Immsi
Società per Azioni

Share capital €178,464,000 fully paid up
Registered office: Piazza Vilfredo Pareto, 3 – 46100 Mantova
Mantova Register of Companies – Tax code and VAT registration number 07918540019

Interim Report on Operations 30 September 2024

This Interim Financial Report as of 30 September 2024 has been translated into English solely for the convenience of the international reader. In the event of conflict or inconsistency between the terms used in the Italian version of the report and the English version, the Italian version shall prevail, as the Italian version constitutes the sole official document.

Immsi

Contents:

This document was approved by the Board of Directors of Immsi S.p.A. on 13 November 2024
and is available to the public at the Company's registered office,
in the authorised 'eMarket STORAGE' system available at www.emarketstorage.it
and on the Issuer's website www.immsi.it (section: "Investors/Financial reports/2024")

COMPANY BOARDS

The Board of Directors and the Audit Committee of Immsi S.p.A. in office at the date of presentation of this report will remain in office until the date the Shareholders' Meeting is convened to approve the financial statements for the year ending 31 December 2026.

BOARD OF DIRECTORS

Matteo Colaninno	***Chairman***
Daniele Discepolo	***Deputy Chairman***
Michele Colaninno	***Chief Executive Officer***
Giovanni Barbara	***Director***
Fabrizio Quarta	***Director***
Gianpiero Succi	***Director***
Ruggero Magnoni	***Director***
Giulia Molteni	***Director***
Anna Lucia Muserra	***Director***
Rosanna Ricci	***Director***
Alessandra Simonotto	***Director***
Patrizia De Pasquale	***Director***

AUDIT COMMITTEE

Giovanni Barbara	***Chairman***
Anna Lucia Muserra	
Daniele Discepolo	

INDEPENDENT AUDITORS

Deloitte & Touche S.p.A.	***2021 - 2029***

GENERAL MANAGER

Michele Colaninno

In accordance with the principles of Corporate Governance recommended by the Corporate Governance Code (January 2020 version), and pursuant to Legislative Decree 231/01, the Board of Directors has established the following bodies:

RISK AND SUSTAINABILITY COMMITTEE

Daniele Discepolo	***Chairman***
Anna Lucia Muserra	
Giovanni Barbara	

RELATED-PARTY COMMITTEE

Rosanna Ricci	***Chairman***
Daniele Discepolo	
Patrizia De Pasquale	

APPOINTMENT PROPOSAL AND REMUNERATION COMMITTEE

Daniele Discepolo	***Chairman***
Giovanni Barbara	
Rosanna Ricci	

COMPLIANCE COMMITTEE

Marco Reboa	***Chairman***
Giovanni Barbara	
Maurizio Strozzi	

WHISTLEBLOWING COMMITTEE

Marco Reboa	***Chairman***
Giovanni Barbara	
Maurizio Strozzi	

LEAD INDEPENDENT DIRECTOR

Daniele Discepolo

CHIEF EXECUTIVE OFFICER

Michele Colaninno

INTERNAL AUDIT MANAGER

Maurizio Strozzi

MANAGER IN CHARGE OF PREPARING THE COMPANY ACCOUNTS

Stefano Tenucci

INVESTOR RELATOR

Stefano Tenucci

All information on powers reserved for the Board of Directors, the authority granted to the Chairman and CEO, as well as functions of various Committees of the Board of Directors, is available in the Governance section of the Issuer's website www.immsi.it.

The Shareholders' Meeting of Immsi S.p.A. held on 29 April 2024 approved:

- the proposals for amendments to the Articles of Association relating to the adoption of the so-called one-tier administration and control model, which will have a Board of Directors responsible for the management function, and an Audit Committee, set up within the Board itself, with control functions;
- further amendments to the Articles of Association, also in line with the most recent practices and guidelines, for which reference should be made to the relevant explanatory report (see the Issuer's website www.immsi.it, Governance section).

The adoption of the one-tier system is instrumental in further improving the profitable and timely synergy between the management and control functions, to the benefit of the Company and all its stakeholders, and confirms, once again, Immsi's constant focus on complying with international best practices in terms of governance, as this model is the most widely used by issuers listed on European and international stock markets.

Financial highlights of the Immsi Group

The Immsi Group closed the third quarter of 2024 with the contingent economic situation affected the purchasing power of global consumers and the sales performance of the first nine months of 2024 is a direct consequence of this. Net sales amounted to €1,391.6 million, down 15.2% compared to the same period of 2023; EBITDA at 30 September 2024 was down 13.5%, but as a percentage of turnover amounted to 16%, the highest figure ever reached, and an improvement over the same period of the previous year (15.7% at 30 September 2023); Net profit, including the share of non-controlling interests, amounted to €34.3 million in the first nine months of 2024, compared to a profit of €58 million at 30 September 2023.
Net financial debt at 30 September 2024 amounted to €868.1 million, an increase of approximately €40.7 million compared to 31 December 2023 (€827.4 million).

For a clearer interpretation, the following is reported on a preliminary basis:

- The "property and holding sector" consolidated the financial position and performance of Immsi S.p.A., Immsi Audit S.c.a r.l., ISM Investimenti S.p.A., Is Molas S.p.A., Apuliae S.r.l. in liquidation and RCN Finanziaria S.p.A., as well as intergroup eliminations;

- the "industrial sector" includes the companies owned by the Piaggio group, while

- the "marine sector" includes Intermarine S.p.A..

Some of the main financial data of the Immsi Group are presented below, divided by business segment and determined, as already stated, in accordance with international accounting standards (IAS/IFRS). A more detailed description of the figures below may be found further on in this paragraph.

Immsi Group at 30 September 2024

In thousands of Euros	*Property and holding sector*	*as a %*	*Industrial sector*	*as a %*	*Marine sector*	*as a %*	*Immsi Group*	*as a %*
Net revenues	2,318		1,357,187		32,075		1,391,580	
Operating income before depreciation and amortisation (EBITDA)	-5,731	n/m	234,274	17.3%	-5,815	-18.1%	222,728	16.0%
Operating income (EBIT)	-6,785	n/m	129,352	9.5%	-6,685	-20.8%	115,882	8.3%
Profit before tax	-23,056	n/m	90,818	6.7%	-10,864	-33.9%	56,898	4.1%
Profit (loss) for the period including minority interests	-19,552	n/m	62,210	4.6%	-8,343	-26.0%	34,315	2.5%
Group earnings for the period (which may be consolidated)	-14,839	n/m	31,496	2.3%	-6,049	-18.9%	10,608	0.8%
Net debt	-313,757		-461,220		-93,119		-868,096	
Personnel (number)	94		5,858		219		6,171	

Hereunder we give the same table referring to the same period of the preceding year. A comparison between the two periods is made in the specific comment related to the single business sectors presented further on.

