FY 2020 RESULTS



MARANELLO 2.2.2021

SAFE HARBOR STATEMENT

This document, and in particular the section entitled "2021 Guidance", 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 (both financial and technical) progressively coming into effect from 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 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 growth and emerging market countries; the Group's low volume strategy; reliance upon a number of key members of executive management, employees, and the ability of its current management team to operate and manage effectively; 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 the evolution of and response to the Covid-19 pandemic; the effects of Brexit; 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; 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; 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, including the Group's ability 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.



PROVING RESILIENCE

2020 results exceeded full year guidance on all metrics driven by record fourth quarter results: EBITDA[1] at €1,143M, margin at 33.0% and solid Industrial FCF[1] of €172M despite Covid-19 pandemic

2021 guidance targeting a strong rebound

Successful digital unveilings of Portofino M, SF90 Spider and 488 GT Modificata

Ferrari ranks A- according to Carbon Disclosure Project



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

COVID-19 IMPACTS ON 2020

CARS AND SPARE PARTS

7-week production suspension, partially recovered, leading to deliveries down 10% vs. PY

Delays in the industrialization phase of SF90 Stradale

Reprioritizing projects ensuring long-term success

FORMULA 1

Racing calendar reduced to 17 races

Lower commercial and sponsorship revenues vs. 2019

New Technical Regulations postponed from 2021 to 2022

BRAND ACTIVITIES

Lower royalties

Reduced in-store traffic

Lower museum and theme parks visitors

Execution delays

ENGINES

Further reduction in engine supply to Maserati

Lower rental revenues from other Formula 1 racing teams

MODELS PRESENTED IN 2020

SF90 SPIDER



Ferrari Portofino M



488 GT MODIFICATA



FY 2020 HIGHLIGHTS

SHIPMENTS[2]

(UNITS)



NET REVENUES

(€M)



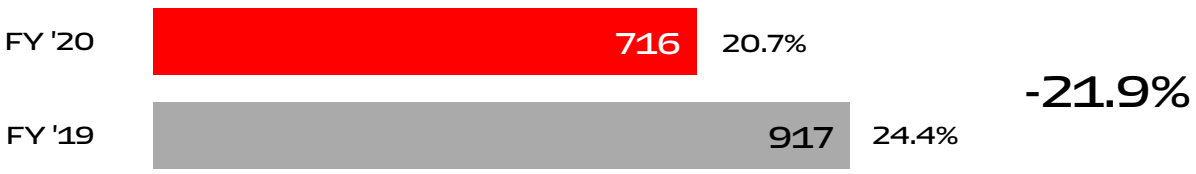
EBITDA[1]

(€M and margin %)



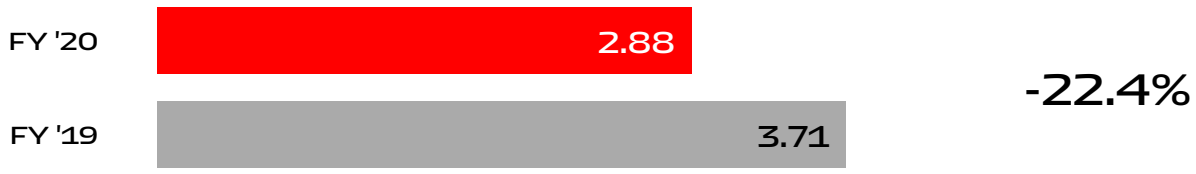
EBIT

(€M and margin %)



ADJ. DILUTED EARNINGS PER SHARE[1][3]

(€)



INDUSTRIAL FREE CASH FLOW[1]

(€M)

