



RINO MASTROTTO

H1-26 RESULTS PRESENTATION

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1. BUSINESS UPDATE AND KEY FINANCIAL INFORMATION

MAIN RESULTS

172mil€

H1 2026 Net Sales

30mil€

H1 2026 Adj EBITDA

17%

H1 2026 Adj. EBITDA
Margin

96%

Cash conversion¹

CURRENT TRADING KEY UPDATES

- ✓ Net Sales H1'26: + 8% vs H1'25 (+3% organic)
 - Q2 growing +10% yoy (+6% organic)
 - July monthly performance further accelerating (+24% yoy, +12% organic)
- ✓ Adj CF before debt service H1 2026: + 19mil€ vs H1 2025
- ✓ Available liquidity: c. 135mil€

Source: Financial Statements, Internal Management backup.

Notes: (1) (Adjusted EBITDA – Maintenance Capex) / Adjusted EBITDA.

REVENUES BREAKDOWN

END-MARKETS H1-2026



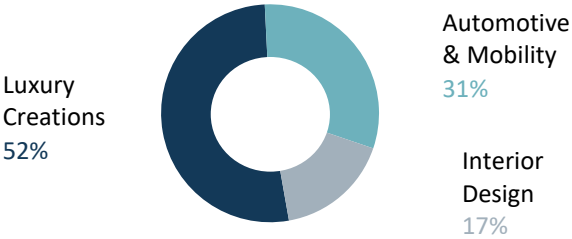
PRODUCTS H1-2026



GEOGRAPHIES¹ H1-2026



END-MARKETS H1-2025



PRODUCTS H1-2025



GEOGRAPHIES¹ H1-2025



Source: Financial Statements, Internal Management backup.
Notes: (1) By country of client location, which in turn sell all over the world; (2) Mainly including Czech Republic, Romania, Slovakia, China, Lithuania

Key Results in H1'26

Net Sales

- Consolidated Net Sales of 172mil€, +8% vs last year (+10% Q2 2026 Vs Q2 2025) or +3% excluding the contribution of Conceria Superior and Tannerie Limoges (the “Acquisitions”).
- BU Luxury growing 18% yoy in H1 2026 (+21% Q2 2026 Vs Q2 2025) or +8% excluding the contribution of the Acquisitions, mainly thanks to positive rebound of the growth of the Leather business and the Textile & Components business.
- BU Automotive & Mobility showed a slight reduction in sales of 4% due to the anticipated phase-in phase-out dynamics of contracts. Performance is fully in line with budget, as compared to prior year are more skewed toward the second half of the year.
 - Relevant new programs have been awarded to Rino Mastrotto by key OEMs, providing good visibility on the future growth of the division.
- BU Interior Design remained in line vs last year.