Immsi Group at 30 September 2023

In thousands of Euros	*Property and holding sector*	*as a %*	*Industrial sector*	*as a %*	*Marine sector*	*as a %*	*Immsi Group*	*as a %*
Net revenues (*)	3,669		1,619,225		17,578		1,640,472	
Operating income before depreciation and amortisation (EBITDA)	-5,013	n/m	269,254	16.6%	-6,778	-38.6%	257,463	15.7%
Operating income (EBIT)	-5,979	n/m	160,107	9.9%	-7,775	-44.2%	146,353	8.9%
Profit before tax	-19,759	n/m	129,861	8.0%	-11,542	-65.7%	98,560	6.0%
Profit (loss) for the period including minority interests	-18,927	n/m	85,708	5.3%	-8,784	-50.0%	57,997	3.5%
Group earnings for the period (which may be consolidated)	-14,314	n/m	43,393	2.7%	-6,369	-36.2%	22,710	1.4%
Net debt	-301,211		-389,164		-76,851		-767,226	
Personnel (number)	81		6,016		213		6,310	

(*) with reference to the industrial sector, following the contractual changes made from 2024 to the sell-out promotions for the Indian market, the costs of the aforementioned promotions, previously allocated to the provision of services, are now allocated as a deduction of revenues. Although the value is to be considered negligible, €7 million was reclassified from cost of services to lower revenue in the first quarter of 2023, in order to allow for a better comparability with 2024 figures.

The data in the previous tables refer to results that may be consolidated, i.e. net in particular of revenues and intergroup costs and any dividends of subsidiaries.

Alternative non-GAAP performance indicators

This Report contains some indicators that, although not indicated by IFRS ("Non-GAAP Measures"), derive from IFRS financial measures.

These indicators – which are presented to allow a better assessment of the Group's operating performance – should not be considered as an alternative to IFRS measures. They are identical to those contained in the Annual Report and Financial Statements at 31 December 2023 and in the periodical quarterly reports of the Immsi Group.

Moreover, the procedures for determining these indicators are not specifically regulated by reference accounting standards, so they might not be uniform with the measures adopted by other entities and therefore might not be sufficiently comparable.

In particular, the following alternative performance indicators have been used:

- **EBITDA**: defined as operating income before amortisation/depreciation and impairment costs of intangible assets and plant, property and equipment, as reported in the consolidated income statement;

- **Net debt (or net financial position):** equal to financial liabilities (current and non-current) including trade payables and other non-current payables that include a significant component of implicit (or explicit) finance, minus cash and cash equivalents, and current financial receivables (ESMA Guidance 2021 / 32-382-1138). On the other hand, as determined by the Immsi Group, net financial debt does not consider derivative financial instruments designated as hedging and non-hedging, fair value adjustments of the related hedged items and related accruals, fair value adjustments of financial liabilities, payables and accruals for interest accrued on bank loans, interest accrued on loans to third party shareholders.
  A detailed table highlighting the items that contribute to the indicator is included in this Report.

Form and content

Italian Legislative Decree 25 of 2016, which implemented the new Directive Transparency II (2013/50/EU), eliminated the obligation of publication of the interim Report on Operations. The decision to continue to publish information on the first quarter and the first nine months of the Immsi Group was taken in continuity with the past, also in the light of changes in the regulatory framework. In this regard, it should be noted that Consob, with Resolution no. 19770 of 26 October 2016, approved the amendments to the Issuer Regulations on interim reports on operations (additional periodic financial information) through the introduction of the new Article 82-ter. The new provisions shall apply from 2 January 2017.

The disclosure on subsequent events and the operating outlook is provided later in the specific paragraph of this Report.

As provided for by Consob communication no. DEM/5073567 of 4 November 2005, the Company has indicated fewer details than required by IAS 34 – Interim Financial Reporting.
The information in this Report should be read together with the Consolidated Financial Statements at 31 December 2023, prepared according to IFRS.

The reclassified Income Statement and Statement of Comprehensive Income relative to the first nine months of 2024 are given below, compared to the same period of 2023, as well as the reclassified Statement of Financial Position at 30 September 2024, compared to the situation at 31 December

2023 and 30 September 2023 and the Statement of Cash Flows at 30 September 2024 compared to the same period of 2023. The Statement of changes in shareholders' equity at 30 September 2024, compared with figures for the same period of the previous year is also presented.

In the first nine months of 2024, and same period in 2023, there were no significant non-recurring transactions, as defined by Consob Communication no. DEM/6064293 of 28 July 2006, nor were there atypical or unusual transactions, as defined by Consob Communications no. DEM/6037577 of 28 April 2006 and no. DEM/6064293 of 28 July 2006.

The Executive in charge of financial reporting Stefano Tenucci, hereby declares, in accordance with paragraph 2 of Article 154-bis of the Consolidated Finance Act, that the accounting disclosure in this document corresponds to accounting records.

The preparation of the Interim Report on Operations required the Management to make estimates and assumptions that particularly affect the reported amounts of revenues, expenses, assets and liabilities recorded in the financial statements and disclosure of contingent assets and liabilities at the closing date of the period. If in the future such estimates and assumptions deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the year in which the circumstances should change. In addition, some evaluative processes, particularly the more complex ones such as the determination of impairment losses on intangible assets, are generally carried out completely only at the time of drawing up the annual financial statements, when all the potentially necessary information is available, saving the cases in which there are indicators of impairment that require immediate evaluation of possible impairment of assets.
This document may include forward-looking statements, regarding future events and operating, economic and financial results of the Immsi Group. Said statements have a certain degree of risk and uncertainty by nature, since they depend on the occurrence of future events and developments. The actual results may differ even significantly compared to the forecast ones, in relation to several factors.

The Group's activities, especially those regarding the industrial sector and the tourist/hospitality industries, are subject to significant seasonal changes in sales during the year.

The financial statements are prepared using the going concern assumption. The Directors considered that despite the uncertainty caused by ongoing geopolitical tensions and all their consequences, currently available funds, in addition to those generated from operating and financing activities, will enable the Group to meet its own needs arising from investments, management of working capital and repayment of debts, also bearing in mind the credit lines maturing in the next 12 months and the Group's financial commitments, and will ensure an adequate level of operational and strategic flexibility.

This Interim Report on Operations is expressed in Euros since that is the currency in which most of the Group's transactions take place. Unless stated otherwise, the figures in the financial statements and explanatory notes that follow are expressed in thousands of Euros.

The exchange rates used to translate the financial statements of companies included in the scope of consolidation into Euros are shown in the table below:

	Exchange rate at 30 September 2024	Average exchange rate first nine months of 2024	Exchange rate at 31 December 2023	Average exchange rate first nine months of 2023
US Dollar	1.1196	1.08713	1.1050	1.08329
Pound Sterling	0.83543	0.851351	0.86905	0.870719
Indian Rupee	93.8130	90.68217	91.9045	89.23137
Singapore Dollars	1.4342	1.45393	1.4591	1.45232
Chinese Yuan	7.8511	7.82482	7.8509	7.62355
Japanese Yen	159.82	164.28635	156.33	149.65146
Vietnamese Dong	27,529.00	27,157.14583	26,808.00	25,629.95313
Indonesian Rupiah	16,975.88	17,251.35135	17,079.71	16,375.00370
Brazilian Real	6.0504	5.69778	5.3618	5.42452

This Interim Report on Operations at 30 September 2024, which is not audited, was prepared pursuant to Italian Legislative Decree 58/1998 as amended, and to Consob Regulation on Issuers and includes reclassified consolidated financial statements and notes prepared adopting the IFRS issued by the International Accounting Standards Board ("IASB") and endorsed by the European Union. The interpretations of the International Financial Reporting Interpretations Committee ("IFRIC") were also taken into account.
In preparing the Interim Report on Operations at 30 September 2024, the Immsi Group adopted the same accounting standards as those used for the Consolidated Financial Statements at 31 December 2023 (to which reference is made for further details), with the exception of the following.