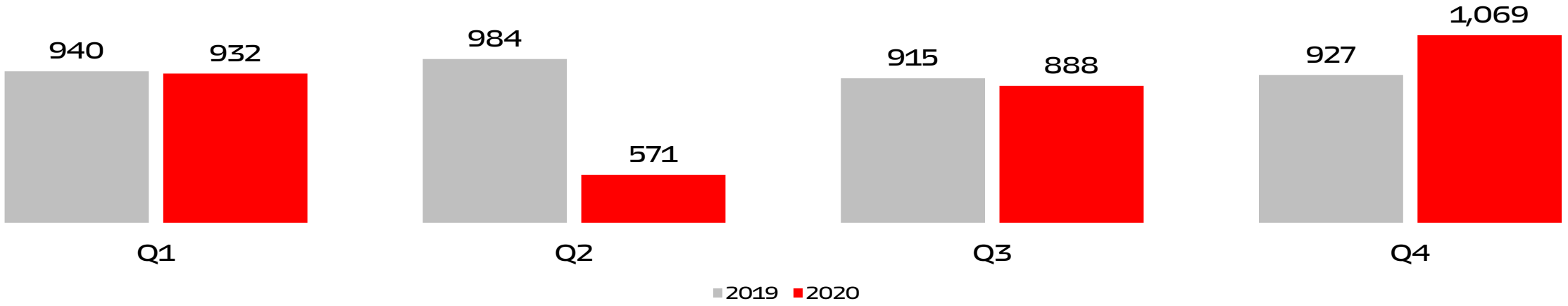


Note: (1) (2) (3) Refer to notes to the presentation in the Appendix

NET REVENUES AND EBITDA[1] QUARTERLY EVOLUTION

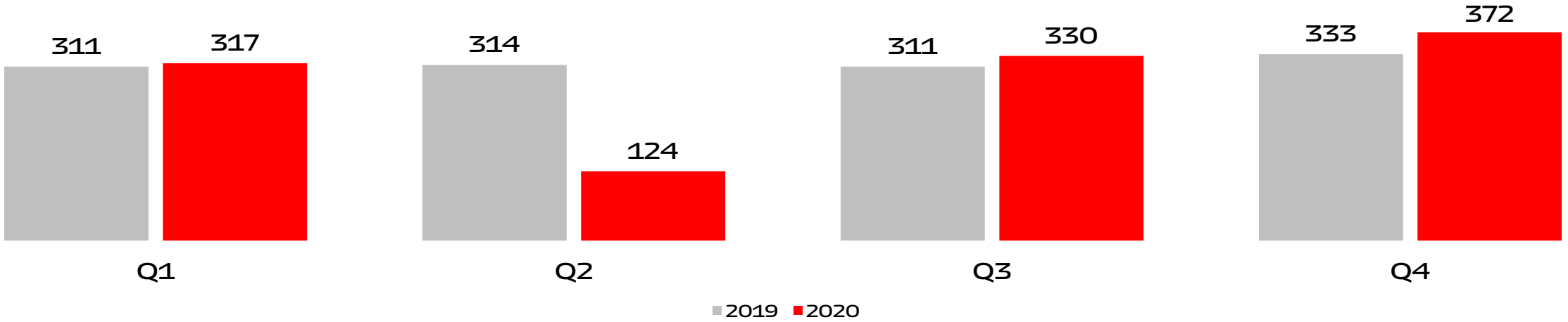
NET REVENUES

(€M)



EBITDA[1]

(€M)

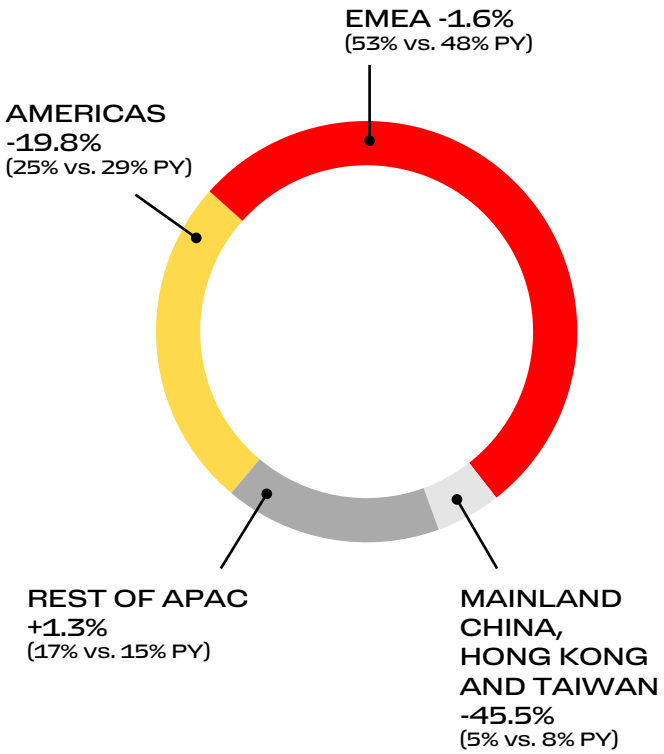


Note: (1) Refer to notes to the presentation in the Appendix

FY 2020 – SHIPMENTS[2]

SHIPMENTS BY REGION[4]

(FY 2020 VS. FY 2019)