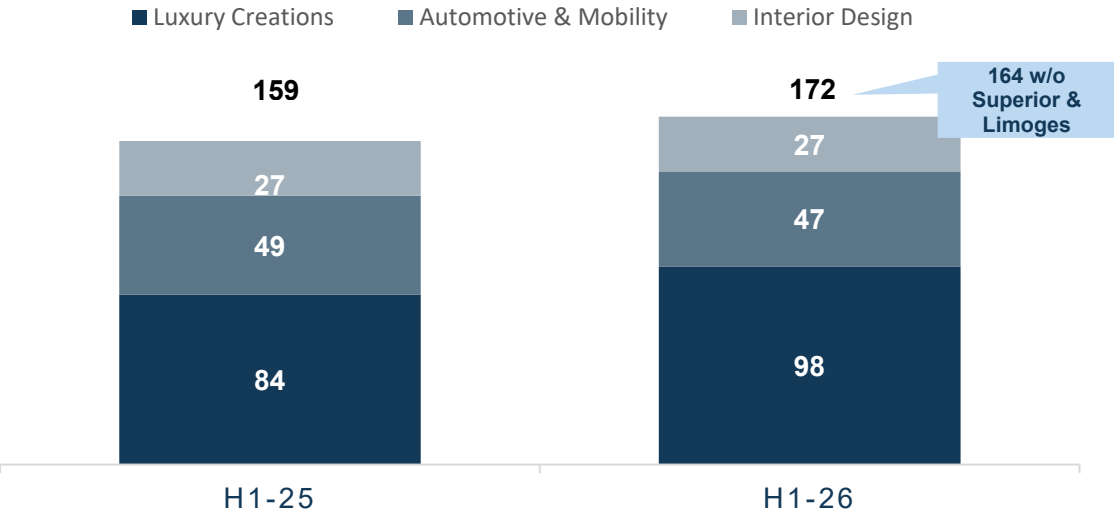
PROFITABILITY

- Consolidated contribution margin stood at 106mil€, accounting for 62% of Net Sales higher vs H1'25, thanks to positive contribution of the textile and components business (carrying higher profitability) and a review of group purchasing activities. Excluding the Acquisitions, contribution margin stood at 63%, i.e., + 2 p.p. vs PY.
- Adjusted EBITDA of 30mil€, in line with PY, with 17% adj. EBITDA margin. . Of note, when excluding the Acquisitions, adj. EBITDA margin stood at 19% reflecting continuous profitability improvement.
- In Q2 2026, the Adjusted EBITDA has grown by 7% yoy, thanks primarily to strong sales rebound, better mix and the phase-in of optimization initiatives.
- Over the first half of 2026 personnel costs recorded an increase mainly due to (i) business mix, (ii) collective contracts renegotiation in Italy, Sweden and Brazil and (iii) selected hirings in order to reinforce strategic commercial and business areas.

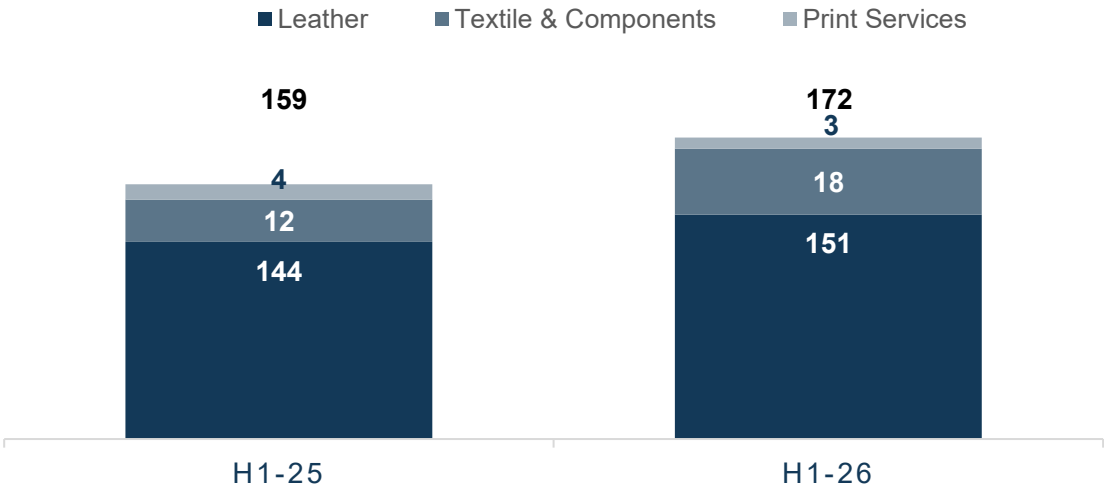
CASH FLOW

- Adj. Cash Flow before debt service of 29mil€ vs (10mil€ in 2025) thanks to:
 - Rigid review of receivables, payables and inventory, resulting in a shift from a 12mil€ cash absorption in H1 2025 to 5mil€ cash generation in H1 2026.
 - Strict control of the capex spending with extraordinary items such as the new headquarter being completed.
- Solid liquidity basket at 135mil€, of which 45mil€ cash available, 50mil€ RCF and 40mil€ available bank facilities.
- Total net debt as of June of €285, Financial further improving in July at €278m, €14m lower than Dec-25.