New accounting standards, amendments and interpretations adopted from 1 January 2024

- On 23 January 2020, the IASB published an amendment called ***"Amendments to IAS 1 Presentation of Financial Statements: Classification of Liabilities as Current or Non-current*"** and on 31 October 2022 published an amendment called **"*Amendments to IAS 1 Presentation of Financial Statements*: *Non-Current Liabilities with Covenants*".** These amendments aim to clarify how to classify debts and other short or long term liabilities. In addition, the amendments also improve the information that an entity must provide when its right to defer the extinguishing of a liability for at least twelve months is subject to compliance with certain parameters (i.e. covenants).
- On 22 September 2022, the IASB published an amendment called **"*Amendments to IFRS 16 Leases: Lease Liability in a Sale and Leaseback".*** The document requires the seller-lessee to measure the lease liability arising from a sale and leaseback transaction so as not to recognise an income or loss that relates to the retained right of use.
- On 25 May 2023, the IASB published an amendment entitled ***"Amendments to IAS 7 Statement of Cash Flows and IFRS 7 Financial Instruments: Disclosures: Supplier Finance Arrangements".*** The document requires an entity to provide additional disclosures about reverse factoring arrangements that enable users of financial statements to evaluate how financial arrangements with suppliers may affect the entity's liabilities and cash flows and to understand the effect of those arrangements on the entity's exposure to liquidity risk.

The application of the new amendments did not have a significant impact on values or on the financial statements.

Accounting standards, amendments and IFRS interpretations not yet applicable

At the reference date of this document, the competent bodies of the European Union had not yet completed the endorsement process necessary for the adoption of the amendments and principles described below.

- On 15 August 2023, the IASB published **"*Amendments to IAS 21 The Effects of Changes in Foreign Exchange Rates: Lack of Exchangeability*".** This amendment requires an entity to adopt a methodology to be applied in a consistent manner in order to verify whether one currency can be converted into another and clarifies, when this is not possible, how to determine the exchange rate to be used and the disclosure to be provided in the notes to the financial statements. The amendments will apply from 1 January 2025, but early adoption is permitted.

- On 9 April 2024, the IASB published a new standard ***IFRS 18 Presentation and Disclosure in Financial Statements*** that will replace IAS 1 *Presentation of Financial Statements*. The new standard aims to improve the presentation of the main financial statements and introduces important changes with regard to the income statement. In particular, the new principle requires the following:
    - classify revenues and expenses into three new categories (operating, investing and financing), in addition to the income taxes and discontinued operations categories already present;
    - present two new sub-totals, operating profit and earnings before interest and taxes (i.e. EBIT).

  The new standard also:
    - requires greater disclosure on the performance indicators defined by management;
    - introduces new criteria for the aggregation and disaggregation of information;
    - introduces a number of changes to the format of the cash flow statement, including the requirement to use the operating result as the starting point for the presentation of the cash flow statement prepared under the indirect method and the elimination of certain classification options for some line items that currently exist (such as interest paid, interest received, dividends paid and dividends received).

  The new standard will come into force on 1 January 2027, but earlier application is permitted.

- On 30 May 2024, the IASB published ***'Amendments to the Classification and Measurement of Financial Instruments-Amendments to IFRS 9 and IFRS 7'.*** The document clarifies a number of problematic issues that arose from the post-implementation review of IFRS 9, including the accounting treatment of financial assets whose returns vary when ESG objectives are met (i.e. green bonds). In particular, the amendments aim to:
    - clarify the classification of financial assets with variable returns and which are linked to environmental, social and corporate governance (ESG) objectives and the criteria to be used for the SPPI test;
    - determine that the date of settlement of liabilities through electronic payment systems is the date on which the liability is extinguished. However, an entity is permitted to adopt an accounting policy to allow a financial liability to be derecognised before delivering cash on the settlement date if certain specific conditions are met.

  With these amendments, the IASB also introduced additional disclosure requirements with regard to investments in equity instruments designated at FVTOCI.
  The amendments will apply starting from financial statements for financial years commencing on or after 1 January 2026.

The Group will adopt these new standards, amendments and interpretations, based on the application date indicated, and will evaluate potential impact, when the standards, amendments and interpretations are endorsed by the European Union.

Scope of consolidation

For the purposes of consolidation, the financial statements at 30 September 2024 of companies included in the scope of consolidation, appropriately modified and reclassified, where necessary, to bring them in line with international accounting standards and uniform classification criteria used by the Group, were used. The scope of consolidation includes the companies in which the Parent Company, directly or indirectly, owns more than half of the voting rights exercisable in Shareholders' Meetings, or has the power to control or direct voting rights by means of contractual or by-law clauses, or can appoint the majority of the members of the Boards of Directors. Excluded from the line-by-line consolidation are non-operating subsidiaries or those with low operating levels as their influence on the final result of the Group is insignificant.

At 30 September 2024, the scope of consolidation was unchanged compared to 31 December 2023 and 30 September 2023.

For details on the structure of the Immsi Group, please refer to the table included in the Directors' Report and Financial Statements at 31 December 2023, to which reference is made.

Reclassified consolidated financial statements and relative notes

Reclassified income statement of the Immsi Group

In thousands of Euros	*30.09.2024*		*30.09.2023*		*Change*	
Net revenues (*)	**1,391,580**	**100%**	**1,640,472**	**100%**	**-248,892**	**-15.2%**
Costs for materials	856,235	61.5%	1,038,021	63.3%	-181,786	-17.5%
Costs for services, leases and rentals (*)	215,317	15.5%	230,461	14.0%	-15,144	-6.6%
Employee costs	209,316	15.0%	211,312	12.9%	-1,996	-0.9%
Other operating income	133,573	9.6%	122,842	7.5%	10,731	8.7%
Net reversals (write-downs) of trade and other receivables	-2,005	-0.1%	-2,739	-0.2%	734	26.8%
Other operating costs	19,552	1.4%	23,318	1.4%	-3,766	-16.2%
OPERATING EARNINGS BEFORE AMORTISATION AND DEPRECIATION (EBITDA)	**222,728**	**16.0%**	**257,463**	**15.7%**	**-34,735**	**-13.5%**
Depreciation and impairment costs of plant, property and equipment	49,408	3.6%	49,381	3.0%	27	0.1%
Impairment of goodwill	0	-	0	-	0	-
Amortisation and impairment costs of intangible assets with a finite useful life	57,438	4.1%	61,729	3.8%	-4,291	-7.0%
OPERATING INCOME (EBIT)	**115,882**	**8.3%**	**146,353**	**8.9%**	**-30,471**	**-20.8%**
Income/(loss) from investments	-1,079	-0.1%	-156	0.0%	-923	-
Financial income	15,591	1.1%	24,279	1.5%	-8,688	-35.8%
Borrowing costs	73,496	5.3%	71,916	4.4%	1,580	2.2%
PROFIT BEFORE TAX	**56,898**	**4.1%**	**98,560**	**6.0%**	**-41,662**	**-42.3%**
Taxes	22,583	1.6%	40,563	2.5%	-17,980	-44.3%
PROFIT (LOSS) FOR THE PERIOD FROM CONTINUING OPERATIONS	**34,315**	**2.5%**	**57,997**	**3.5%**	**-23,682**	**-40.8%**
Gain (loss) from assets held for sale or disposal	0	-	0	-	0	-
PROFIT (LOSS) FOR THE PERIOD INCLUDING MINORITY INTERESTS	**34,315**	**2.5%**	**57,997**	**3.5%**	**-23,682**	**-40.8%**
Earnings for the period attributable to non-controlling interests	23,707	1.7%	35,287	2.2%	-11,580	-32.8%
GROUP PROFIT (LOSS) FOR THE PERIOD	**10,608**	**0.8%**	**22,710**	**1.4%**	**-12,102**	**-53.3%**