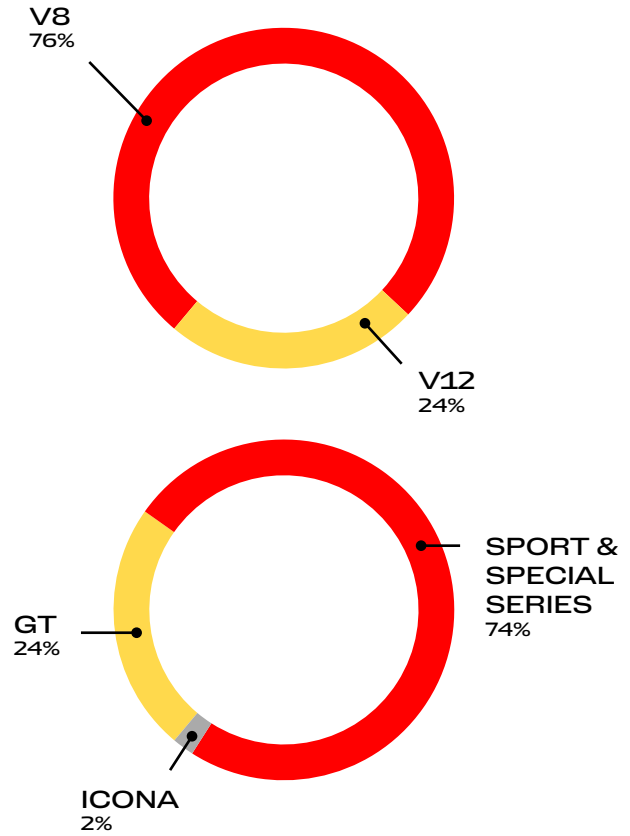


Total shipments decreased 10.0% vs. PY:

- Covid-19 pandemic impact with gradual production catch-up in H2 2020
- Ferrari Monza SP1 and SP2 delivered as originally scheduled
- F8 family ramp up offset 488 Pista family approaching end of lifecycle
- Global distribution of 812 GTS
- Deliveries of SF90 Stradale and Ferrari Roma started in Q4 2020
- Ferrari Portofino phased out
- Mainland China, Hong Kong and Taiwan posted lower shipments due to sales advance in 2019
- Deliberate geographic allocation driven by phase-in pace of individual models

SHIPMENTS BREAKDOWN

(FY 2020)



STRONG ORDER BOOK WELL BEYOND 2021

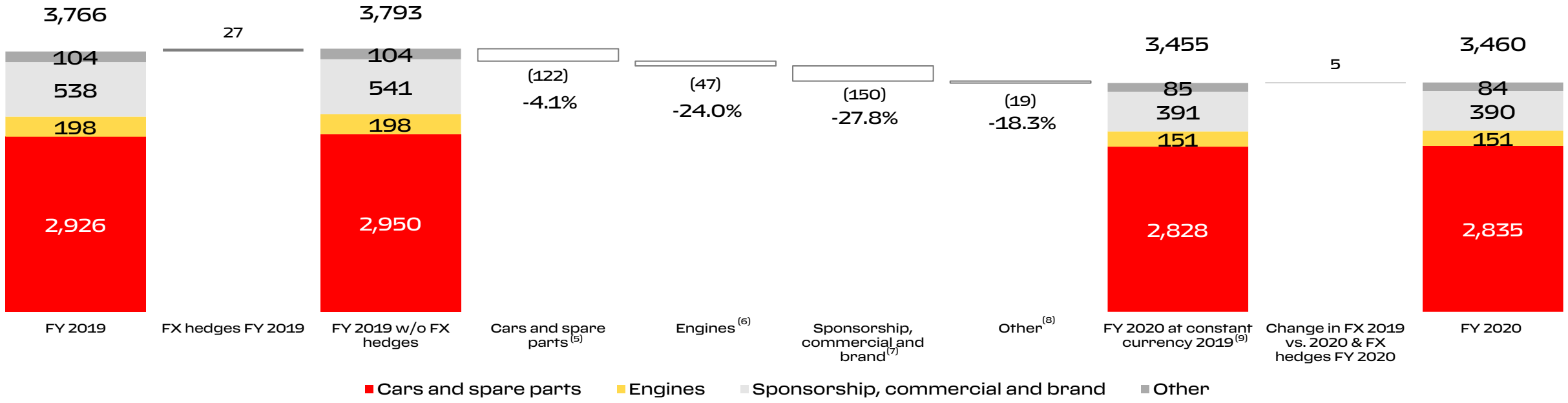
Note: (2) (4) Refer to notes to the presentation in the Appendix

NET REVENUES BRIDGE
FY 2019 – 2020

(€M)

