Q2 2021 RESULTS



MARANELLO, AUGUST 2, 2021

SAFE HARBOR STATEMENT

This document, and in particular the section entitled "Upward revised 2021 guidance on industrial free cash flow from ~€350M to ~€450M", contain forward-looking statements. These statements may include terms such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "continue", "remain", "on track", "successful", "grow", "design", "target", "objective", "goal", "forecast", "projection", "outlook", "prospects", "plan", "guidance" or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group's current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them.

Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group's ability to preserve and enhance the value of the Ferrari brand; the success of the Group's Formula 1 racing team and the expenses the Group incurs for its Formula 1 activities, the impact of the application of the new Formula 1 regulations progressively coming into effect in 2021 and 2022, the uncertainty of the sponsorship and commercial revenues the Group generates from its participation in the Formula 1 World Championship, including as a result of the impact of the Covid-19 pandemic, as well as the popularity of Formula 1 more broadly; the effects of the evolution of and response to the Covid-19 pandemic; the Group's ability to keep up with advances in high performance car technology and to make appealing designs for its new models; Group's ability to preserve its relationship with the automobile collector and enthusiast community; changes in client preferences and automotive trends; changes in the general economic environment, including changes in some of the markets in which the Group operates, and changes in demand for luxury goods, including high performance luxury cars, which is highly volatile; competition in the luxury performance automobile industry; the Group's ability to successfully carry out its growth strategy and, particularly, the Group's ability to grow its presence in China and other growth markets; the Group's low volume strategy; global economic conditions, pandemics and macro events; reliance upon a number of key members of executive management and employees, and the ability of its current management team to operate and manage effectively; the impact of increasingly stringent fuel economy, emission and safety standards, including the cost of compliance, and any required changes to its products; the challenges and costs of integrating hybrid and electric technology more broadly into Group's car portfolio over time; the performance of the Group's dealer network on which the Group depend for sales and services; increases in costs, disruptions of supply or shortages of components and raw materials; disruptions at the Group's manufacturing facilities in Maranello and Modena;; the effects of Brexit on the UK market; the performance of the Group's licensees for Ferrari-branded products; the Group's ability to protect its intellectual property rights and to avoid infringing on the intellectual property rights of others; the ability of Maserati, the Group's engine customer, to sell its planned volume of cars; the Group's continued compliance with customs regulations of various jurisdictions; product recalls, liability claims and product warranties; the adequacy of its insurance coverage to protect the Group against potential losses; the Group's ability to ensure that its employees, agents and representatives comply with applicable law and regulations; the Group's ability to maintain the functional and efficient operation of its information technology systems and to defend from the risk of cyberattacks, including on its in-vehicle technology; the Group's ability to service and refinance its debt; the Group's ability to provide or arrange for adequate access to financing for its dealers and clients, and associated risks; labor relations and collective bargaining agreements; exchange rate fluctuations, interest rate changes, credit risk and other market risks; changes in tax, tariff or fiscal policies and regulatory, political and labor conditions in the jurisdictions in which the Group operates, including possible future bans of combustion engine cars in cities and the potential advent of self-driving technology; potential conflicts of interest due to director and officer overlaps with the Group's largest shareholders; and other factors discussed elsewhere in this document.

The Group expressly disclaims and does not assume any liability in connection with any inaccuracies in any of the forward-looking statements in this document or in connection with any use by any third party of such forward-looking statements. Any forward-looking statements contained in this document speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company's financial results, is included in the Company's reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

CONTINUING STRONG MOMENTUM ACROSS ALL REGIONS

Solid set of results, with a robust EBITDA[1] margin at 37.4% thanks to rich mix. Sound industrial FCF[1] generation at €113M

2021 guidance on industrial free cash flow improved to ~€450M from ~€350M

Record order intake across all models and regions

3 unveilings in the quarter

Acclaimed first Ferrari fashion show

Reopening of Cavallino Restaurant

Benedetto Vigna appointed as CEO





Note: (1) Refer to notes to the presentation in the Appendix

ENRICHING THE FERRARI OFFERING AND CUSTOMER BASE

Special series 812 Competizione and 812 Competizione A already sold out prior to the unveiling

296 GTB, first V6 hybrid Ferrari at the apex of fun to drive experience

New-to-Ferrari owners are 60% of orders for entry level models in H1 2021

Rejuvenating the in-the-forties customer base thanks to new-to-Ferrari owners

Female owners nearly doubled in the past 4 years (Mainland China leading this growth)

Ferrari fashion show and Cavallino reopening: 180 million reach, 85% in 18-34 age range





Capital Markets Day

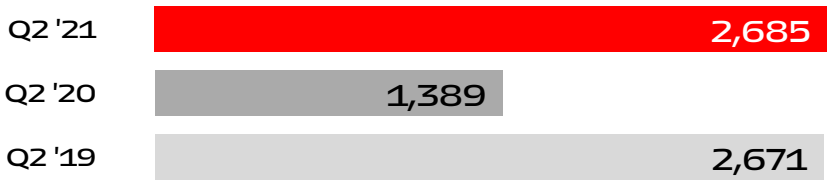
June 16, 2022

Maranello

Q2 2021 HIGHLIGHTS

SHIPMENTS[2]

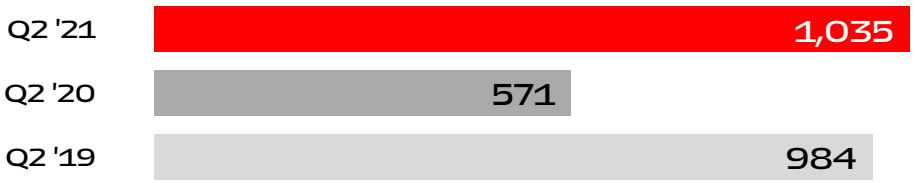
(UNITS)