(*) with reference to the industrial sector, following the contractual changes made from 2024 to the sell-out promotions for the Indian market, the costs of the aforementioned promotions, previously allocated to the provision of services, are now allocated as a deduction of revenues. Although the value is to be considered negligible, €7 million was reclassified from cost of services to lower revenue in the first quarter of 2023, in order to allow for a better comparability with 2024 figures.

Statement of comprehensive income of the Immsi Group

	30.09.2024	*30.09.2023*
PROFIT (LOSS) FOR THE PERIOD INCLUDING MINORITY INTERESTS	34,315	57,997
Items that will not be reclassified in the income statement		
Profit (loss) arising from the fair value measurement of assets and liabilities recognised in the statement of comprehensive income (“FVTOCI”)	2,597	2,645
Actuarial gains (losses) on defined benefit plans	(317)	595
Total	2,280	3,240
Items that may be reclassified in the income statement		
Effective portion of profit (losses) from instruments to hedge cash flows	(570)	(3,784)
Profit (loss) deriving from the translation of financial statements of foreign companies denominated in foreign currency	(1,407)	(929)
Share of subsidiaries/associates valued with the equity method	5	(525)
Total	(1,972)	(5,238)
Other Consolidated Comprehensive Income (Expense)	308	(1,998)
TOTAL COMPREHENSIVE PROFIT (LOSS) FOR THE PERIOD	34,623	55,999
Comprehensive income of minority interests	22,588	33,024
COMPREHENSIVE GROUP PROFIT (LOSS) FOR THE PERIOD	12,035	22,975

The figures in the above table are net of the corresponding tax effect.

Net revenues

Consolidated net revenues at 30 September 2024 amounted to €1,391.6 million, of which 97.5%, equal to €1,357.2 million attributable to the industrial sector (Piaggio group), 2.3%, equal to €32.1 million, to the marine sector (Intermarine S.p.A.), and the remaining part, corresponding to €2.3 million, to the property and holding sector (Is Molas S.p.A. net of intergroup eliminations).

With regard to the industrial sector, the Piaggio group recorded net revenues of €1,357.2 million in the first nine months of 2024, down on the corresponding period of 2023 (€1,619.2 million).

With reference to the marine sector (Intermarine S.p.A.), consolidated revenues amounted to €32.1 million at 30 September 2024, an increase of €14.5 million compared to the first nine months of 2023.

With regard to the property and holding sector, net revenues in the third quarter of 2024 were equal to €2.3 million, compared to €3.7 million at 30 September 2023.

Operating income before depreciation, amortisation and impairment costs of plant, property and equipment and intangible assets (EBITDA)

Consolidated operating income before amortisation, depreciation and impairment costs (EBITDA) amounted to €222.7 million at 30 September 2024, equal to 16% of net revenues (15.7% at 30 September 2023), down by approximately €34.7 million compared to EBITDA for the first nine months of 2023.

The component attributable to the industrial sector (Piaggio group) amounted to €234.3 million, decreasing by approximately €35 million compared to the figure at 30 September 2023 (equal to €269.3 million), and accounting for 17.3% of sector net revenues (16.6% in the same period of 2023). The component attributable to the marine sector (Intermarine S.p.A.) was equal to €5.8 million negative (€6.8 million negative at 30 September 2023. Finally, the component attributable to the property and holding sector amounted to a loss of approximately €5.7 million, while in the first three months of 2023, a loss of €5 million was recorded.

The main costs of the Immsi Group included personnel costs of €209.3 million, down on the figure recorded for the same period in 2023, which was equal to €211.3 million (accounting for 15% of net revenues, up from 12.8% for the first nine months of 2023). The average workforce in the first nine months of 2024 (6,436 units) was down compared to the same period of the previous year (6,703 units).

Operating income (EBIT)

Operating income (EBIT) in the first nine months of 2024 amounted to €115.9 million, equal to 8.3% of net revenues. In the previous year, consolidated operating income (EBIT) in the first nine months amounted to €146.4 million, accounting for 8.9% of net revenues.

The component attributable to the industrial sector (Piaggio group) amounted to €129.4 million, accounting for 9.5% of sector net revenues, down compared to €160.1 million at 30 September 2023. The component attributable to the marine sector (Intermarine S.p.A.) was equal to a negative €6.7 million, compared to a negative €7.8 million at 30 September 2023. Lastly, the component attributable to the property and holding sector was approximately €6.8 million negative, compared to €6 million negative in the first three months of the previous year.

Depreciation and amortisation for the period, including impairment costs, totalled €106.9 million (down by €4.3 million compared to the figure for the first nine months of 2023), accounting for 7.7%

of net revenues, compared to 6.7% for the same period of 2023, comprising depreciation of property, plant and equipment amounting to €49.4 million (the same amount in the first nine months of 2023), and amortisation of intangible assets for €57.4 million (€61.7 million in the same period of 2023). Depreciation and amortisation referable to the industrial sector (Piaggio group) amounted to approximately €104.9 million, up on the figure at 30 September 2023 (€4.2 million), of which €47.6 million relative to property, plant and equipment and €57.3 million to intangible assets.

It should be noted that no goodwill impairment was recognised in the first nine months of 2024 because, as reported in the 2024 Half-Year Financial Report, the Company prepared a sensitivity analysis at 30 June 2024 on the impairment tests conducted for the purposes of the 2023 consolidated financial statements, which found that there is no need to update of the aforementioned tests, confirming their results, also in consideration of the breadth of the coverage existing at that date. No impairment costs were recognised in the consolidated figures at 30 September 2023.

Considering that the analyses conducted to estimate the recoverable value were also determined based on estimates, the Group cannot guarantee that there will be no goodwill impairment losses in future periods. Given the current ongoing difficulty of certain reference and financial markets, the various factors – both internal and external to cash generating units identified – used in making the estimates could be revised in future: the Group will constantly monitor these factors and the possible existence of future impairment losses.

Profit before tax

Profit before tax at 30 September 2024 amounted to €56.9 million, down on the consolidated figure for the first nine months of the previous year, which amounted to €98.6 million.