Net revenues reported **-8.1%**

Net revenues at constant currency[9] **-8.9%**

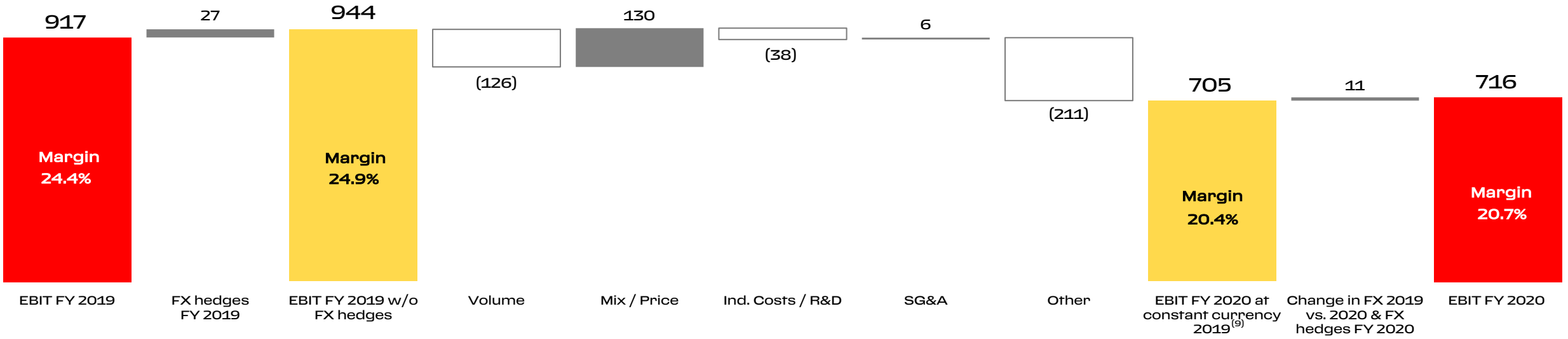


- Cars and spare parts: lower volumes and their personalizations, but more Ferrari Monza
- Engines: lower shipments to Maserati and rental revenues from other Formula 1 racing teams
- Sponsorship, commercial and brand: shortened Formula 1 calendar and lower in-store traffic and museum visitors
- Other: reduced sports-related activities and Moto GP cancellation at the Mugello racetrack
- Currency: positive impact, mainly USD

Note: (5) (6) (7) (8) (9) Refer to notes to the presentation in the Appendix

EBIT BRIDGE
FY 2019 – 2020

(€M)



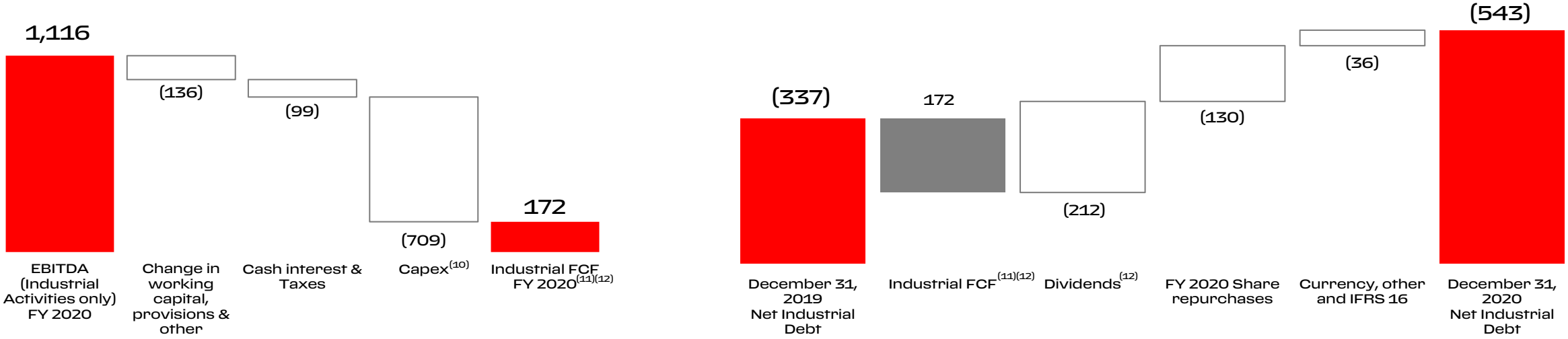
EBITDA(1)	EBITDA(1)	EBITDA(1)	EBITDA(1)
1,269	1,296	1,132	1,143
33.7%	34.2%	32.8%	33.0%

- Volume: decrease in shipments
- Mix / price: contribution of Ferrari Monza and a richer product mix despite fewer FXX-K EVO, slightly affected by personalizations
- Industrial costs / R&D: higher D&A, net of the benefit of technology-related incentives; included full costs of employees' paid days of absence during Covid-19 production suspension
- SG&A: significant cost containment, partly offset by Formula 1 racing activities
- Other: mainly due to reduced Formula 1 calendar, lower traffic for brand-related activities and engine sales to Maserati

Note: (1) (9) Refer to notes to the presentation in the Appendix

INDUSTRIAL FCF[1] AND NET INDUSTRIAL DEBT[1] BRIDGES DEC 31, 2019 – DEC 31, 2020

(€M)



Change vs. FY '19	(135)	(312)	(53)	(3)	(503)		(503)	(17)	257	24

- Positive industrial free cash flow[1] generation
- Working capital & other: reversal of the Ferrari Monza advances and higher product and raw material inventories to protect supply chain
- Capex: long-term product development and over €60M land purchase in Maranello
- Rewarding shareholders with €212M dividend payment and €130M share repurchases
- Multi-year share repurchase program temporarily suspended

Note: (1) (10) (11) (12) Refer to notes to the presentation in the Appendix

2021 GUIDANCE

Core business sustained by volume and mix

Revenues from Formula 1 racing activities assuming announced calendar and reflecting lower 2020 ranking

Brand-related activities dealing with Covid-19 challenges

Operational and marketing costs gradually resuming

(€B, unless otherwise stated)	2019 ACTUAL	2020 ACTUAL	2021 GUIDANCE[13]
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[3]	4.00-4.20[14]
INDUSTRIAL FCF	0.7	0.2	~0.35