1.9x vs '20
+0.5% vs '19

NET REVENUES

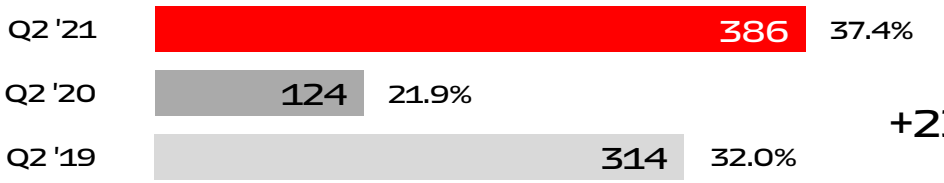
(€M)



1.8x vs '20
+5.2% vs '19

EBITDA[1]

(€M and margin %)



3.1x vs '20
+23.0% vs '19

EBIT

(€M and margin %)



11.9x vs '20
+14.8% vs '19

DILUTED EARNINGS PER SHARE[1]

(€)



27.8x vs '20
+15.6% vs '19

INDUSTRIAL FREE CASH FLOW[1]

(€M)



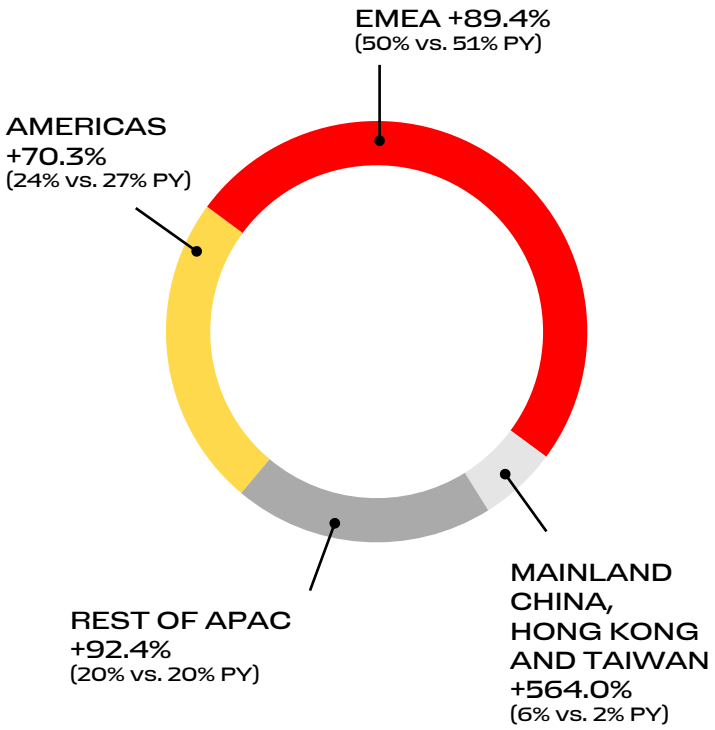
n.m. vs '20
-18.7% vs '19

Note: (1) (2) (3) Refer to notes to the presentation in the Appendix

Q2 2021 – SHIPMENTS[2]

SHIPMENTS BY REGION[4]

(Q2 2021 VS. Q2 2020)

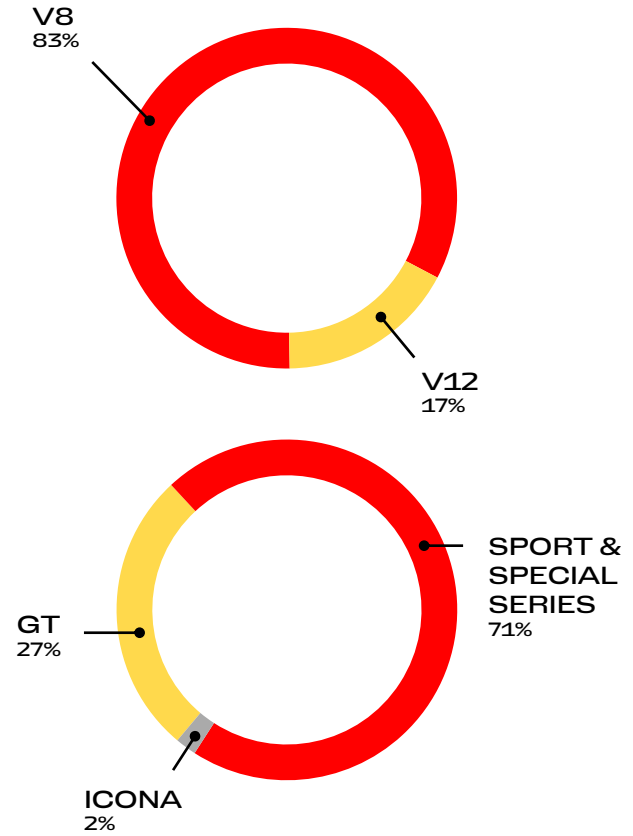


Total shipments almost doubled vs. Q2 2020, heavily impacted by the 7-week production and delivery suspension due to Covid-19 pandemic:

- F8 family and 812 GTS driving deliveries together with SF90 Stradale and Ferrari Roma, which reached global distribution
- Monza SP1 and SP2 continued to be delivered in line with planning
- First deliveries of Ferrari Portofino M
- Mainland China, Hong Kong and Taiwan, up 141 units, boosted by the arrival of new models and accentuated by easy comparison vs. prior year[5]

