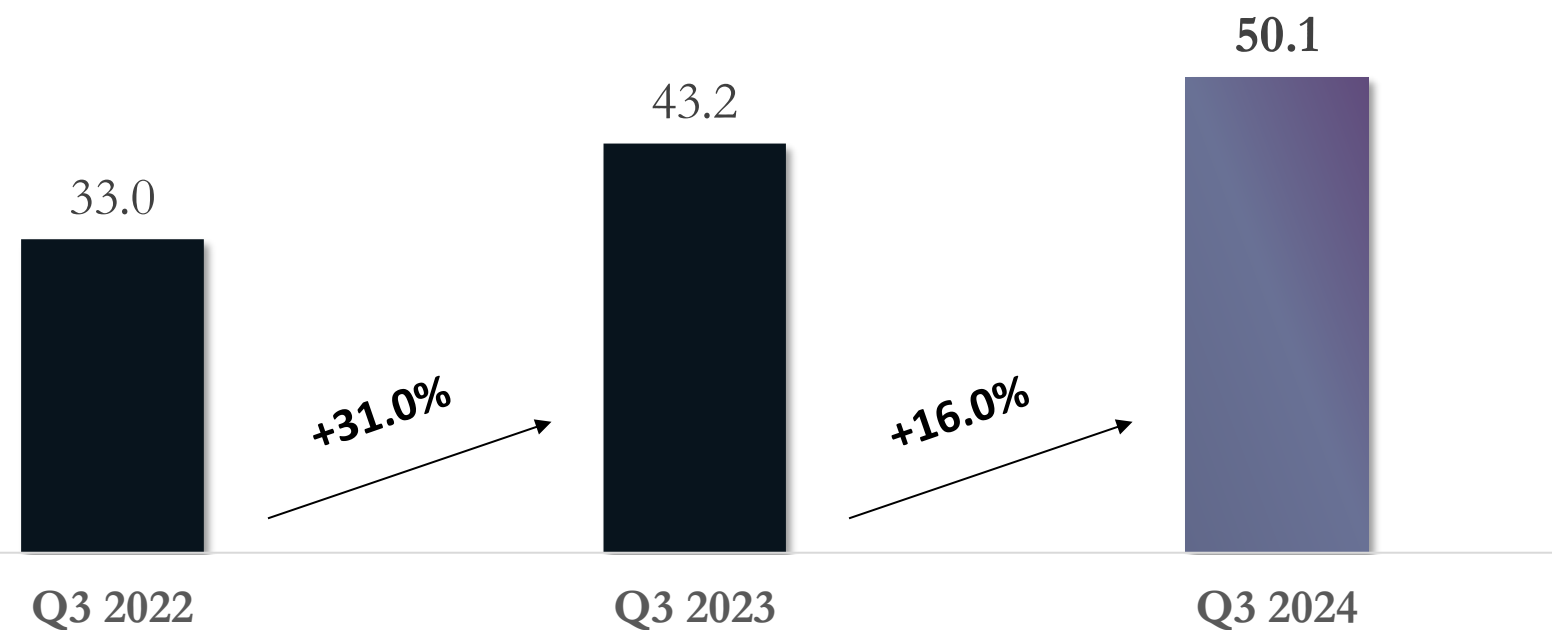
CAPEX

During the second quarter of 2024, the Company carried out **Investments** related to:

- (i) the extension of commercial offices in the Marina di Carrara Headquarters;
- (ii) launch of the *Interior Steelworks* Business Units.