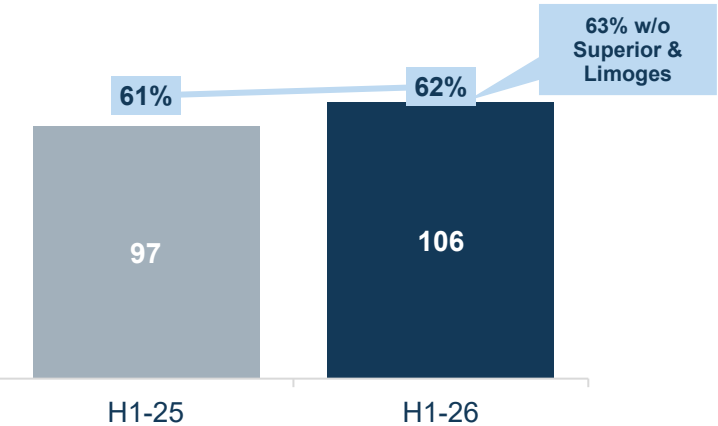
NET SALES BY BUSINESS UNIT (mil€) ¹



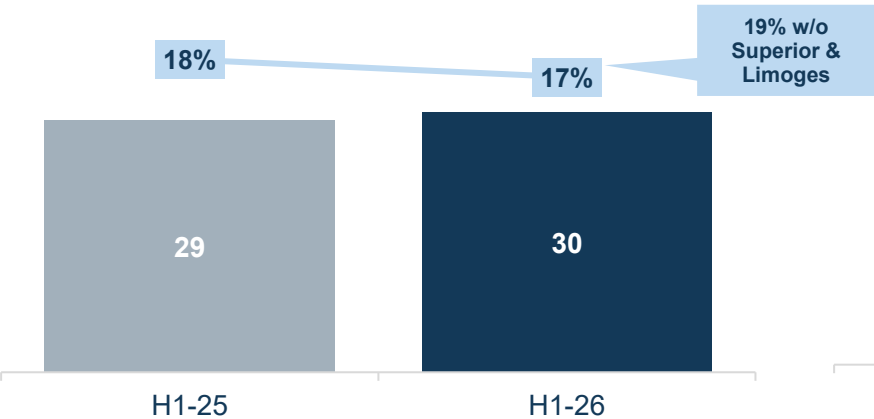
NET SALES BY PRODUCT (mil€) ¹



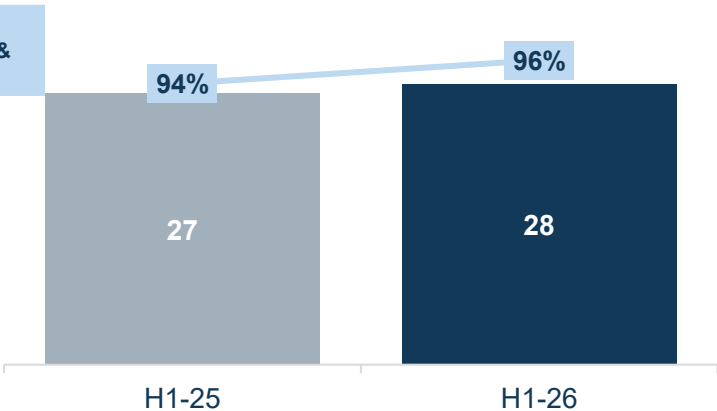
CONTRIBUTION MARGIN² (mil€) & AS % OF REVENUES



ADJUSTED EBITDA (mil€) & ADJUSTED EBITDA MARGIN (%)