SHIPMENTS BREAKDOWN

(Q2 2021)



STRONG ORDER BOOK WELL INTO 2022

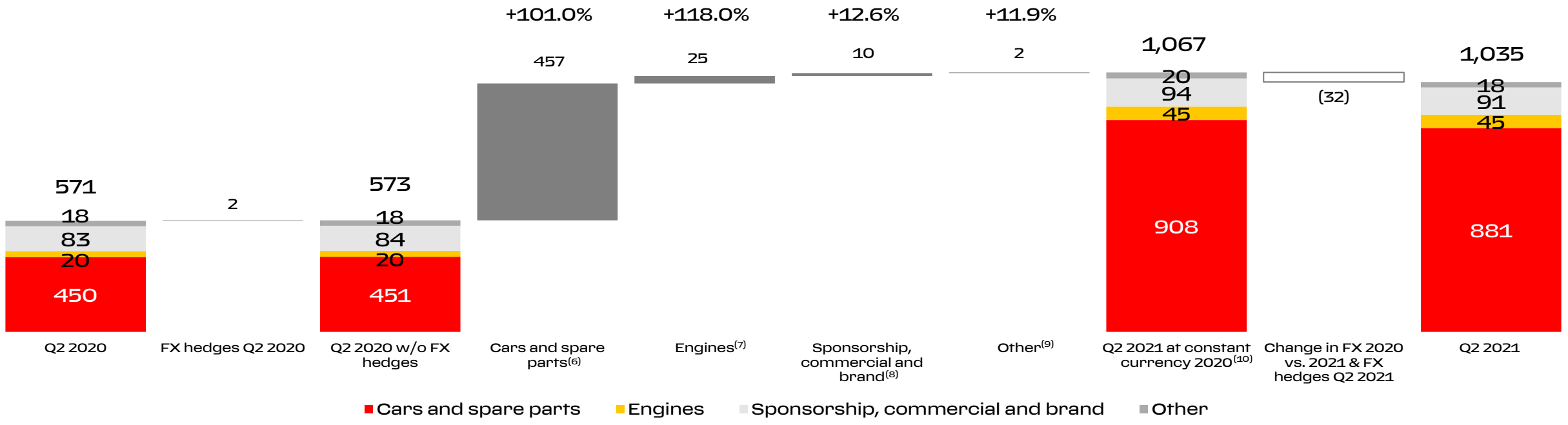
Note: (2) (4) (5) Refer to notes to the presentation in the Appendix

NET REVENUES BRIDGE
Q2 2020 – 2021

(€M)

Net revenues reported **+81.2%**

Net revenues at constant currency[10] **+86.0%**

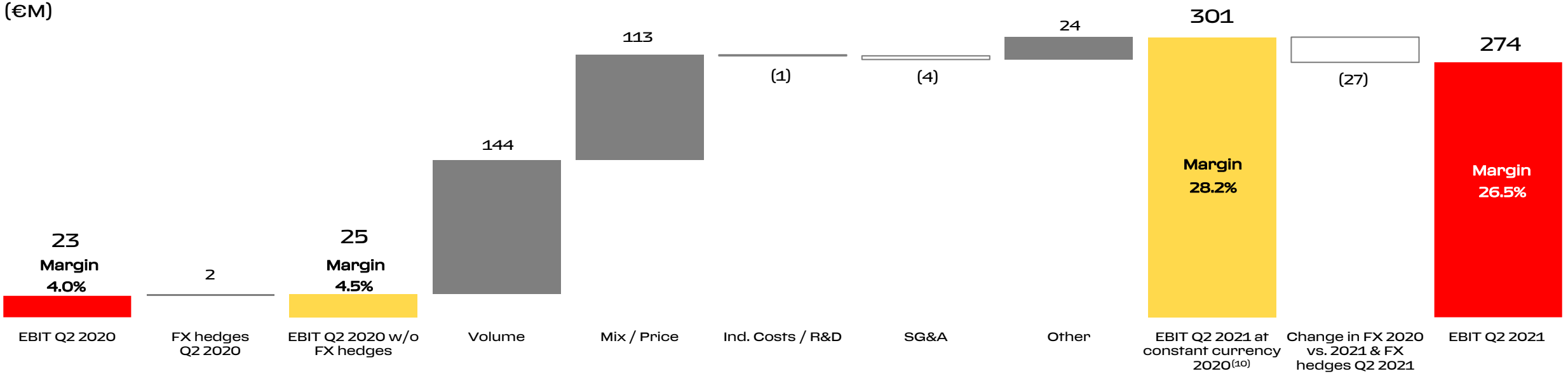


- Cars and spare parts: increase boosted by easy comparison on volume, strong enrichment of product mix and personalizations
- Engines: improvement due to higher shipments to Maserati and, to a lesser extent, to rental of engines to other Formula 1 racing teams
- Sponsorship, commercial and brand: increase attributable to the more favorable Formula 1 calendar and brand-related activities, but lower prior year ranking
- Currency: negative impact, mainly USD

Note: (6) (7) (8) (9) (10) Refer to notes to the presentation in the Appendix

EBIT BRIDGE
Q2 2020 – 2021

(€M)