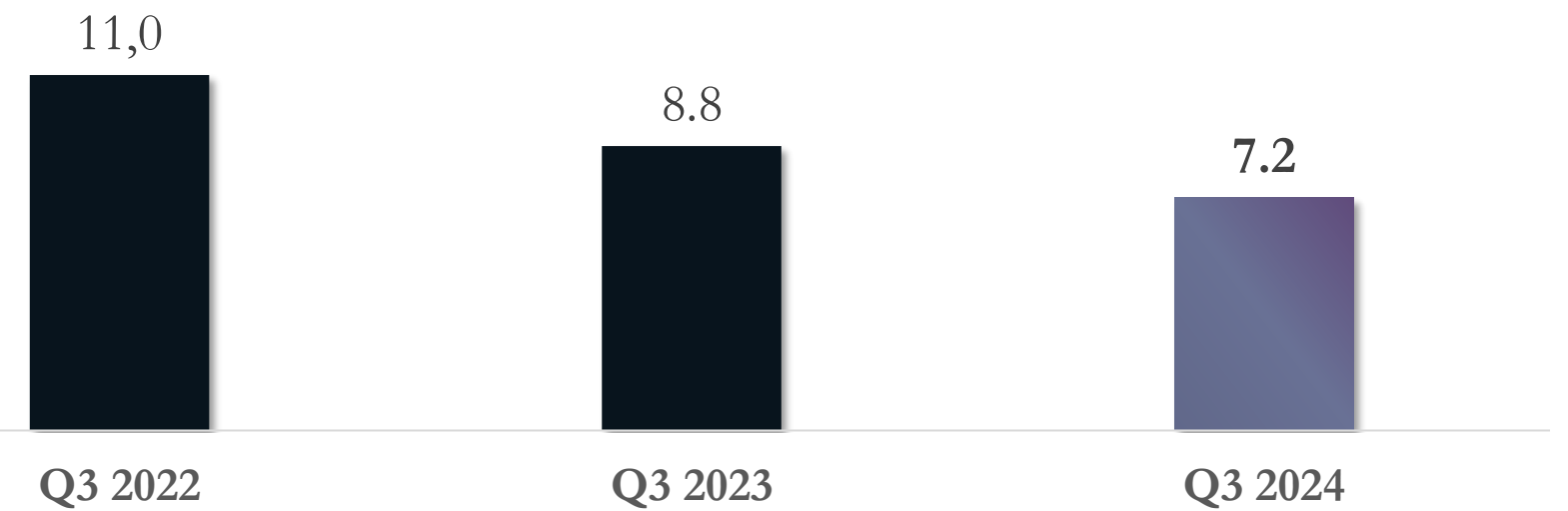
EBITDA EVOLUTION Q3 2022 – Q3 2024

(Eu mn)