Note: (3) (13) (14) Refer to notes to the presentation in the Appendix


Q&A

APPENDIX



NOTES TO THE PRESENTATION

1. Reconciliations to non-GAAP financial measures are provided in the Appendix
2. Excluding the XX Programme, racing cars, Fuori Serie, one-off and pre-owned cars
3. 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
4. Shipments geographical 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 and Malaysia
5. Includes net revenues generated from shipments of our cars, any personalization net revenues generated on cars, as well as sales of spare parts
6. 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
7. 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
8. Primarily relates to financial services activities, management of the Mugello racetrack and other sports-related activities
9. The constant currency presentation eliminates the effects of changes in foreign currency (transaction and translation) and of foreign currency hedges
10. Excluding right-of-use assets recognized during the period in accordance with IFRS 16 – Leases
11. Prior to the first quarter of 2020, we defined Free Cash Flow and Free Cash Flow from Industrial Activities without excluding from investments in property, plant and equipment the right-of-use assets recognized during the period in accordance with IFRS 16 - Leases. Applying the current definition of Free Cash Flow and Free Cash Flow from Industrial Activities to the three and twelve months ended December 31, 2019 would result in an immaterial difference compared to the figures presented.
12. 2020 presented figures include approx. €1M related to withholding taxes, which are expected to be paid
13. Subject to trading conditions unaffected by further Covid-19 pandemic restrictions
14. Calculated using the weighted average diluted number of common shares as of December 31, 2020 (185,379 thousand)
15. Models not included in the total shipments' figure provided
16. Not including lease liabilities and other debt
17. Financial leverage is calculated as the ratio between Net Debt or Net Industrial Debt and Adjusted EBITDA or Adjusted EBITDA (Industrial Activities only)
18. Capitalized as intangible assets
19. For the three and twelve months ended December 31, 2020 and 2019 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

STRONG TRACK-RECORD IN NEW MODELS INTRODUCTION

RANGE MODELS INTRODUCED

Model / year of delivery	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
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																
GRAN TURISMO RANGE																
612 Scaglietti																
California																
FF																
California 30																
California T																
GTC4LUSSO																
GTC4LUSSO T																
Ferrari Portofino																
Ferrari Roma																
Ferrari Portofino M																