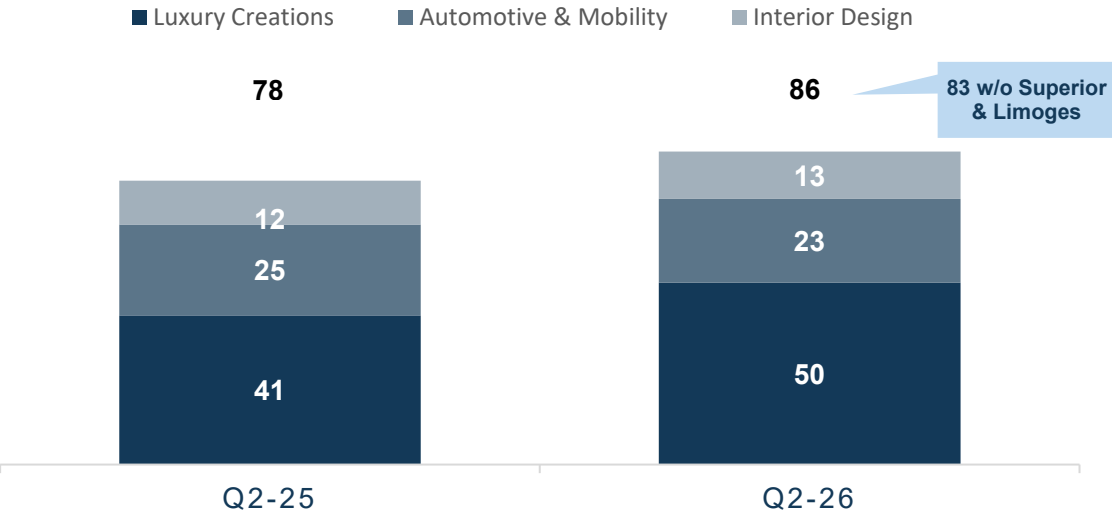
ADJUSTED FREE OPERATING CASH FLOW³ (mil€) & CASH CONVERSION⁴ (%)



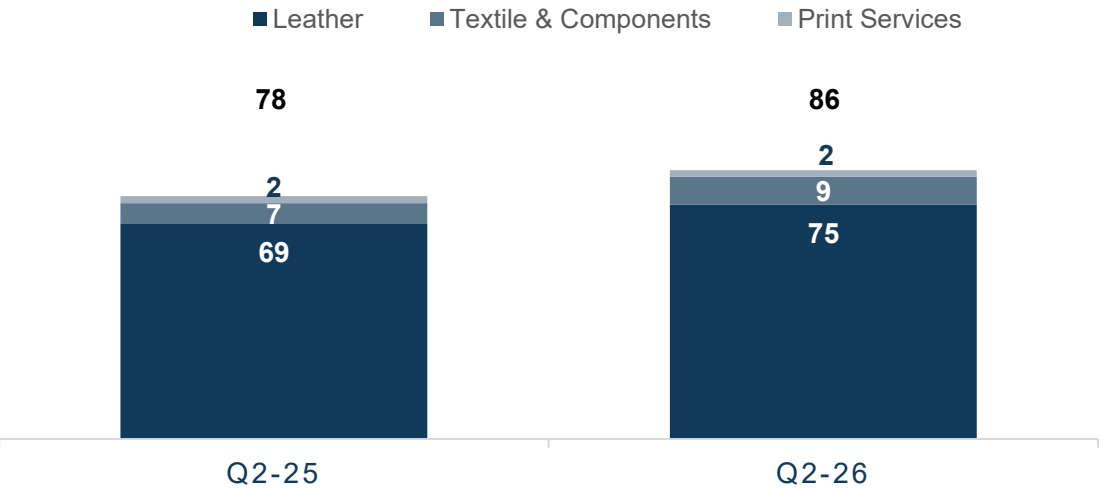
Sources: Financial Statements, Internal Management backup.

Notes: (1) Core business revenues excludes the revenues of discontinued business; (2) Revenues – raw materials +/- changes in inventory; (3) Adjusted EBITDA - Maintenance Capex; (4) (Adjusted EBITDA – Maintenance Capex) / Adjusted EBITDA