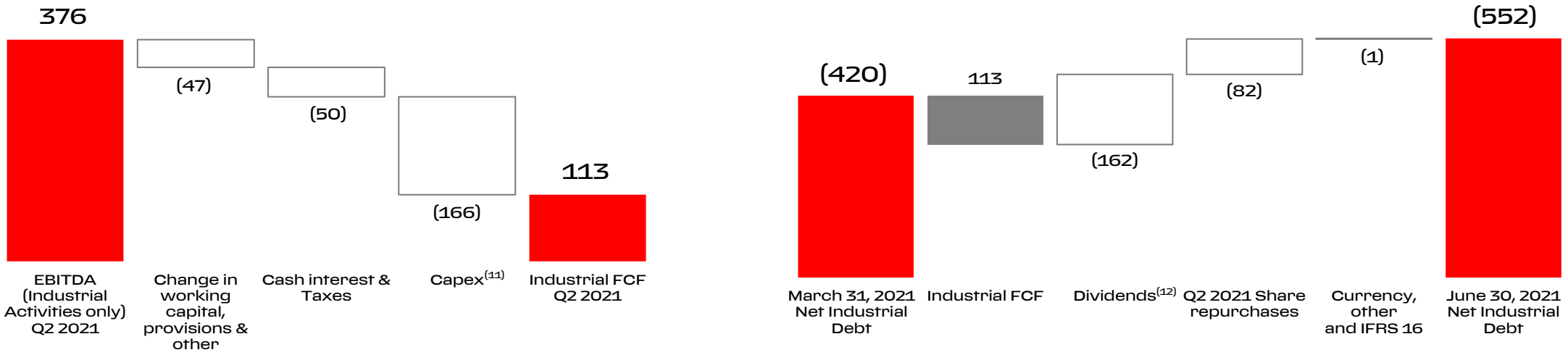
EBITDA(1)	EBITDA(1)	EBITDA(1)	EBITDA(1)
124	126	413	386
21.9%	22.2%	38.8%	37.4%

- Volume: shipments almost doubled due to easy comparison
- Mix / price: strong contribution from the richer product mix thanks to SF90 Stradale and Ferrari Monza along with personalizations
- Industrial costs / R&D: in line with prior year, which included the full cost of employees' paid days of absence during the Covid-19 production suspension
- SG&A: mainly reflecting communication and marketing activities of recent unveilings and lifestyle events
- Other: more favorable Formula 1 calendar, higher contribution from brand-related and other supporting activities as well as from sales to Maserati, but lower prior year ranking

Note: (1) (10) Refer to notes to the presentation in the Appendix

INDUSTRIAL FCF[1] AND NET INDUSTRIAL DEBT[1] BRIDGES MAR 31, 2021 – JUN 30, 2021

(€M)



Change vs. Q2 '20	+259	+88	(43)	(33)	+271		+271	+47	(82)	+7

- Working capital & other: mainly higher inventories and reversal of the Ferrari Monza advances
- Higher tax payment mainly to refer to the new Patent Box regime
- Capex progressing in line with full year guidance
- Multi-year share repurchase program: €95M executed year to date out of €150M fourth trance announced

Note: (1) (11) (12) Refer to notes to the presentation in the Appendix

UPWARD REVISED 2021 GUIDANCE ON INDUSTRIAL FREE CASH FLOW FROM ~€350M TO ~€450M

Core business sustained by volume and mix

Revenues from Formula 1 racing activities based on the announced calendar and reflecting lower 2020 ranking versus prior year

Brand-related activities dealing with Covid-19 challenges

Operational and marketing costs gradually resuming

Improved net working capital sustaining industrial free cash flow (advances on new special series and capex cadence)

(€B, unless otherwise stated)	2019 ACTUAL	2020 ACTUAL	2021 GUIDANCE[14]
NET REVENUES	3.8	3.5	~4.3
ADJ. EBITDA (margin %)	1.3 33.7%	1.1 33.0%	1.45-1.50 33.7%-34.9%
ADJ. EBIT (margin %)	0.9 24.4%	0.7 20.7%	0.97-1.02 22.6%-23.7%
ADJ. DILUTED EPS (€)	3.71	2.88[13]	4.00-4.20[15]
INDUSTRIAL FCF	0.7	0.2	~0.45