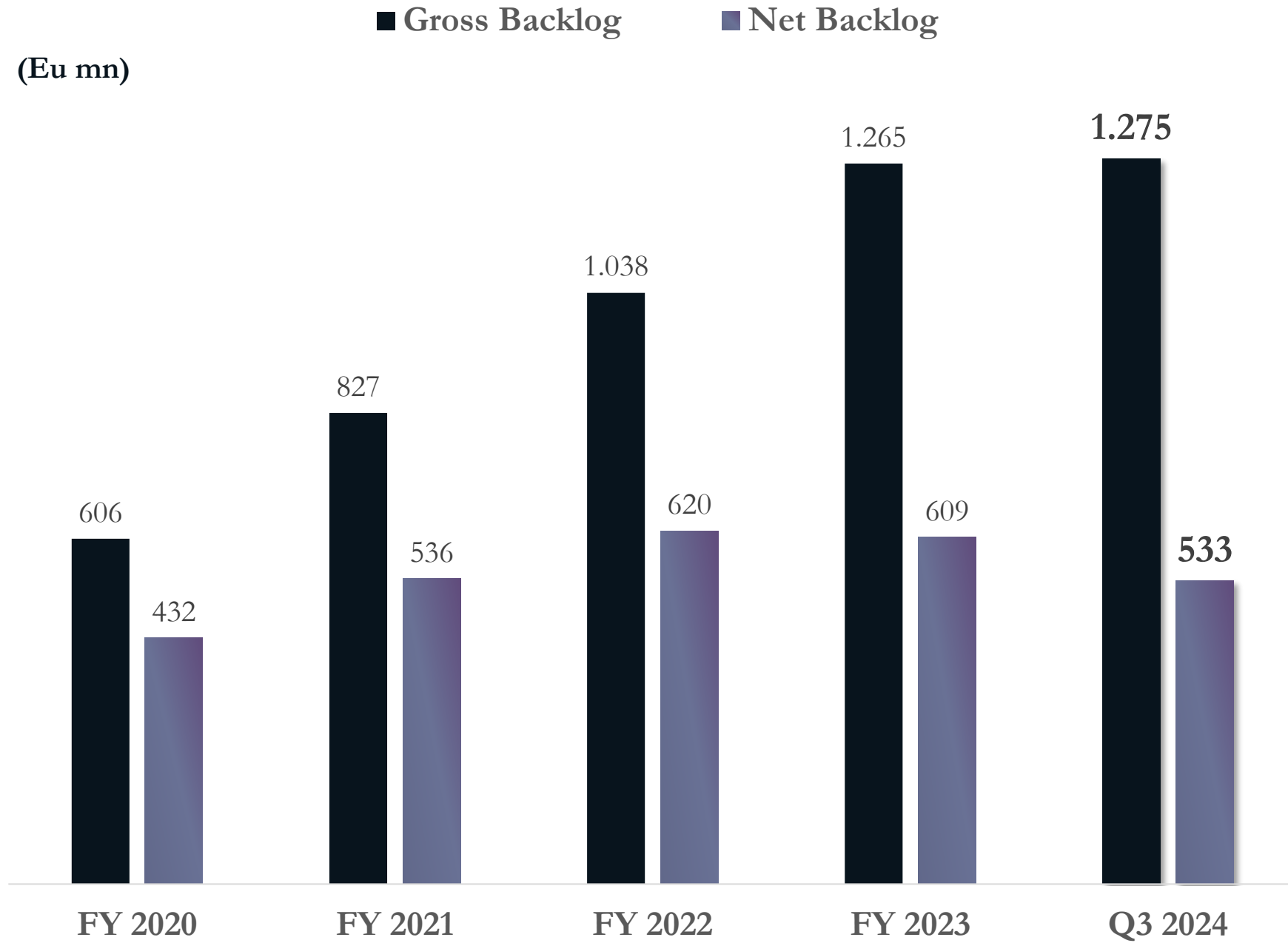
CAPEX EVOLUTION Q3 2022 – Q3 2024

(Eu mn)

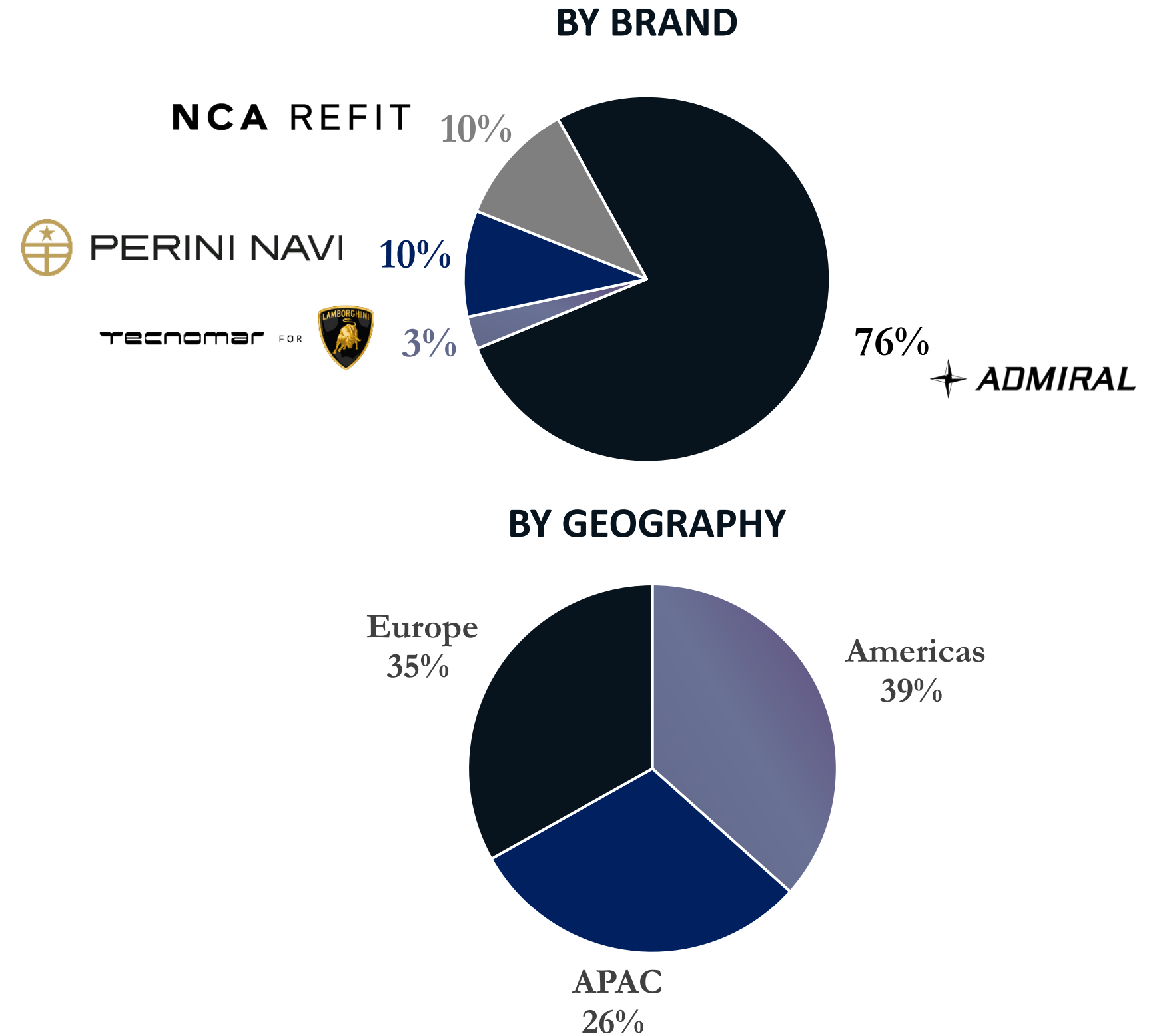


QUALITY AND VISIBILITY OF THE ORDER BOOK

BACKLOG EVOLUTION



BACKLOG BREAKDOWN BY BRAND & GEOGRAPHY



Notes: 1) **Net Backlog** refers to the total value of contracts in progress related to yachts not yet delivered to the clients, net of the revenues already recorded in the income statement

SEASONALITY OF ORDERS



STRATEGIC OUTLOOK 2024 – 2025



Revenues

Eu 400 – 420mn in 2024

Eu 430 – 450mn in 2025

EBITDA Margin

17.0 – 17.5% in 2024

18.0 – 18.5% in 2025

Dividend Policy*

Distribution of **40-60%** of Net Profit as yearly dividend

Financial Leverage

Neutral level of leverage subject to a cap of **1.5x LTM EBITDA**

*Subject to temporary impacts from M&A and Capex strategy



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FINANCIAL SUMMARY

SUMMARY PROFIT & LOSS

SUMMARY P&L (IN EU THOUSAND)	30/09/2023	30/09/2024
Revenues	262,237	292,046
<i>% Growth</i>	24.7%	11.4%
Costs from Outsourced Work	-109,362	-111,447
Raw Material	-56,610	-68,361
Personnel Costs	-25,837	-31,753
Other Costs	-27,252	-30,382
EBITDA	43,177	50,103
<i>% Growth</i>	30.6%	16.0%
<i>% of Revenues</i>	16.5%	17.2%
Amortisation, depreciation, write-downs and capital losses	-7,604	-8,021
EBIT	35,573	42,082
<i>% of Revenues</i>	13.57%	14.41%
Net Interest Expenses	-3,360	-5,056
Income from extraordinary charges	-621	-16,535
Taxation	-7,065	-15,868
NET INCOME	24,527	37,692
<i>% of Revenues</i>	9.4%	12.9%

NET WORKING CAPITAL

KEY HIGHLIGHTS

- The trend of the Net Working Capital is aligned with the development of the current projects and the planning of the related invoices and proceeds.
- The decrease in Inventories and Payments on Account was mainly due to the sale of a Tecnomar for Lamborghini 63 that the company had started to build on spec.
- **Inventories and Payments on Account** does not include trade-ins or used yachts, due to the Group's strict commercial strategy, which effectively eliminates inventory risk.

NET WORKING CAPITAL (IN EU THOUSANDS)	31/12/2023	30/06/2024	30/09/2024
Inventories and payments on account	10,897	12,362	8,459
Contract work in progress and advances from customers	50,508	86,195	81,677
Trade receivables	24,007	35,585	39,095
Trade payables	-90,568	-93,402	-90,553
Other current assets and liabilities	-26,867	-22,987	-24,439
Net Working Capital	-32,024	17,753	14,239
<i>Inventories and payments on account</i>	<i>3.0%</i>	<i>3.2%</i>	<i>2.9%</i>
<i>Contract work in progress and advances from customers</i>	<i>13.9%</i>	<i>22.2%</i>	<i>28.0%</i>
<i>Trade receivables</i>	<i>6.6%</i>	<i>9.2%</i>	<i>13.4%</i>
<i>Trade payables</i>	<i>-24.9%</i>	<i>-24.1%</i>	<i>-31.0%</i>
<i>Other current assets and liabilities</i>	<i>-7.4%</i>	<i>-5.9%</i>	<i>-8.4%</i>
NWC % Revenues	-8.8%	4.6%	4.9%

NET FINANCIAL POSITION

NET CASH POSITION (IN EU THOUSANDS)	31/12/2023	30/06/2024	30/09/2024
A. Cash	29,897	14,140	14,127
B. Cash Equivalents	46,516	26,164	38,504
C. Other current financial assets	0	0	0
D. Liquidity (A)+(B)+(C)	76,413	40,303	52,631
E. Current financial debt (including debt instruments, but excluding the current portion of non-current financial debt)	-2	-2	-2
F. Current portion of non-current financial debt	-11,661	-11,593	-11,598
F.1 Other current financial payables	-1,111	-1,448	-1,173
G. Current Financial Debt (E+F)	-12,774	-13,043	-12,773
H. Net Financial Debt (G+D)	63,638	27,260	39,858
I. Non-current bank debt (excluding the current portion of debt instruments)	-54,591	-48,790	-47,008
J. Debt instruments	0	0	0
K. Trade and non-current payables	-7,460	-12,166	-11,872
K.1 Payables to other lenders	0	0	0
L. Non-current financial debt (I+J+K)	-62,051	-60,956	-58,880
M. Total Financial position (H+L)	1,587	-33,695	-19,022

KEY HIGHLIGHTS

- **Net Financial Position of Eu -19.0 Mn** at 30 September 2024 includes:
 - i) **Dividends paid for Eu 19.6 Mn**
 - ii) **Capex of Eu 7.2 Mn** during the first 9 months
 - iii) **Cash inflows for Eu 21 Mn** for the disposal of the Viareggio shipyard;

- The discounted value of the fees due to the Port Authorities for the state-owned concessions of the Marina di Carrara and La Spezia shipyards and the Viareggio woodworking hub as of 30 September 2024 was equal to **€ 8.2 million**, an amount that will be paid based on the duration of the relevant concessions.



THE ITALIAN SEA GROUP

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SINCE 1575

 ADMIRAL

 PERINI NAVI

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