Financial costs, net of income and profit from equity investments, amounted to €59 million in the first nine months of 2024, equal to 4.2% of net revenues (€47.8 million in the corresponding period of the previous financial year, equal to 2.9% of net revenues). The breakdown of this figure included €38.5 million from the industrial sector (€30.2 million in the first nine months of 2023) €4.2 million from the marine sector (€3.8 million at 30 September 2023), and €16.3 million from the property and holding sector in the first nine months of 2024 (equal to €13.8 million in the corresponding period of 2023). The deterioration was substantially generated by the rise in interest rates on the debt, mainly related to the new bond issue by Piaggio & C. S.p.A. in October 2023, exacerbated by the negative impact of the result of investments and currency management.

Group profit/loss for the period

Earnings for the period, net of taxes and the portion attributable to non-controlling interests, at 30 September 2024 recorded a profit of €10.6 million (0.8% of net revenues for the period), compared to a profit of €22.7 million registered in the same period of the previous year.
Taxes accruing in the period represented a cost of approximately €22.6 million (during the first nine months of 2023 a cost of €40.6 million was recorded): income tax, also in view of requirements of IAS 34, was on average determined, based on the best estimate of the average weighted rate expected for the entire year.

Earnings/(loss) per share

In Euros

From continuing and discontinued operations:	*30.09.2024*	*30.09.2023*
Basic	0.031	0.067
Diluted	0.031	0.067
Average number of shares:	340,530,000	340,530,000

Diluted earnings per share correspond to basic profit as there are no potential shares with a diluting effect.
At the end of the reporting period, no gains or losses from assets held for sale or disposal had been recognised.

Reclassified statement of financial position of the Immsi Group

In thousands of Euros	***30.09.2024***	***as a %***	***31.12.2023***	***as a %***	***30.09.2023***	***as a %***
Current assets:						
Cash and cash equivalents	254,930	10.6%	196,096	8.6%	250,249	10.7%
Financial assets	0	0.0%	6,205	0.3%	0	0.0%
Operating activities	652,631	27.0%	595,197	26.2%	649,919	27.8%
Total current assets	**907,561**	**37.6%**	**797,498**	**35.1%**	**900,168**	**38.5%**
Non-current assets:						
Financial assets	0	0.0%	0	0.0%	0	0.0%
Intangible assets	941,901	39.0%	922,155	40.5%	902,737	38.7%
Property, plant and equipment	394,258	16.3%	376,055	16.5%	369,218	15.8%
Other assets	172,136	7.1%	179,428	7.9%	163,013	7.0%
Total non-current assets	**1,508,295**	**62.4%**	**1,477,638**	**64.9%**	**1,434,968**	**61.5%**
TOTAL ASSETS	**2,415,856**	**100.0%**	**2,275,136**	**100.0%**	**2,335,136**	**100.0%**
Current liabilities:						
Financial liabilities	461,037	19.1%	439,543	19.3%	444,429	19.0%
Operating liabilities	838,247	34.7%	782,706	34.4%	835,161	35.8%
Total current liabilities	**1,299,284**	**53.8%**	**1,222,249**	**53.7%**	**1,279,590**	**54.8%**
Non-current liabilities:						
Financial liabilities	661,989	27.4%	590,121	25.9%	573,046	24.5%
Other non-current liabilities	67,114	2.8%	67,499	3.0%	71,890	3.1%
Total non-current liabilities	**729,103**	**30.2%**	**657,620**	**28.9%**	**644,936**	**27.6%**
TOTAL LIABILITIES	**2,028,387**	**84.0%**	**1,879,869**	**82.6%**	**1,924,525**	**82.4%**
TOTAL SHAREHOLDERS' EQUITY	**387,469**	**16.0%**	**395,267**	**17.4%**	**410,611**	**17.6%**
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	**2,415,856**	**100.0%**	**2,275,136**	**100.0%**	**2,335,136**	**100.0%**

Analysis of capital invested by the Immsi Group

In thousands of Euros	*30.09.2024*	*as a %*	*31.12.2023*	*as a %*	*30.09.2023*	*as a %*
Current operating assets	652,631	49.3%	595,197	46.1%	649,919	52.0%
Current operating liabilities	-838,247	-63.4%	-782,706	-60.7%	-835,161	-66.8%
Net operating working capital	**-185,616**	**-14.0%**	**-187,509**	**-14.5%**	**-185,242**	**-14.8%**
Intangible assets	941,901	71.2%	922,155	71.5%	902,737	72.2%
Property, plant and equipment	394,258	29.8%	376,055	29.1%	369,218	29.5%
Other assets	172,136	13.0%	179,428	13.9%	163,013	13.0%
Capital employed	**1,322,679**	**100.0%**	**1,290,129**	**100.0%**	**1,249,727**	**100.0%**
Non-current non-financial liabilities	67,114	5.1%	67,499	5.2%	71,890	5.8%
Capital and reserves of non-controlling interests	160,190	12.1%	166,427	12.9%	165,876	13.3%
Consolidated Group shareholders' equity	227,279	17.2%	228,840	17.7%	244,735	19.6%
Total non-financial sources	**454,583**	**34.4%**	**462,766**	**35.9%**	**482,501**	**38.6%**
Net Financial debt	**868,096**	**65.6%**	**827,363**	**64.1%**	**767,226**	**61.4%**

Capital employed

Capital employed at 30 September 2024 amounted to €1,322.7 million, up by €32.6 million compared to 31 December 2023, while this figure came to €1,249.7 million at 30 September 2023.
Net operating working capital at 30 September 2024 was a negative €185.6 million, compared to €-187.5 million at 31 December 2023 and equal to €-185.2 million at 30 September 2023.
Intangible assets increased compared to 31 December 2023 and 30 September 2023, and were equal to €941.9 million; property, plant and equipment, equal to €394.3 million, increased by €18.2 million compared to the figure at the end of 2023, while this item increased by €25 million compared to 30 September 2023.

Net financial debt of the Immsi Group

Net financial debt at 30 September 2024, amounting to €868.1 million, is presented below in accordance with the provisions of ESMA Guidelines 32-382-1138 of 4 March 2021, and compared with the same figure at 31 December 2023 (€827.4 million).

In thousands of Euros	***30.09.2024***	***31.12.2023***
A Cash and cash equivalents	-254,930	-196,096
B Cash equivalents	0	0
C. Other financial assets	0	-6,205
D Total liquidity (A + B + C)	**-254,930**	**-202,301**
E Current financial payables (including debt instruments, but not including current portion of non-current financial debt)		
- Bonds	0	0
- Payables due to banks	270,291	255,979
- Lease liabilities	9,666	10,629
- Amounts due to other lenders	60,834	55,798
F Current portion of non-current financial debt	120,246	117,137
G Total current financial debt (E + F)	**461,037**	**439,543**
H Net current financial debt (G + D)	**206,107**	**237,242**
I Non-current financial debt (excluding current portion and debt instruments		
- Payables due to banks	394,596	322,567
- Lease liabilities	20,845	21,548
- Amounts due to other lenders	415	106
J Debt instruments	246,133	245,900
K Trade payables and other non-current payables	0	0
L Non-current financial debt (I + J + K)	**661,989**	**590,121**
M Net financial debt (H + L) (*)	**868,096**	**827,363**

*) As a departure from the ESMA Guidelines 2021 / 32-382-1138, described above, the Immsi Group has determined that net financial debt does not include other financial assets and liabilities arising from fair value measurements and interest accrued on loans to third parties.