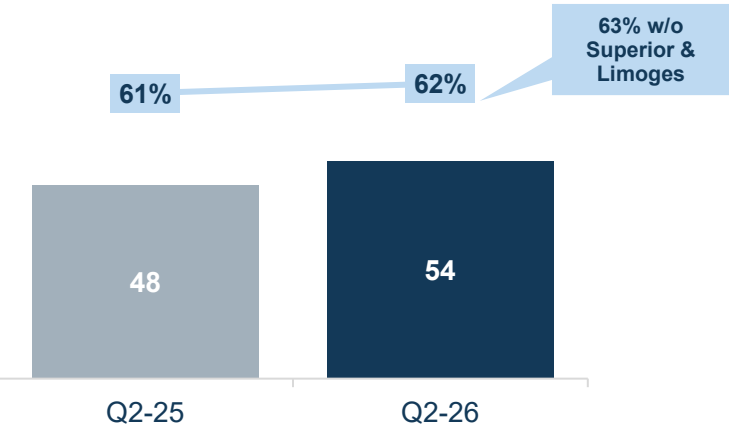
NET SALES BY BUSINESS UNIT (mil€) ¹



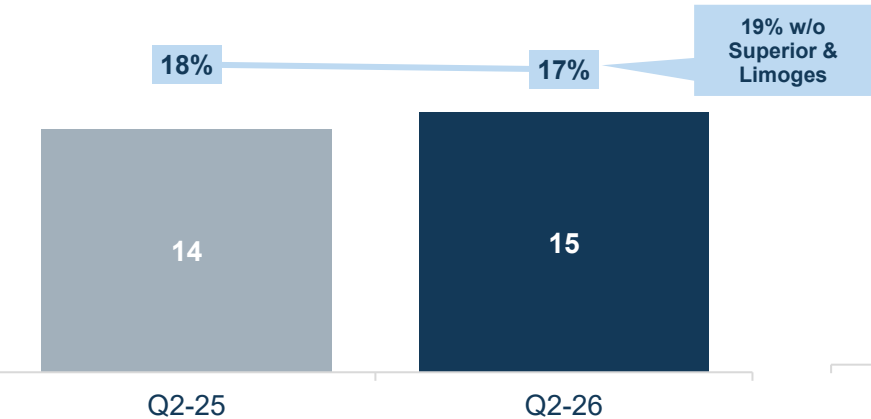
NET SALES BY PRODUCT (mil€) ¹



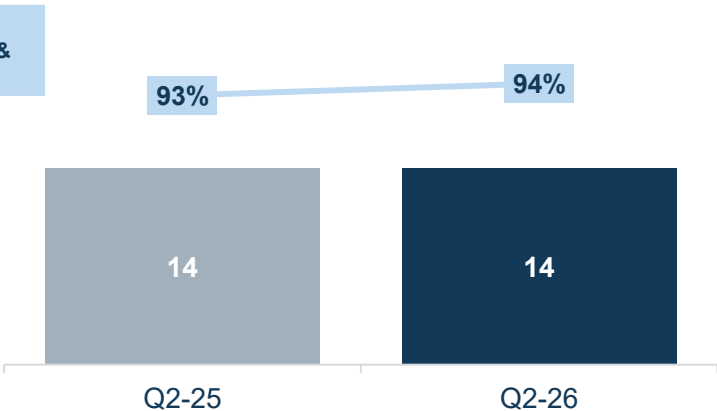
CONTRIBUTION MARGIN² (mil€) & AS % OF REVENUES



ADJUSTED EBITDA (mil€) & ADJUSTED EBITDA MARGIN (%)



ADJUSTED FREE OPERATING CASH FLOW³ (mil€) & CASH CONVERSION⁴ (%)



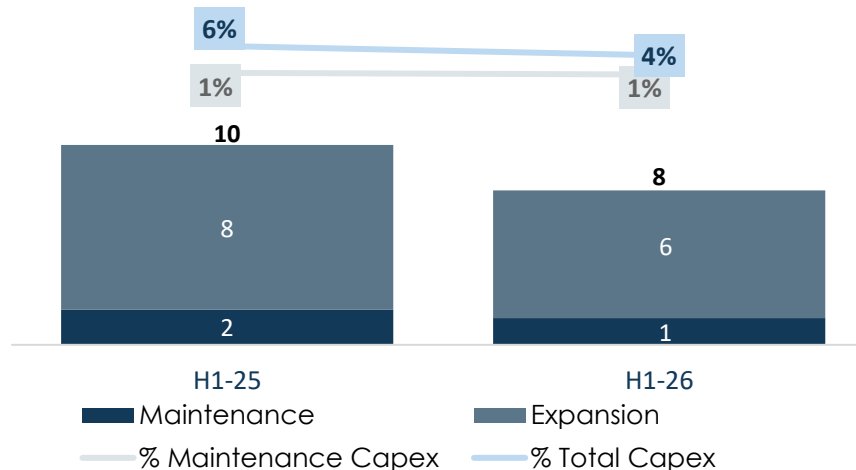
Sources: Financial Statements, Internal Management backup.