Note: (13) (14) (15) Refer to notes to the presentation in the Appendix

Q&A

Ferrari 812 competizione



APPENDIX



NOTES TO THE PRESENTATION

1. Reconciliations to non-GAAP financial measures are provided in the Appendix
2. Excluding the XX Programme, racing cars, one-off and pre-owned cars
3. Q2 2019 industrial free cash flow was supported by the collection of advances on the Ferrari Monza SP1 and SP2
4. Shipments geographic breakdown
   EMEA includes: Italy, UK, Germany, Switzerland, France, Middle East (includes the United Arab Emirates, Saudi Arabia, Bahrain, Lebanon, Qatar, Oman and Kuwait) and Rest of EMEA (includes Africa and the other European markets not separately identified);
   Americas includes: United States of America, Canada, Mexico, the Caribbean and Central and South America;
   Rest of APAC mainly includes: Japan, Australia, Singapore, Indonesia, South Korea, Thailand, India and Malaysia
5. Easy comparison due to 2019 accelerated deliveries in advance of the early implementation of new emission regulations
6. Includes net revenues generated from shipments of our cars, any personalization net revenues generated on cars, as well as sales of spare parts
7. Includes net revenues generated from the sale of engines to Maserati for use in their cars, and the revenues generated from the rental of engines to other Formula 1 racing teams
8. Includes net revenues earned by our Formula 1 racing team through sponsorship agreements and our share of the Formula 1 World Championship commercial revenues, as well as revenues generated through the Ferrari brand, including merchandising, licensing and royalty income
9. Primarily relates to financial services activities, management of the Mugello racetrack and other sports-related activities
10. The constant currency presentation eliminates the effects of changes in foreign currency (transaction and translation) and of foreign currency hedges
11. Excluding right-of-use assets recognized during the period in accordance with IFRS 16 – Leases
12. In May 2021 the Company paid Euro 149 million out of the total dividend distribution to owners of the parent and the remaining balance, which relates to withholding taxes, is expected to be paid in Q3 2021 as well as the dividend to NCI
13. Net of a tax benefit, with no cash impact on 2020, from the one-off partial step-up of the trademark's book value in accordance with the Italian tax regulations
14. Subject to trading conditions unaffected by further Covid-19 pandemic restrictions
15. Calculated using the weighted average diluted number of common shares as of December 31, 2020 (185,379 thousand)
16. Models not included in the total shipments' figure provided
17. Not including lease liabilities and other debt
18. Financial leverage is calculated as the ratio between Net Debt or Net Industrial Debt and Adjusted EBITDA or Adjusted EBITDA (Industrial Activities only)
19. Capitalized as intangible assets
20. For the three and six months ended June 30, 2021 and 2020 the weighted average number of common shares for diluted earnings per common share was increased to take into consideration the theoretical effect of the potential common shares that would be issued under the equity incentive plans
21. Free cash flow from industrial activities for the three and six months ended June 30, 2021 includes Euro 13 million related to withholding taxes and dividends to NCI, which are expected to be paid in Q3 2021. Free cash flow from industrial activities for the three and six months ended June 30, 2020 includes Euro 14 million related to withholding taxes, which were paid in Q3 2020.

STRONG TRACK-RECORD IN NEW MODELS INTRODUCTION

RANGE MODELS INTRODUCED

Model / year of delivery	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SPORT RANGE																
599 GTB Fiorano																
458 Italia																
458 Spider																
F12berlinetta																
488 GTB																
488 Spider																
812 Superfast																
F8 Tributo																
SF90 Stradale																
812 GTS																
F8 Spider																
SF90 Spider																
296 GTB																
GRAN TURISMO RANGE																
California																
FF																
California 30																
California T																
GTC4LUSSO																
GTC4LUSSO T																
Ferrari Portofino																
Ferrari Roma																
Ferrari Portofino M																