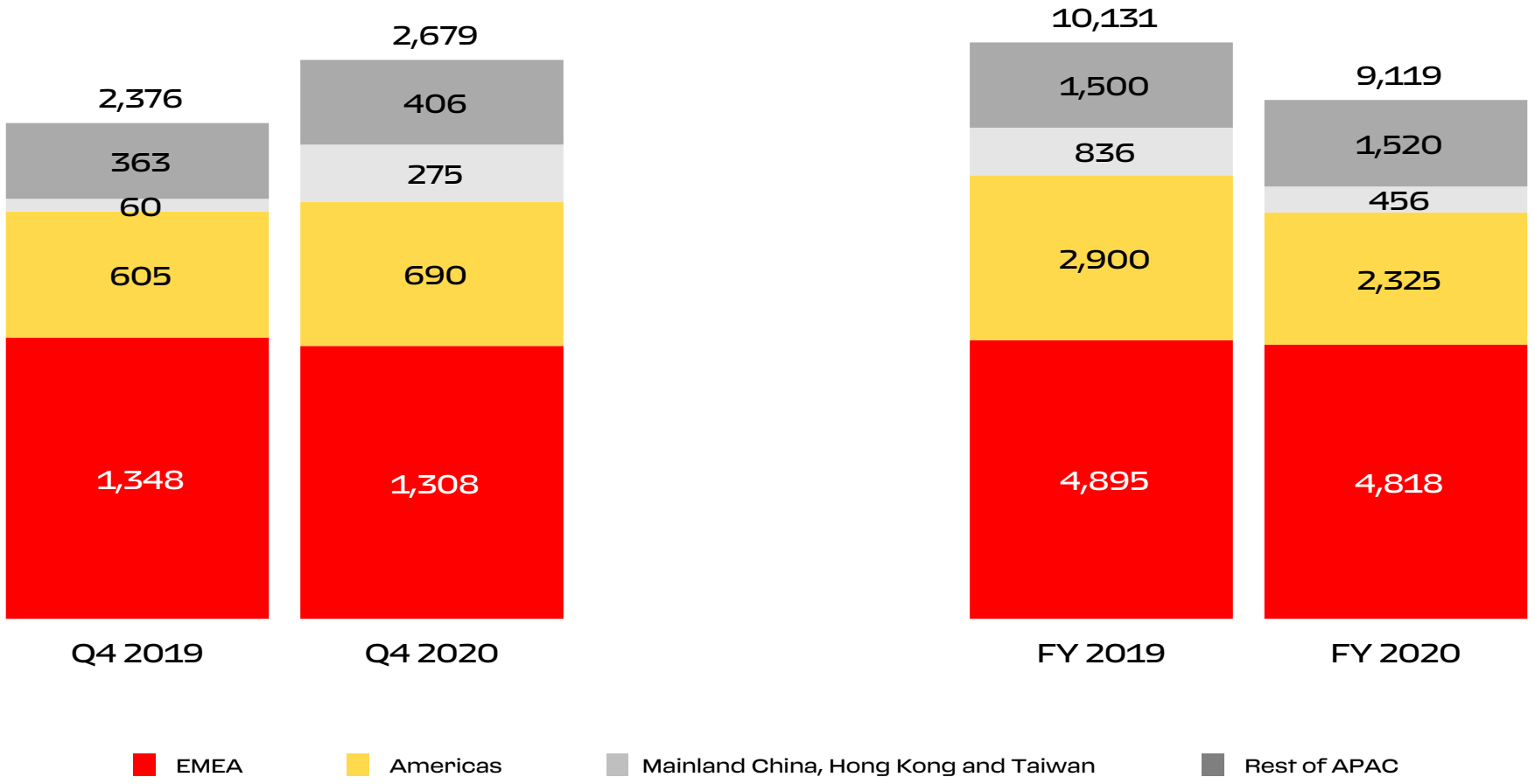
STRONG TRACK-RECORD IN NEW MODELS INTRODUCTION

SPECIAL AND LIMITED EDITION MODELS INTRODUCED

Model / year of delivery	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
SPECIAL SERIES																
Superamerica																
F430 Scuderia																
Scuderia Spider 16M																
599 GTO																
SA APERTA																
458 Speciale																
458 Speciale A																
F12tdf																
488 Pista																
488 Pista Spider																
ICONA																
Ferrari Monza SP1																
Ferrari Monza SP2																
HYPERCAR																
LaFerrari																
LaFerrari Aperta																
TRACK CAR																
FXX-K[15]																
FXX-K EVO[15]																
488 GT Modificata[15]																
FUORISERIE																
F60 America[15]																
J50[15]																

Note: (15) 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

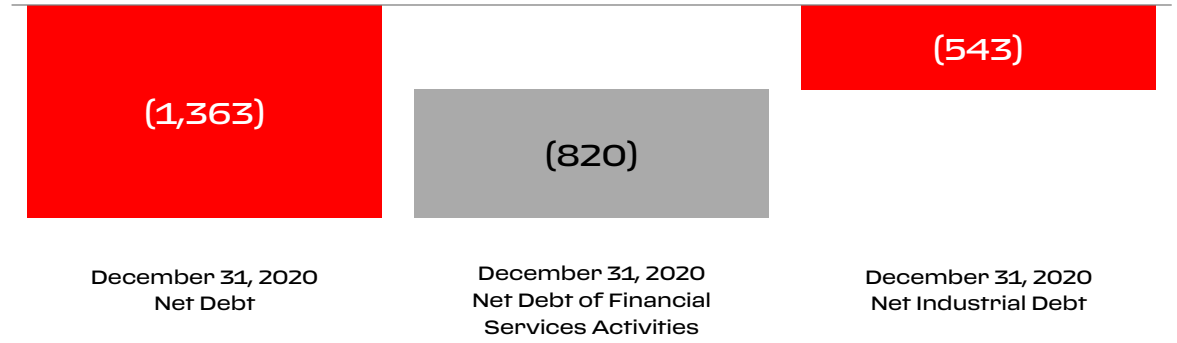
NET INDUSTRIAL DEBT

(€M)

	At Dec. 31			
	2020	2019	2018	2017
Debt	(2,725)	(2,090)	(1,927)	(1,806)
Cash and Cash Equivalents (A)	1,362	898	794	648
Net Debt	**(1,363)**	**(1,192)**	**(1,133)**	**(1,158)**
Net Debt of Financial Services Activities	(820)	(855)	(763)	(650)
Net Industrial Debt	**(543)**	**(337)**	**(370)**	**(508)**
Undrawn Committed Credit Lines (B)	700	350	500	500
Total Available Liquidity (A+B)	**2,062**	**1,248**	**1,294**	**1,148**

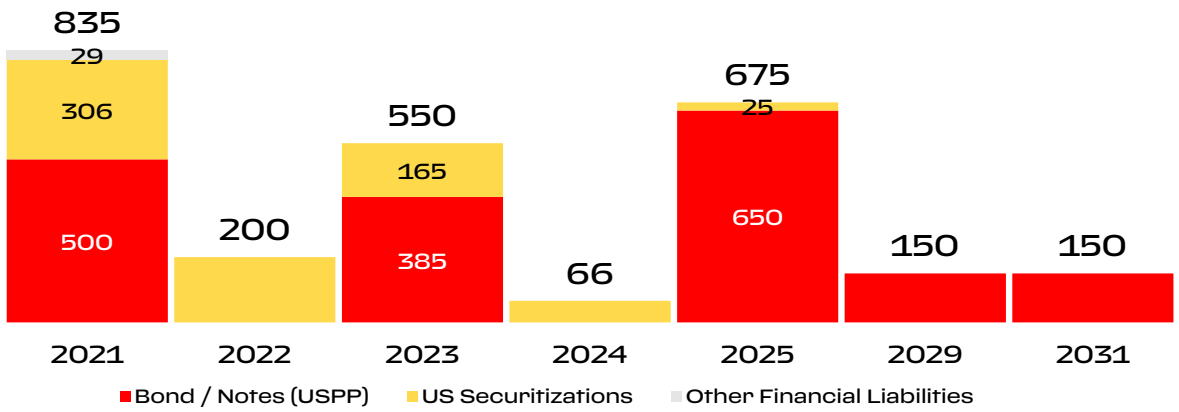
NET INDUSTRIAL DEBT

(€M)