Notes: (1) Core business revenues excludes the revenues of discontinued business; (2) Revenues – raw materials +/- changes in inventory; (3) Adjusted EBITDA - Maintenance Capex; (4) (Adjusted EBITDA – Maintenance Capex) / Adjusted EBITDA

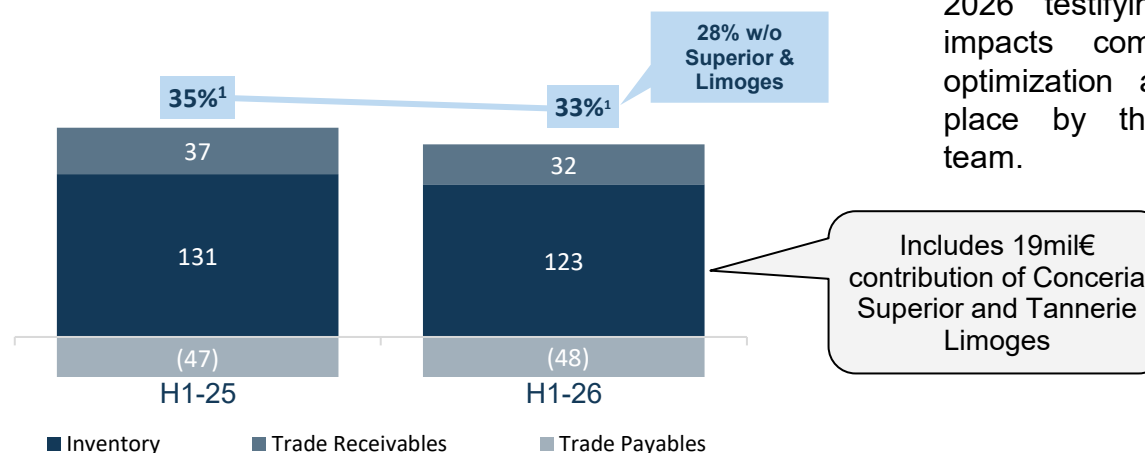
CASH FLOW (mil€)

€m	H1-25	FY-25	H1-26
Adjusted EBITDA	29	55	30
% Revenues	18%	17%	17%
Maintenance Capex	(2)	(4)	(1)
Adj. Free Operating Cash Flow	27	51	28
% Cash Conversion	94%	92%	96%
Change in NWC	(12)	(7)	5
Operating Cash Flow	15	45	33
% Cash Conversion	53%	82%	113%
Expansion Capex	(5)	(11)	(5)
HQ Capex	(3)	(6)	(1)
Income tax paid	-	(5)	-
Adj. Cash Flow before debt service	10	23	29

CAPEX (mil€) & as % of Revenues



Trade working capital (mil€) as % of Revenues



Key considerations

- H1-26 cash conversion at 94% of Adjusted EBITDA thanks to limited Maintenance capex
- €5m cash generation from TWC and limited capex result in an Adj. cash flow before debt service of 29mil€ (+ 19mil€ vs PY)
- When excluding the Acquisitions TWC decreased from €103mil in 2025 to €88 in 2026 testifying the positive impacts coming from the optimization activities put in place by the management team.

Source: Financial Statements, Internal Management backup.

mil€	2026-06
Cash and cash equivalents & other current financial assets	(46)
Senior secured indebtedness	320 ¹
Total senior secured net debt	274
Other loans	11 ²
Total net debt	285
Net leverage	4.5x
LTM Structuring adjusted EBITDA	63

€7m lower than Dec-25 further improving in July (€278m, €14m lower than Dec-25)

Source: Financial Statements, Internal Management backup.