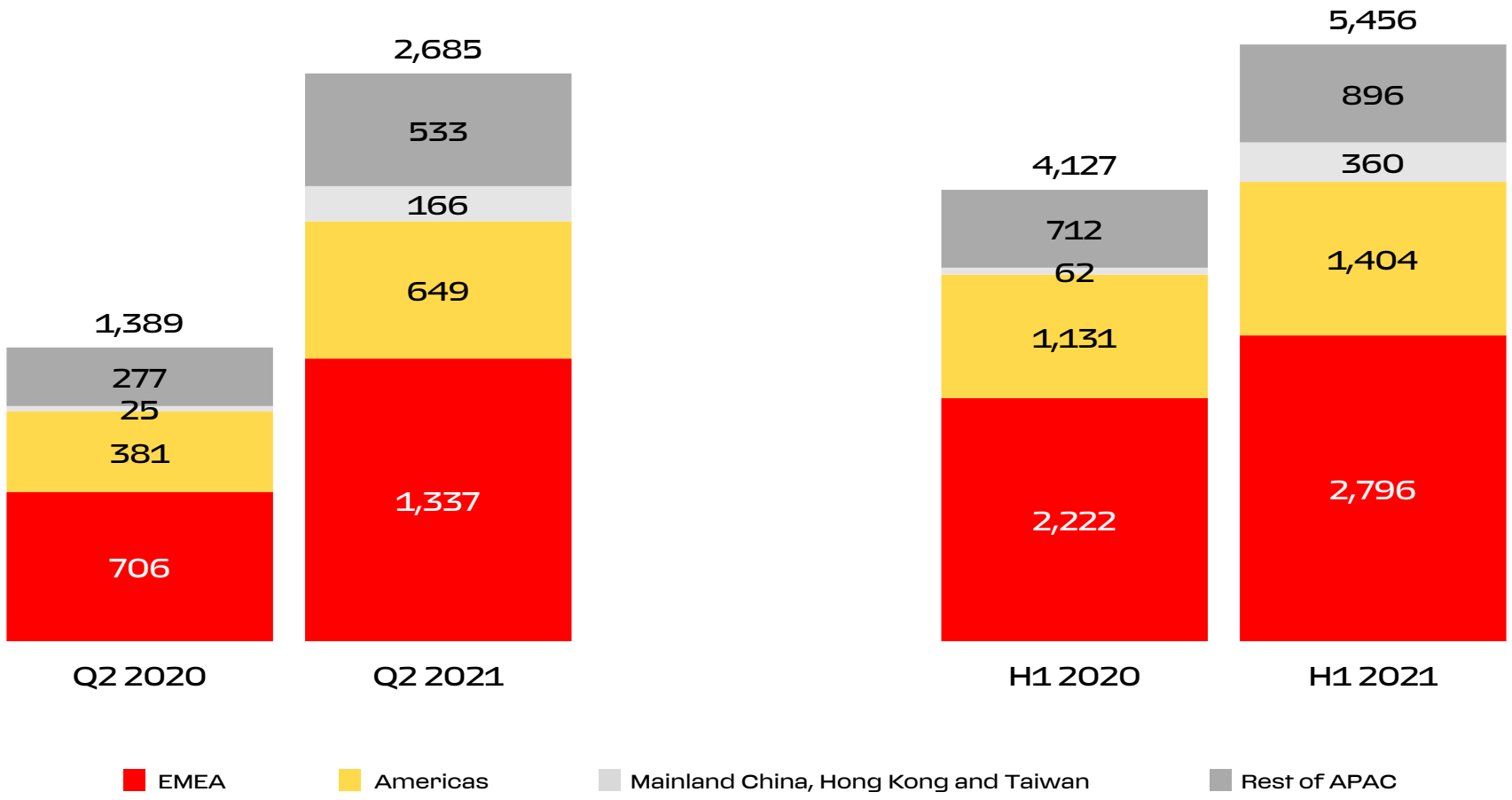
STRONG TRACK-RECORD IN NEW MODELS INTRODUCTION

SPECIAL AND LIMITED EDITION MODELS INTRODUCED

Model / year of delivery	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
SPECIAL SERIES																
F430 Scuderia																
Scuderia Spider 16M																
599 GTO																
SA APERTA																
458 Speciale																
458 Speciale A																
F12tdf																
488 Pista																
488 Pista Spider																
812 Competizione																
812 Competizione A																
ICONA																
Ferrari Monza SP1																
Ferrari Monza SP2																
HYPERCAR																
LaFerrari																
LaFerrari Aperta																
TRACK CAR[16]																
FXX-K																
FXX-K EVO																
488 GT Modificata																
FUORISERIE[16]																
F60 America																
J50																

Note: (16) Refer to notes to the presentation in the Appendix

GROUP SHIPMENTS BY REGION[2][4]



Note: (2) (4) Refer to notes to the presentation in the Appendix

DEBT AND LIQUIDITY POSITION

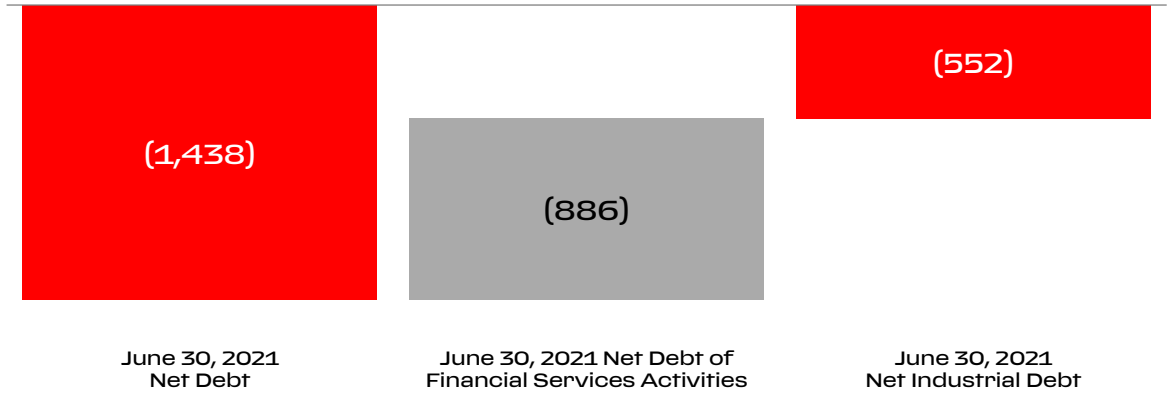
NET INDUSTRIAL DEBT

(€M)

	At Jun. 30	At Mar. 31	At Dec. 31		
	2021	2021	2020	2019	2018
Debt	(2,360)	(2,283)	(2,725)	(2,090)	(1,927)
Cash and Cash Equivalents (A)	922	980	1,362	898	794
Net Debt	**(1,438)**	**(1,303)**	**(1,363)**	**(1,192)**	**(1,133)**
Net Debt of Financial Services Activities	(886)	(883)	(820)	(855)	(763)
Net Industrial Debt	**(552)**	**(420)**	**(543)**	**(337)**	**(370)**
Undrawn Committed Credit Lines (B)	767	750	700	350	500
Total Available Liquidity (A+B)	**1,689**	**1,730**	**2,062**	**1,248**	**1,294**

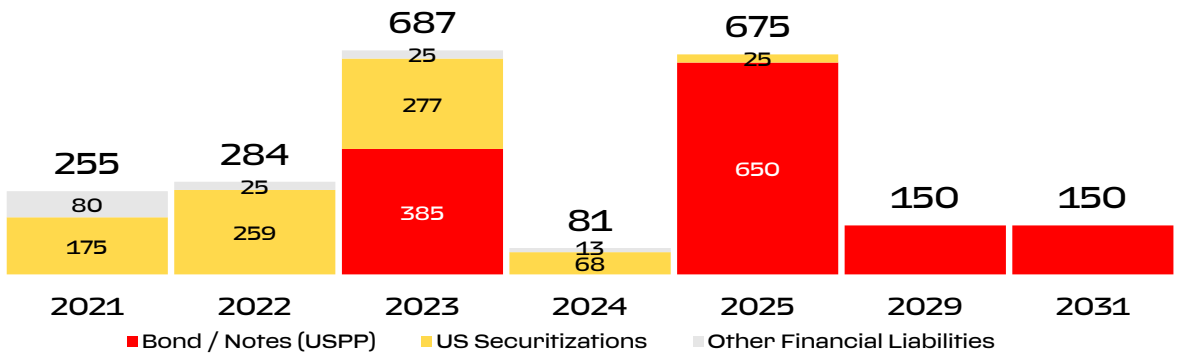
NET INDUSTRIAL DEBT

(€M)