At 30 September 2024, the Group had increased its debt compared to 31 December 2023 by approximately €40.7 million and by approximately €100.9 million compared to 30 September 2023. The increase is mainly related to the lower contribution from operations, particularly in the industrial sector.

Investments

The Group's gross investments at 30 September 2024 totalled €133.6 million (of which €117.4 million referred to the Piaggio group), compared to €112.5 million in the first nine months of 2023. These investments refer to €77.6 million for intangible assets (€67.6 million in the first nine months of 2023) and €56 million for property, plant and equipment (compared to €44.9 million in the same period of the previous year). During the first nine months of 2024, investments in property, plant and equipment totalling €16.2 million were also made referring to the subsidiaries Intermarine S.p.A. and Is Molas S.p.A. for the expansion of the Sarzana production site and also for works on the maintenance, energy efficiency and renovation of the Pula tourist hotel facilities.

Cash flow statement of the Immsi Group

In thousands of Euros	*30.09.2024*	*30.09.2023*
Operating activities		
Profit before tax	56,898	98,560
Depreciation of property, plant and equipment (including investment property)	49,408	49,290
Amortisation of intangible assets	57,438	61,729
Provisions for risks and for severance indemnity and similar obligations	18,601	21,896
Write-downs (reversals of fair value measurements)	2,005	2,776
Losses / (Gains) on the disposal of property, plant and equipment (including investment property)	(579)	(2,408)
Financial income	(2,333)	(2,386)
Dividend income	(34)	0
Borrowing costs	58,634	48,582
Amortisation of grants	(5,339)	(5,933)
Change in working capital	(13,349)	(47,981)
Change in non-current provisions and other changes	(25,027)	(29,634)
Cash generated from operating activities	196,323	194,491
Interest paid	(45,262)	(35,126)
Taxes paid	(20,517)	(26,822)
Cash flow from operations	130,544	132,543
Investing activities		
Acquisition of subsidiaries, net of cash and cash equivalents	0	(1,280)
Investment in property, plant and equipment (including investment property)	(56,020)	(44,917)
Sale price, or repayment value, of plant, property and equipment (including investment property)	1,808	2,792
Investment in intangible assets	(77,616)	(67,628)
Sale price, or repayment value, of intangible assets	42	184
Collected interests	1,217	1,693
Public grants collected	1,348	1,455
Other changes	9,466	0
Cash flow from investing activities	(119,755)	(107,701)
Financing activities		
Change in other financial assets	6,205	0
Loans received	193,262	125,299
Outflow for repayment of loans	(95,931)	(101,214)
Reimbursement of rights of use	(8,780)	(7,876)
Outflow for dividends paid to Parent company Shareholders	(8,514)	(13,281)
Outflow for dividends paid to non-controlling interests	(34,101)	(39,683)
Cash flow from financing activities	52,141	(36,755)
Increase / (Decrease) in cash and cash equivalents	62,930	(11,913)
Opening balance	193,552	263,513
Exchange differences	(2,162)	(1,351)
Closing balance	254,320	250,249

This schedule illustrates the changes in cash and cash equivalents totalling €254.9 million at 30 September 2024 (of which 250.2 million at 30 September 2023), gross of short-term bank overdrafts. At 30 September 2024, the Group had short-term bank overdrafts of approximately €0.6 million (there were no short-term bank overdrafts at the end of the third quarter of 2023).

Total shareholders' equity and equity attributable to the Immsi Group

In thousands of Euros	*Shareholders' equity shareholders' equity attributable to the Immsi*	*Capital and reserves non-controlling interests*	*Total consolidated Group and non-controlling interests*
Balances at 1 January 2023	***240,265***	***168,591***	***408,856***
Distribution of dividends	*(13,281)*	*(39,407)*	*(52,688)*
Other changes	*(5,224)*	*3,668*	*(1,556)*
Net comprehensive earnings for the period	*22,975*	*33,024*	*55,999*
Balances at 30 September 2023	***244,735***	***165,876***	***410,611***

In thousands of Euros	*Shareholders' equity shareholders' equity attributable to the Immsi*	*Capital and reserves non-controlling interests*	*Total consolidated Group and non-controlling interests*
Balances at 1 January 2024	***228,840***	***166,427***	***395,267***
Distribution of dividends	*(8,514)*	*(34,101)*	*(42,615)*
Other changes	*(5,082)*	*5,276*	*194*
Net comprehensive earnings for the period	*12,035*	*22,588*	*34,623*
Balances at 30 September 2024	***227,279***	***160,190***	***387,469***

Human resources

At 30 September 2024, the Immsi Group employed 6,171 staff, of which 94 in the property and holding sector, 5,858 in the industrial sector (Piaggio group) and 219 in the marine sector (Intermarine S.p.A.).
The following tables divide resources by category and geographic segment:

Human resources by category

numbers	30.09.2024			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Senior management	4	118	8	130
Middle managers and white-collar workers	33	2,287	134	2,454
Blue-collar workers	57	3,453	77	3,587
TOTAL	**94**	**5,858**	**219**	**6,171**

numbers	31.12.2023			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Senior management	4	112	7	123
Middle managers and white-collar workers	27	2,319	127	2,473
Blue-collar workers	19	3,494	79	3,592
TOTAL	**50**	**5,925**	**213**	**6,188**

numbers	Changes			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Senior management	0	6	1	7
Middle managers and white-collar workers	6	-32	7	-19
Blue-collar workers	38	-41	-2	-5
TOTAL	**44**	**-67**	**6**	**-17**

Human resources by geographic segment

numbers	30.09.2024			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Italy	94	3,074	219	3,387
Rest of Europe	0	158	0	158
Rest of the world	0	2,626	0	2,626
TOTAL	**94**	**5,858**	**219**	**6,171**

numbers	31.12.2023			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Italy	50	3,007	213	3,270
Rest of Europe	0	271	0	271
Rest of the world	0	2,647	0	2,647
TOTAL	**50**	**5,925**	**213**	**6,188**

numbers	Changes			
	Property sector sector	**Property sector**	**Property sector**	**Total Immsi**
Italy	44	67	6	117
Rest of Europe	0	-113	0	-113
Rest of the world	0	-21	0	-21
TOTAL	**44**	**-67**	**6**	**-17**

Employee numbers were also affected by seasonal workers in the summer (on fixed-term employment contracts). The Group effectively hires temporary staff to cover peaks in demand typical of the summer months.

For further information on Group employees (such as remuneration and training policies, diversity and equal opportunities, safety, etc.), reference is made to the section on the Social Dimension in the Consolidated Non-Financial Statement at 31 December 2023 prepared pursuant to Legislative Decree 254/2016.

Directors’ comments on operations

Final results for the period have different trends with reference to the various sectors comprising the Group, based on business trends and the different impact of seasonality.