GROSS DEBT MATURITY PROFILE(16)

(€M and Cash Maturities)



CASH AND MARKETABLE SECURITIES

(€M)

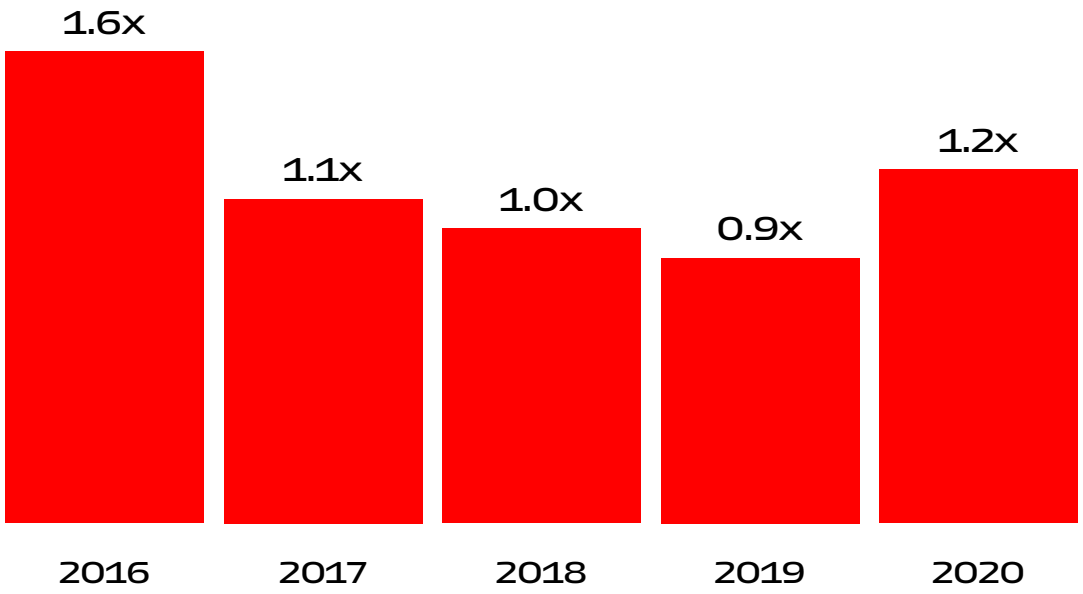
	At Dec. 31			
	2020	2019	2018	2017
Euro	1,203	690	616	435
US Dollar	76	63	50	88
Chinese Yuan	51	110	73	62
Japanese Yen	13	12	24	26
Other Currencies	19	23	31	37
Total (€ equivalent)	**1,362**	**898**	**794**	**648**

Note: (16) Refer to notes to the presentation in the Appendix
Certain totals in the tables included in this document may not add due to rounding

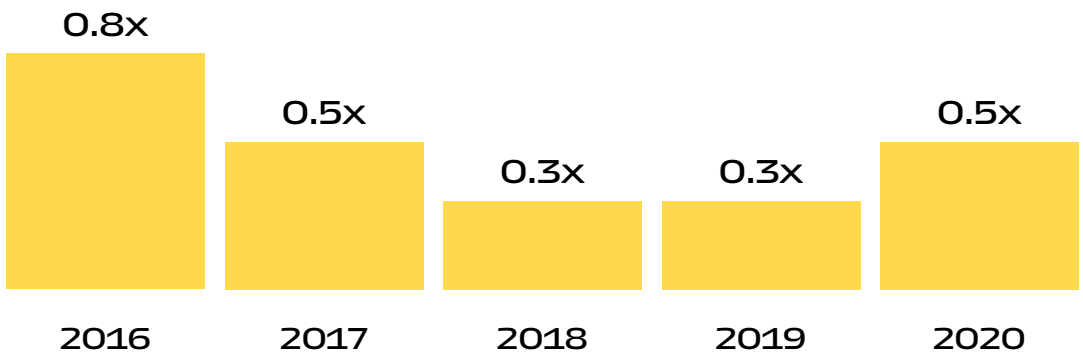
FINANCIAL LEVERAGE[17] HISTORICAL TREND

Total available liquidity at €2,062M as of December 31, 2020 (€1,879M as of September 30, 2020), including undrawn committed credit lines of €700M

Net Debt / Adj. EBITDA[1]



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



Note: (1) (17) Refer to notes to the presentation in the Appendix

CAPEX AND R&D

Q4 '20	Q4 '19	€M, unless otherwise stated	FY '20	FY '19
244	253	Capital expenditures[10]	709	706
98	102	of which capitalized development costs[18] (A)	320	330
154	136	Research and development costs expensed (B)	527	559
252	238	Total research and development (A+B)	847	889
48	46	Amortization of capitalized development costs (C)	180	140
202	182	Research and development costs as recognized in the consolidated income statement (B+C)	707	699

Note: (10) (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

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

Q4 '20	Q4 '19	€M, unless otherwise stated	FY '20	FY '19
1,069	927	Net revenues	3,460	3,766
372	333	EBITDA / Adjusted EBITDA	1,143	1,269
364	328	of which EBITDA (Industrial Activities only)	1,116	1,251
121	114	Amortization and depreciation	427	352
251	219	EBIT / Adjusted EBIT	716	917
11	10	Net financial expenses	49	42
240	209	Profit before taxes	667	875
(23)	43	Income tax expense	58	176
n.m.	21%	Effective tax rate	9%	20%
263	166	Net profit	609	699
(75)	-	Adjustments	(75)	-
188	166	Adjusted net profit[3]	534	699
1.42	0.90	Basic EPS (€)	3.29	3.73
1.41	0.90	Diluted EPS (€)	3.28	3.71
1.01	0.90	Adjusted basic EPS (€)[3]	2.88	3.73
1.01	0.90	Adjusted diluted EPS (€)[3]	2.88	3.71

Note: (3) 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: TOTAL NET REVENUES AT CONSTANT CURRENCY(9)

Q4 '20	Q4 '20 at constant currency	€M, unless otherwise stated	FY '20	FY '20 at constant currency
870	871	Cars and spare parts	2,835	2,828
54	54	Engines	151	151
125	126	Sponsorship, commercial and brand	390	391
20	21	Other	84	85
1,069	1,072	Total net revenues	3,460	3,455

Note: (9) 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: ADJUSTED NET PROFIT[3]

Q4 '20	Q4 '19	€M, unless otherwise stated	FY '20	FY '19
263	166	Net profit	609	699
(75)	-	Adjustments	(75)	-
188	166	Adjusted net profit[3]	534	699

Note: (3) 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

Q4 '20	Q4 '19	€ per common share	FY '20	FY '19
262	167	Net profit attributable to owners of the Company	608	696
184,748	185,492	Weighted average number of common shares (thousand)[19]	184,806	186,767
1.42	0.90	Basic EPS (€)	3.29	3.73
185,322	186,260	Weighted average number of common shares for diluted earnings per common share (thousand)[19]	185,379	187,535
1.41	0.90	Diluted EPS (€)	3.28	3.71

Note: (19) Refer to notes to the presentation in the Appendix

RECONCILIATIONS OF NON-GAAP MEASURES: ADJUSTED EPS[3]

Q4 '20	Q4 '19	€ per common share	FY '20	FY '19
1.42	0.90	Basic EPS	3.29	3.73
(0.40)	-	Adjustments	(0.40)	-
1.01	0.90	Adjusted basic EPS[3]	2.88	3.73
1.41	0.90	Diluted EPS	3.28	3.71
(0.40)	-	Adjustments	(0.40)	-
1.01	0.90	Adjusted diluted EPS[3]	2.88	3.71

Note: (3) 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

Q4 '20	Q4 '19	€M, unless otherwise stated	FY '20	FY '19
411	357	Cash flow from operating activities	839	1,306
(244)	(253)	Investments in property, plant and equipment and intangible assets[11]	(709)	(706)
167	104	Free Cash Flow	130	600
(13)	(12)	Free Cash Flow from Financial Services Activities	(42)	(75)
180	116	Free Cash Flow from Industrial Activities[12]	172	675

Note: (11) (12) 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	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 2017	December 31, 2016
Debt	(2,725)	(2,090)	(1,927)	(1,806)	(1.848)
of which: Lease liabilities as per IFRS 16 (simplified approach)	62	60	-	-	-
Cash and Cash Equivalents	1,362	898	794	648	458
Net Debt (A)	(1,363)	(1,192)	(1,133)	(1,158)	(1,390)
Net Debt of Financial Services Activities	(820)	(855)	(763)	(650)	(700)
Net Industrial Debt (B)	(543)	(337)	(370)	(508)	(690)
EBITDA / Adj. EBITDA (C)	1,143	1,269	1,114	1,036	880
EBITDA / Adj. EBITDA (Industrial Activities only) (D)	1,116	1,251	1,098	1,020	854
Financial Leverage[17] on Net Industrial Debt (B/D)	0.5x	0.3x	0.3x	0.5x	0.8x
Financial Leverage[17] on Net Debt (A/C)	1.2x	0.9x	1.0x	1.1x	1.6x

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