GROSS DEBT MATURITY PROFILE(17)

(€M and Cash Maturities)



CASH AND MARKETABLE SECURITIES

(€M)

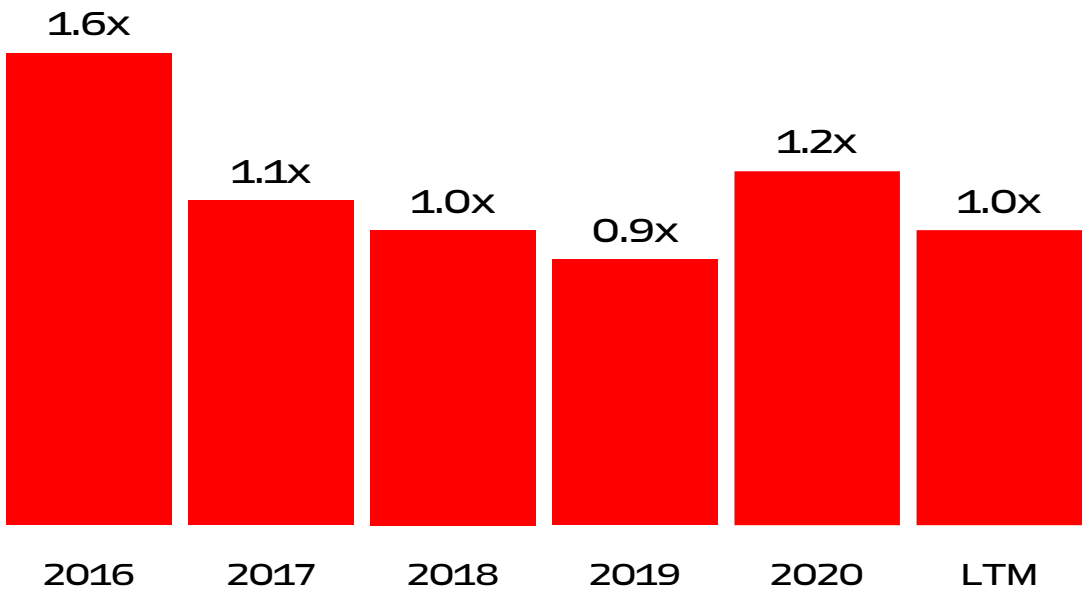
	At Jun. 30	At Mar. 31	At Dec. 31		
	2021	2021	2020	2019	2018
Euro	739	802	1,203	690	616
US Dollar	79	78	76	63	50
Chinese Yuan	59	65	51	110	73
Japanese Yen	17	10	13	12	24
Other Currencies	28	25	19	23	31
Total (€ equivalent)	**922**	**980**	**1,362**	**898**	**794**

Note: (17) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

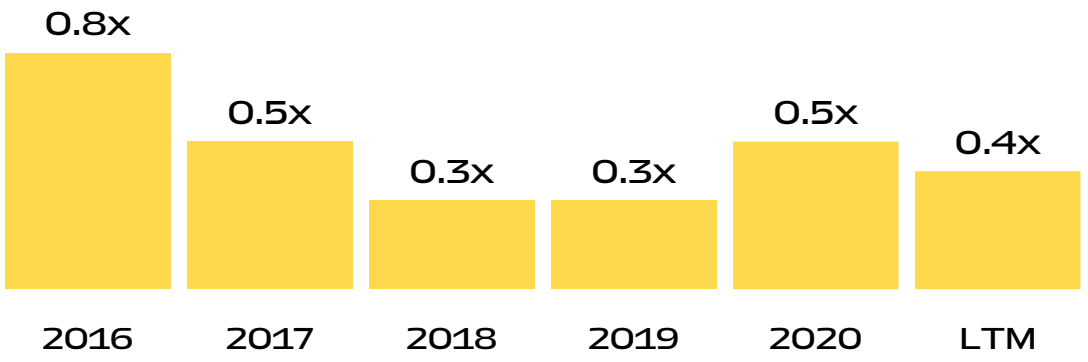
FINANCIAL LEVERAGE[18] HISTORICAL TREND

Total available liquidity at €1,689M as of June 30, 2021 (€1,730M as of March 31, 2021), including undrawn committed credit lines of €767M

Net Debt / Adj. EBITDA[1]



Net Industrial Debt[1] / Adj. EBITDA[1] (Industrial Activities only)



Note: (1) (18) Refer to notes to the presentation in the Appendix

CAPEX AND R&D

Q2 '21	Q2 '20	€M, unless otherwise stated	H1 '21	H1 '20
166	133	Capital expenditures[11]	317	307
95	77	of which capitalized development costs[19] (A)	180	143
131	122	Research and development costs expensed (B)	272	262
226	199	Total research and development (A+B)	452	405
49	44	Amortization of capitalized development costs (C)	97	85
180	166	Research and development costs as recognized in the consolidated income statement (B+C)	369	347

Note: (11) (19) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

NON-GAAP FINANCIAL MEASURES

Operations are monitored through the use of various non-GAAP financial measures that may not be comparable to other similarly titled measures of other companies. Accordingly, investors and analysts should exercise appropriate caution in comparing these supplemental financial measures to similarly titled financial measures reported by other companies.

We believe that these supplemental financial measures provide comparable measures of our financial performance which then facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions.

Reconciliations are only provided to the most directly comparable IFRS financial statement line item for Adjusted EBITDA, Adjusted EBIT and Adjusted EPS diluted for historical periods, as the income or expense excluded from these non-GAAP financial measures in accordance with our policy are, by definition, not predictable and uncertain.