Notes: (1) This amount does not include the add-back of amortizing capitalized costs; (2) This amount includes 4,6 mil€ of Superior & Limoges indebtedness

2. Q&A

3.

APPENDIX

PROFIT & LOSS

	H1-25	H1-26	Δ H1-26 VS. H1-25	Δ H1-26 VS. H1-25 (%)
Consolidated Net sales	159	172	13	8%
Raw Materials	(62)	(66)		
Contribution margin	97	106	9	9%
% Net Sales	61%	62%		
Overhead industrial costs	(59)	(68)	(8)	
SG&A	(22)	(24)	(2)	
Adjustments	6	7	1	
Add-back industrial D&A (*)	7	8	1	
Adjusted EBITDA	29	30	1	4%
% Net Sales	18%	17%		

Source: Managerial P&L

Other details in Interim Consolidated Financial Report

(*) included in Overheads industrial costs

BALANCE SHEET

Assets (mil€)	FY-25	H1-26
Goodwill	168	161
Intangible assets	60	57
Property, plant and equipment	129	128
Investment in subsidiaries and other companies	2	3
Non-current tax receivables	7	7
Other non-current financial assets	1	-
Non-current Assets	367	357
Inventories	126	123
Trade receivables	32	32
Other current financial assets	-	-
Current tax receivables	12	11
Deferred tax assets	4	4
Other receivables	3	3
Prepaid expenses and accrued income	2	2
Cash and cash equivalents	44	46
Current Assets	222	221
Total Assets	589	577

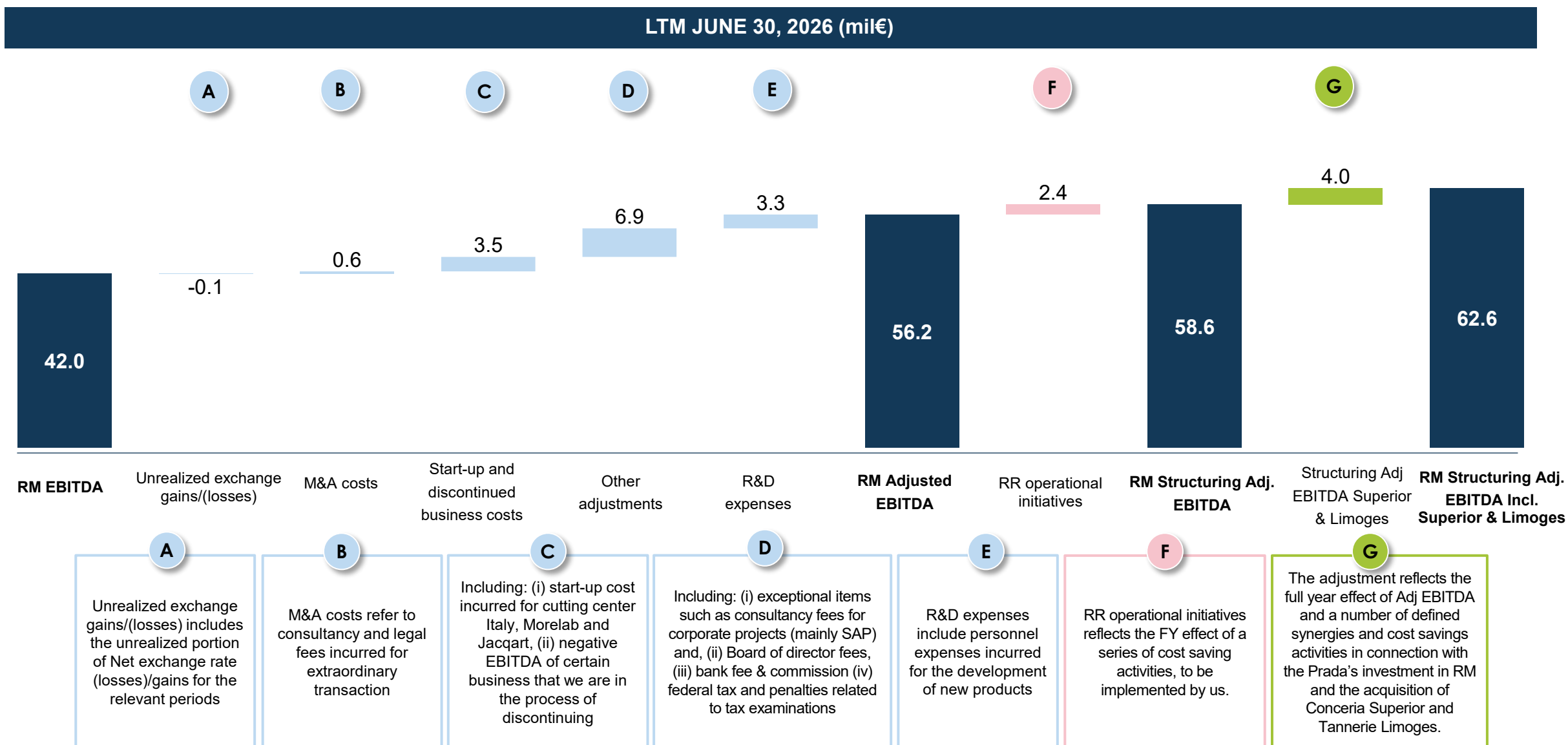
Equity and Liabilities (mil€)	FY-25	H1-26
Share capital	39	39
Reserves	94	97
Retained earnings	29	12
Profit for the period	(16)	(11)
Equity attributable to shareholders of the parent company	145	136
Equity attributable to non-controlling interests	17	17
Total Equity	162	154
Deferred tax liabilities	18	17
Employee benefits	5	5
Provision for risks and charges	2	-
Non-current borrowings	312	312
Non-current other financial liabilities	1	0
Other non-current liabilities	-	0
Non-current tax liabilities	-	-
Non-current Liabilities	338	335
Current borrowings	13	9
Current other financial liabilities	-	1
Trade payables	48	48
Tax liabilities	3	1
Social security payables	5	3
Other liabilities	19	23
Accrued expenses	2	2
Current Liabilities	90	88
Total Equity and Liabilities	589	577

CASH FLOW

mil€	FY-25	H1-26
Profit for the year	16	(10)
Income taxes	2	0
Financial expenses	25	13
Financial income	(1)	(0)
Result from investments accounted for using the equity method	(1)	(1)
(Gains) from disposal of assets, net	-	-
Depreciation and amortization	30	19
Non-monetary adj. w/o a counterpart in working capital	(2)	(0)
Change in the scope of Consolidation	2	-
Increase/(decrease) in provisions and employee benefits	-	(1)
Decrease (increase) of inventories	9	3
Decrease (increase) of trade receivables	(8)	0
Decrease (increase) of trade payables	(2)	(0)
Other working capital items	(6)	2
(Income tax paid)	(4)	-
(Interests paid)	(24)	(12)
Dividends received from joint venture	(1)	-
Net cash flow (used in) operating activities (A)	5	14

mil€	FY-25	H1-26
(Payments) for Property, plant and equipment	(21)	(7)
Proceeds on disposal of Property, plant and equipment	-	-
(Payment) for intangible assets	(1)	(1)
Proceeds on disposal of intangibles asset	-	-
(Investment in financial asset)	-	-
Proceeds on disposal of intangible assets	-	--
Business combinations, net of cash acquired	-	
Net cash flow (used in) operating activities (B)	(22)	(8)
Proceeds/(repayment) from credit lines	-	-
Proceeds/(repayment) of other financial liabilities	(1)	0
Proceeds from borrowings	-	-
Repayment of borrowings	(1)	(4)
Capital increase	5	-
Dividends paid to non-controlling interests	-	(0)
Net cash flow from / (used in) financial activities (C)	3	(4)
(Decrease)/Increase of cash and cash equivalents (A±B±C)	(13)	2
Cash and cash equivalents at beginning of the year	57	44
Cash and cash equivalents at the end of the year	44	46

Source: Financial Statements, Internal Management backup.



Source: Financial Statements, Internal Management backup



Thank you