Property and holding sector

In thousands of Euros	*30.09.2024*	*as a %*	*30.09.2023*	*as a %*	*Change*	*as a %*
Net revenues	2,318		3,669		-1,351	-36.8%
Operating income before depreciation and amortisation (EBITDA)	-5,731	n/m	-5,013	n/m	-718	-14.3%
Operating income (EBIT)	-6,785	n/m	-5,979	n/m	-806	-13.5%
Profit before tax	-23,056	n/m	-19,759	n/m	-3,297	-16.7%
Profit (loss) for the period including minority interests	-19,552	n/m	-18,927	n/m	-625	-3.3%
Group earnings for the period (which may be consolidated)	-14,839	n/m	-14,314	n/m	-525	-3.7%
Net debt	-313,757		-301,211		-12,546	-4.2%
Personnel (number)	94		81		13	16.0%

Overall, the **property and holding sector** reported a net loss for consolidation purposes of approximately €14.8 million at 30 September 2024, a deterioration of approximately €0.5 million affected by higher net financial expenses due to the rise in interest rates on debt compared to the same period the previous year.
The sector’s net financial debt was negative by €313.8 million, an improvement on the figure at 31 December 2023 (-€314.8 million), while it increased compared to €301.2 million negative at 30 September 2023.

The **Parent Company Immsi S.p.A.** recorded a net profit for the period of approximately €21.6 million, compared to a net profit of €24.9 million at 30 September 2023; the decrease is mainly due to lower dividends received from the subsidiary Piaggio & C. S.p.A..
The net financial position at 30 September 2024 came to €1.3 million positive, compared to €11.9 million negative at 31 December 2023, mainly influenced by inflows of €9.5 million in March 2024, for the sale of all Unicredit shares held in the portfolio.
It should be noted that in preparing this Interim Report on Operations at 30 September 2024, the Parent Company updated the impairment analyses carried out at the end of 2023 in relation to the carrying amount of investments held in fully consolidated companies. To this end, however, it should be noted that these investments and any changes resulting from the related impairment tests are fully eliminated on consolidation.

Concerning the real estate initiatives of the subsidiary **Is Molas S.p.A.** during the second quarter of 2023 and the first half of 2024, the Company completed important works for extraordinary maintenance, energy efficiency and the renovation of its existing tourist-hotel facilities. The renovation works impacted the remaining rooms that were not subject to works in the previous year and were completed, according to schedule, with the opening of the Hotel on 1 June 2024. The investment will make it possible to offer a product that is more effective and more attractive by the

standards of the target customers identified. The company continued business activities to identify possible buyers, also international, and it decided to allow the mock-up villas to be rented out again in 2024 (as in previous years) in order to allow end customers – including any investors – to better understand the product and the associated services offered (e.g. wellness and home catering), so as to be able to assess their profitability. In this regard, it should be noted that during the first quarter of 2024, an intermediary of high standing in the Luxury sector was exclusively appointed for the sale and short rental of the villas that have been built so far. The subsidiary is continuing activities to sell the "Le Ginestre" property complex, consisting of 50 residential units and several parking spaces, with the aim of rationalising its property portfolio. At 30 September 2024, a total of 37 units had been sold, and four purchase proposals already accepted, to be formalised by the end of 2024.
Net revenues at 30 September 2024 amounted to €2,318 thousand, a decrease of approximately €1.3 million compared to the corresponding amount recognised in the first nine months of 2023. The decrease is mainly due to fewer sales of real estate units at the 'Le Ginestre' property complex in the first half of 2024 (4 units sold in the first nine months of 2024 compared to 11 units sold in the corresponding period of the previous year).
In terms of margins, Is Molas S.p.A. recorded an operating loss of approximately €2.6 million and a net loss for consolidation purposes of €4.3 million, the latter result worsening compared to the corresponding period of 2023 mainly due to the increase in net financial borrowing costs.
The net debt of Is Molas S.p.A. came to €97.5 million, with a cash absorption of approximately €9.3 million, compared to 31 December 2023 (when it was equal to €88.3 million) mainly due to the cash flow absorbed by investments for hotel and tourist facility renovation works.

With reference to the subsidiary **Apuliae S.r.l.**, there are no further updates since the Report of Directors and Financial Statements of the Immsi Group at 31 December 2023, to which reference is made. At 30 September 2024, the company's income statement showed a loss of €88 thousand (in line with the final figure for the same period in 2023), while the net financial position reported a negative €0.9 million, improving as a result of VAT receivables collected, compared to the decrease at 31 December 2023 (a negative figure of approximately €1 million).

The other major companies falling within the property and holding sector also include RCN Finanziaria S.p.A. and ISM Investimenti S.p.A.. With reference to main financial data of the company:

- At 30 September 2024**, RCN Finanziaria S.p.A**., in which Immsi S.p.A. holds 72.51% and Intermarine S.p.A. is the sole member, recorded a net loss for consolidation purposes for the Immsi Group of approximately €5.7 million (an improvement of approximately €0.2 million compared to the result at 30 September 2023), and net financial debt of €138.1 million at 30 September 2024, compared to €132.7 million at 31 December 2023;
  During March 2024, the parent company Immsi S.p.A., with the aim of recapitalising RCN Finanziaria S.p.A., waived financial receivables due from the subsidiary for a nominal value of €10.5 million, allocating them to a special reserve for the future capital increase of Immsi.
- **ISM Investimenti S.p.A**., owned by Immsi S.p.A. with a 72.64% stake and parent of Is Molas S.p.A. with a 92.59% stake, recorded a net loss for consolidation purposes for the Immsi Group of approximately €1.1 million at the end of the third quarter of 2024, basically in line with the figure at 30 September 2023. Net financial debt at 30 September 2024 was equal to €81.4 million, compared to €81 million at 31 December 2023.
  During March 2024, the parent company Immsi S.p.A., with the aim of recapitalising ISM Investimenti S.p.A., waived financial receivables due from the subsidiary for a nominal value of €8.5 million, allocating them to a special reserve for the future capital increase of Immsi.

Industrial sector

In thousands of Euros	*30.09.2024*	*as a %*	*30.09.2023*	*as a %*	*Change*	*as a %*
Net revenues (*)	1,357,187		1,619,225		-262,038	-16.2%
Operating income before depreciation and amortisation (EBITDA)	234,274	17.3%	269,254	16.6%	-34,980	-13.0%
Operating income (EBIT)	129,352	9.5%	160,107	9.9%	-30,755	-19.2%
Profit before tax	90,818	6.7%	129,861	8.0%	-39,043	-30.1%
Profit (loss) for the period including minority interests	62,210	4.6%	85,708	5.3%	-23,498	-27.4%
Group earnings for the period (which may be consolidated)	31,496	2.3%	43,393	2.7%	-11,897	-27.4%
Net debt	-461,220		-389,164		-72,056	-18.5%
Personnel (number)	5,858		6,016		-158	-2.6%

(*) with reference to the industrial sector, following the contractual changes made from 2024 to the sell-out promotions for the Indian market, the costs of the aforementioned promotions, previously allocated to the provision of services, are now allocated as a deduction of revenues. Although the value is to be considered negligible, €7 million was reclassified from cost of services to lower revenue in the first quarter of 2023, in order to allow for a better comparability with 2024 figures.

In the first nine months of 2024, the Piaggio group sold 380,000 vehicles worldwide, recording a decrease of 16.4% compared to the first nine months of the previous year, when 454,400 vehicles had been sold.
Regarding product type, sales of Commercial Vehicles went up slightly (+0.2%), while sales of Two-Wheeler Vehicles declined (-20.5%).

In terms of consolidated turnover, the Group closed the first nine months of 2024 with lower net revenues compared to the same period of 2023 (-16.2%).
The reduction affected all markets: EMEA and Americas (-13.9%), Asia Pacific (-36.4%; -34.2% at constant exchange rates) and India (-0.7%; +0.8% at constant exchange rates).
As regards product type, the decline concerned Two-Wheeler vehicles to a greater extent (-17.9%) than Commercial Vehicles (-9.4%). As a result, the percentage of Commercial Vehicles accounting for overall turnover went up from 20.2% in the first nine months of 2023 to the current figure of 21.9%; vice versa, the percentage of Two-Wheeler vehicles fell from 79.8% in the first nine months of 2023 to the current figure of 78.1%.

EBITDA decreased and was equal to €234.3 million at 30 September 2024 (€269.3 million in the first nine months of 2023). In relation to turnover, EBITDA grew and was equal to 17.3% (16.6% in the first nine months of 2023).

Operating income (EBIT) amounted to €129.4 million, decreasing compared to the first nine months of 2023; in relation to turnover, EBIT was equal to 9.5% (9.9% in the first nine months of 2023).

Profit before tax for the period amounted to €90.8 million (€129.9 million in the third quarter of 2023), impacted by net financial borrowing costs of €38.5 million (€30.2 million at 30 September 2023). The deterioration is mainly due to the rise in interest rates on debt, mainly related to the new bond issue in October 2023, exacerbated by the negative impact of the result of investments and currency management.

Income taxes for the period are estimated to be €28.6 million, equivalent to 31.5% of profit before tax.

Net profit stood at €62.2 million (4.6% of net revenues), and was down on the figure for the same period of the previous year which amounted to €85.7 million (5.3% of turnover).

Marine sector

In thousands of Euros	*30.09.2024*	*as a %*	*30.09.2023*	*as a %*	*Change*	*as a %*
Net revenues	32,075		17,578		14,497	82.5%
Operating income before depreciation and amortisation (EBITDA)	-5,815	-18.1%	-6,778	-38.6%	963	14.2%
Operating income (EBIT)	-6,685	-20.8%	-7,775	-44.2%	1,090	14.0%
Profit before tax	-10,864	-33.9%	-11,542	-65.7%	678	5.9%
Profit (loss) for the period including minority interests	-8,343	-26.0%	-8,784	-50.0%	441	5.0%
Group earnings for the period (which may be consolidated)	-6,049	-18.9%	-6,369	-36.2%	320	5.0%
Net debt	-93,119		-76,851		-16,268	-21.2%
Personnel (number)	219		213		6	2.8%

With reference to the income data of the **marine sector** (Intermarine S.p.A.), during the first nine months of 2024, net sales revenues (consisting of sales and changes in work in progress) amounted to €32.1 million, compared to €17.6 million in the corresponding period of 2023. Production progress, including research and development, and the completion of constructions and deliveries, concerned in particular:

- the Defence division, with €19.6 million (8.2 million in the first nine months of 2023), mainly attributable to progress with the job order for the modernisation of Gaeta Class minesweepers for the Italian Navy, as well as the development of studies and experimental tests on new-generation minesweepers for the same Navy, and activities for repairs/refitting/modernisation of the Navy's Termoli-class minesweepers.
- The Fast Ferries and Yacht divisions, with a total of €12.5 million (€9.4 million in the first nine months of 2023), for the construction of a first passenger vessel and start of a second unit for a leading shipowner on the Italian market, as well as the design work for a job order with the Fire Brigade.

In relation to the above, a negative EBIT of €6.7 million was recorded in the first nine months of 2024, compared to a negative €7.8 million in the corresponding period of the previous year. A pre-tax loss of €10.9 million was recorded (compared to a loss of €11.5 million in the corresponding period of 2023), while the net loss for consolidation purposes for the Immsi Group at 30 September 2024 was equal to €6 million, compared to a loss of €6.4 million recorded in the corresponding period of the previous year.

Following the finalisation of the administrative aspects of the contract signed on 26 July 2024 with NAVARM for the supply of new generation coastal minesweepers (CNG/C) and related integrated logistic support, the total value of the company's portfolio of orders came to approximately €1,220.2 million at 30 September 2024 (split between the Defence division for €1,166.3 million and the Fast

Ferries and Yacht divisions for €53.9 million), represented by the residual portion of outstanding contracts yet to be developed in terms of production value.

Net financial debt, equal to €93.1 million at 30 September 2024, increased, mainly due to investments made to expand the production site at Sarzana, compared to the balance at 31 December 2023, equal to €78.6 million, and the balance at 30 September 2023, equal to €76.9 million.

In the first half of 2024, the direct parent company RCN Finanziaria S.p.A., with the aim of recapitalising Intermarine S.p.A., waived financial receivables due from the subsidiary for a nominal value of €6.7 million, allocating them to a special reserve for the future capital increase of RCN.

Events occurring after 30 September 2024 and operating outlook

Forecasts are closely linked to the need for geopolitical and economic stability that may have a positive impact on consumers' propensity to buy.

With reference to the **property and holding sector**, the subsidiary Is Molas S.p.A., in particular, will continue activities aimed at marketing and renting the complex built, and at increasing the resort's customers in its new design proposal for accommodation, golf and the Is Molas Beach Club.

With regard to the operating outlook for the **industrial sector**, the Piaggio group, thanks to a portfolio of iconic brands, has confirmed it is continuing to pursue margin and productivity targets in the management of production, logistics and procurement costs and in the management of all international markets, focussing its financial resources on growth. Light mobility is becoming a game-changer for the growing problems of large urban areas and this is a success factor for the Piaggio group.
In view of this, the investments planned for new products in the two-wheeler and commercial vehicle sectors and the consolidation of the commitment to ESG issues are confirmed. In Italy, major investment plans have been outlined for the next few years, so as to be ready also for the ongoing energy transition. The decision to verticalize the development and production of strategic assets will be key to dealing efficiently with new technologies.

With reference to the **marine sector,** during the third quarter of 2024, the administrative procedures for the important contract signed on 26 July 2024 between Intermarine S.p.A. and Leonardo S.p.A. were finalised. The contract - as a Temporary Joint Venture - with NAVARM - the Naval Armaments Directorate of the General Secretariat of Defence and the National Armaments Directorate, is for the supply of new generation coastal minesweepers (CNG/C) and related integrated logistic support, worth 1.6 billion for the construction of 5 units and approximately 1 billion in options for the completion of the programme. Intermarine's share is around 73% of the total contract value.
The start of the programme will enable the Italian Navy to have highly innovative minesweepers that, thanks to the most modern construction techniques and advanced combat system solutions capable of guaranteeing a high level of integration and automation of operations, will be unique worldwide in terms of operational capabilities and cutting-edge technologies in the specialised sector of assets for control, defence of the seabed and critical underwater infrastructures.
Intermarine's objectives are now focussed on developing the recently acquired contracts and starting the important order, mentioned above, with the Italian Navy, which guarantees a significant increase in the orders portfolio and consequently conditions that will optimise production capacity for the coming years. In addition, commercial activities will continue in all the company's *operating* segments, as it seeks further favourable market opportunities.