NON-GAAP FINANCIAL MEASURES

- Total Net Revenues, EBITDA, adj. EBITDA, EBIT and adj. EBIT at constant currency eliminate the effects of changes in foreign currency (transaction and translation) and of foreign currency hedges.
- EBITDA is defined as net profit before income tax expense, net financial expenses and depreciation and amortization. Adjusted EBITDA is defined as EBITDA as adjusted for certain income and costs which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities.
- Adjusted Earnings Before Interest and Taxes ("Adjusted EBIT") represents EBIT as adjusted for certain income and costs which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities.
- Adjusted net profit represents net profit as adjusted for certain income and costs (net of tax effect) which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities.
- Adjusted earnings per share diluted represents earnings per share as adjusted for certain income and costs (net of tax effect) which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities.
- Net Industrial Debt is defined as total Debt less Cash and cash equivalents (Net Debt), further adjusted to exclude the debt and cash and cash equivalents related to our financial services activities (Net Debt of Financial Services Activities).
- Free Cash Flow is defined as cash flows from operating activities less investments in property, plant and equipment (excluding right-of-use assets recognized during the period in accordance with IFRS 16 - Leases) and intangible assets. Free Cash Flow from Industrial Activities is defined as Free Cash Flow adjusted to exclude the operating cash flow from our financial services activities (Free Cash Flow from Financial Services Activities).

KEY PERFORMANCE METRICS AND RECONCILIATIONS OF NON-GAAP MEASURES

Q2 '21	Q2 '20	€M, unless otherwise stated	H1 '21	H1 '20
1,035	571	Net revenues	2,046	1,503
386	124	EBITDA / Adjusted EBITDA	762	441
376	117	of which EBITDA (Industrial Activities only)	744	430
112	101	Amortization and depreciation	222	198
274	23	EBIT / Adjusted EBIT	540	243
10	11	Net financial expenses	19	24
264	12	Profit before taxes	521	219
58	3	Income tax expense	109	44
22%	20%	Effective tax rate	21%	20%
206	9	Net profit / Adjusted net profit	412	175
1.11	0.05	Basic / Adjusted basic EPS (€)	2.22	0.95
1.11	0.04	Diluted / Adjusted diluted EPS (€)	2.22	0.94

Certain totals in the tables included in this document may not add due to rounding

RECONCILIATIONS OF NON-GAAP MEASURES: TOTAL NET REVENUES AT CONSTANT CURRENCY(10)

Q2 '21	Q2 '21 at constant currency	€M, unless otherwise stated	H1 '21	H1 '21 at constant currency
881	908	Cars and spare parts	1,736	1,787
45	45	Engines	90	90
91	94	Sponsorship, commercial and brand	182	186
18	20	Other	38	41
1,035	1,067	Total Net Revenues	2,046	2,104

Note: (10) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

BASIC AND DILUTED EPS

Q2 '21	Q2 '20	€M, unless otherwise stated	H1 '21	H1 '20
206	9	Net profit attributable to owners of the Company	411	175
184,706	184,748	Weighted average number of common shares (thousand)[20]	184,745	184,864
1.11	0.05	Basic EPS (€)	2.22	0.95
185,005	185,344	Weighted average number of common shares for diluted earnings per common share (thousand)[20]	185,045	185,460
1.11	0.04	Diluted EPS (€)	2.22	0.94

Note: (20) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

RECONCILIATIONS OF NON-GAAP MEASURES: FREE CASH FLOW AND FREE CASH FLOW FROM INDUSTRIAL ACTIVITIES

Q2 '21	Q2 '20	€M, unless otherwise stated	H1 '21	H1 '20
261	(53)	Cash flow from operating activities	535	210
(166)	(133)	Investments in property, plant and equipment and intangible assets[11]	(317)	(307)
95	(186)	Free Cash Flow	218	(97)
(18)	(28)	Free Cash Flow from Financial Services Activities	(42)	(12)
113	(158)	Free Cash Flow from Industrial Activities[21]	260	(85)

Note: (11) (21) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

RECONCILIATIONS OF NON-GAAP MEASURES: NET INDUSTRIAL DEBT

€M, unless otherwise stated	June 30, 2021	March 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 2017	December 31, 2016
Debt	(2,360)	(2,283)	(2,725)	(2,090)	(1,927)	(1,806)	(1.848)
of which: Lease liabilities as per IFRS 16 (simplified approach)	(61)	(62)	(62)	(60)	-	-	-
Cash and Cash Equivalents	922	980	1,362	898	794	648	458
Net Debt (A)	(1,438)	(1,303)	(1,363)	(1,192)	(1,133)	(1,158)	(1,390)
Net Debt of Financial Services Activities	(886)	(883)	(820)	(855)	(763)	(650)	(700)
Net Industrial Debt (B)	(552)	(420)	(543)	(337)	(370)	(508)	(690)
EBITDA / Adj. EBITDA LTM (C)	1,464	1,202	1,143	1,269	1,114	1,036	880
EBITDA / Adj. EBITDA LTM (Industrial Activities only) (D)	1,430	1,171	1,116	1,251	1,098	1,020	854
Financial Leverage[18] on Net Industrial Debt (B/D)	0.4x	0.4x	0.5x	0.3x	0.3x	0.5x	0.8x
Financial Leverage[18] on Net Debt (A/C)	1.0x	1.1x	1.2x	0.9x	1.0x	1.1x	1.6x

Note: (18) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding