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Investors' Presentation



# <u>OMP</u>







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#### AN INTERNATIONAL LEADERSHIP TEAM



Paolo Delprato

Group Chairman and CEO Chairman Racing Force International Chairman High Protection Systems

+15 Years of Industry Experience



Stephane Cohen



+37 Years of Industry Experience



Roberto Ferroggiaro Group CFO



Alexandros Miotto Haristos Group COO

Zeronoise Co-Founder

+10 Years of Industry Experience



Kyle Kietzmann CEO Racing Force USA

+30 Years of Industry Experience



\* Aref Yazbek

Group CBO MD Racing Force International

+10 Years of Industry Experience



Andy Mellor Group CTO

+20 Years of Industry Experience



Bruno Curletto CCO (EMEA e APAC)

+20 Years of Industry Experience



# RACING **GROUP**

#### RACING FORCE AT A GLANCE

RACING FORCE OPERATES IN THE DEVELOPMENT, PRODUCTION AND MARKETING OF SAFETY COMPONENTS AND PROTECTION EQUIPMENT FOR THE MOTORSPORT INDUSTRY

#### RACING FORCE GROUP TODAY

#### Brands









Since 2019

Since 2018

Financials Highlights FY 2023

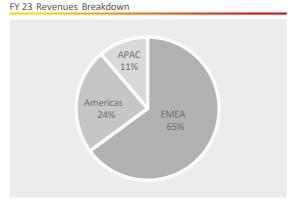
€ 62.7 m Sales

(+6.4% vs FY 22)

€ 9.6 m **EBITDA** 15.4% EBITDA Margin € 4.8 m Net Income 7.7% NI Margin

€ 3.2 m Net Financial Position





#### Numbers



Worldwide Leadership in Motorsport Safety Equipment



Widest range of products covering the full spectrum of motorsport safety equipment and beyond



3.400+ Customers Worldwide (largest client representing approximately 4% of total sales)

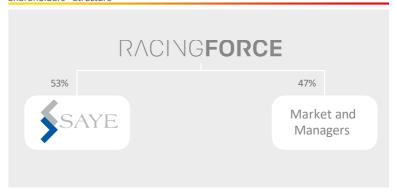


8 sites incl. 3 manufacturing facilities, 6 showrooms and 3 R&D centers in US, Europe and Asia



Over 550 employees from 35 nationalities, average age of 37 (36% of women)

#### Shareholders' Structure











#### THE PARTNER OF CHOICE: FROM TOP DRIVERS TO AMATEURS, TEAMS AND REGULATORY BODIES

#### SELECTED TOP DRIVERS



F. ALONSO
Aston Martin F1 Team

L. HAMILTON
Mercedes F1 Team

The choice of the

vast majority of

F1 and WRC drivers

C. LECLERC
Scuderia Ferrari

**R. BLANEY** Team Penske V. ROSSI WRT Team K. ROVANPERA TGR Rally Team

From World Champions...

RACING FORCE GROUP

...To Gentlemen Drivers

SELECTED PARTNERSHIPS

3.400+

Customers

Worldwide

<u>OMP</u>



















FORMULA ONE™ TEAM







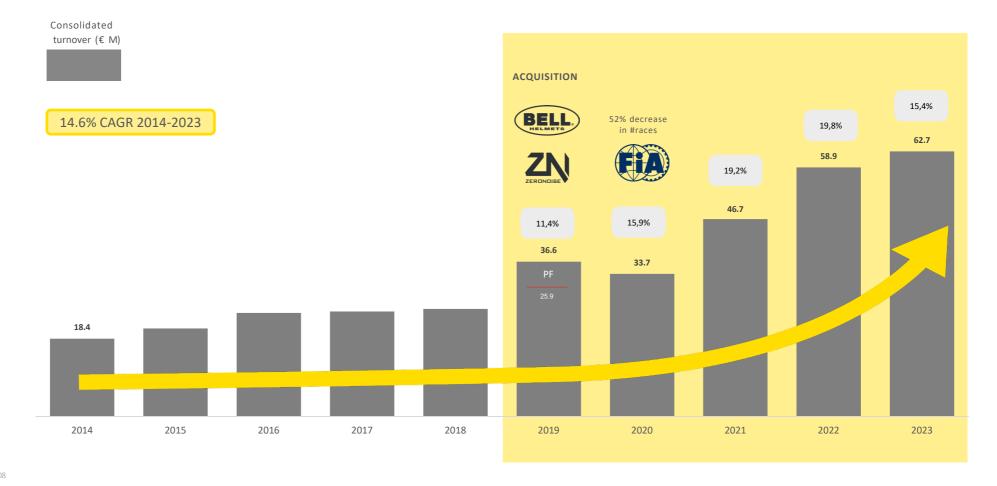






#### A LONG TERM DOUBLE-DIGIT GROWTH HISTORY

#### SALES







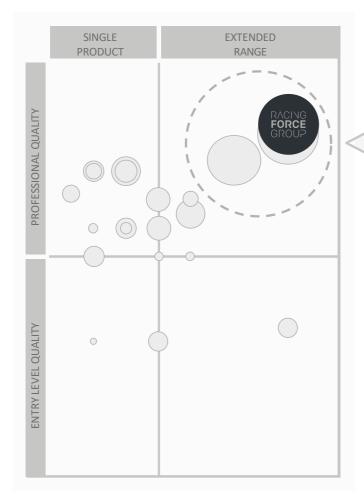




# MOTORSPORT SAFETY EQUIPMENT MARKET



#### LEADERSHIP IN A FRAGMENTED MARKET DOMINATED BY 3 PLAYERS



		RACING FORCE GROUP  Public Listed at EGM and EGP	<u>sparco</u>	SIMPSON.
	Headquarter			
)	Market	Worldwide	Sparco Worldwide Impact USA	Simpson (mainly USA) Stilo Worldwide
	Main brands	DMP  BELL  LELMETE  ZERUNGER	<u>sparco</u>	Stile:
	RANGE OFFER			
DRIVER EQUIP.	Racewear Kartwear Helmets FHR			
CAR PARTS	Helmet Cam Intercom Seats Harnesses Rollbars Fire Ex. Systems Steering Wheels			
	Car Accessories			









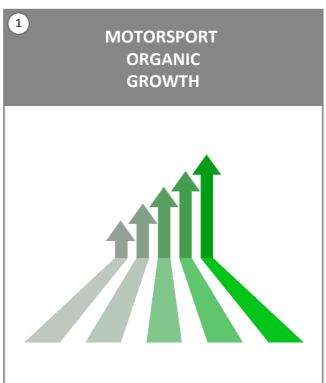
# **UPDATE ON STRATEGY**

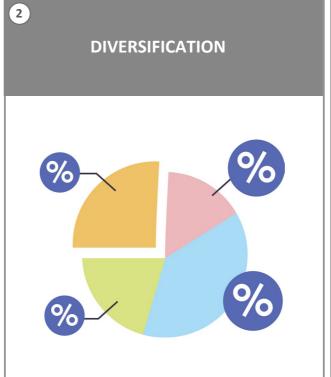


#### 3 CLEAR MAIN PILLARS FOR FURTHER GROWTH

SOLID GROWTH OPPORTUNITIES IN CORE MARKETS AND NEW TECHNOLOGY / HIGH PERFORMANCE SAFETY NICHES

#### **KEY DRIVERS**















#### PILLAR 1 - MOTORSPORT ORGANIC GROWTH

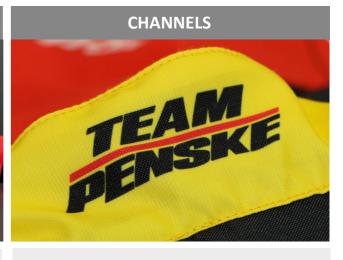
#### CONSOLIDATING RACING FORCE'S LEADERSHIP IN LESS PENETRATED GEOGRAPHIES AND PRODUCT CATEGORIES

#### **GEOGRAPHIES**





**PRODUCT CATEGORIES** 



# The Group gained market share consistently across the globe consolidating the trend of the last few years.

- Although the **US** in 2023 registered the weakest performance, RFG gained **market shares** from the main competitors and the region can express significant growth potential.
- The strategy of developing an SFI homologated product range has been deployed successfully.
- This enabled the group to sign a deal with the most important racing team in US, Penske Team.
- As a consequence, the visibility of the OMP brand since the start of the season (Daytona500), has been remarkable.

- Edging innovation through a continuous R&D process across product categories remains key to maintain competitive advantage
- The launch of **WW technology** (wired-wireless) presented at the World Meeting in Bahrain represents a breakthrough for rally, growing market segment for the group.
- It is also an incredible technology platform for the future, by being the first FIA homologated helmet with active electronics and battery integrated.
- Integrating in Medium term the manufacturing of selected and strategic product categories is also important to increase efficiency and margins.

- Developing the **Dealers network** is always a priority to open up new opportunities and markets.
- A careful selection of Dealers is delivering very strong results in Asia, where the market has been stagnating for years, now vitalized by the presence of Asian drivers in top series (i.e. Zhou in F1, Katsuta in WRC).
- The one-stop-shop group offering, with premium brands supports and consolidates our presence in the Dealers Network worldwide.
- The professional Teams channel is growing thanks to the partnership with Aston Martin F1 and Team Penske, which also paves the way to more high-profile collaborations.









#### PILLAR 2 - DIVERSIFICATION

#### **MOTORSPORT**

WORLD SMALLEST AND LIGHTEST MICRO-CAMERA FOR LIVE TV BROADCASTING

THE ONLY CAMERA SYSTEM HOMOLOGATED BY FIA

FIVE PATENTS HAVE BEEN FILED OVER THE LAST FOUR YEARS TO COVER THE DRIVER'S EYE™ TECHNOLOGY

SINCE 2023, DRIVER'S EYE™ IS ALSO HOMOLOGATED
BY THE OTHER HELMET MANUFACTURERS





Lewis Hamilton – Mercedes AMG PETRONAS F1 Team

#### BRINGING IMMERSIVE CONTENT TO MAJOR SPORT EVENTS: SKI





#### **KEY UPDATES**

- An important milestone of the project has been met, with the technology ready to go on a field test and produce a **compelling footage**.
- The footage has been shared with the **FIS**, that called it "the best **POV footage**" so far.
- The project target is the technology showcase and launch at a major ski event next year, 2025.
- The technology is being designed to be able to implement it in the majority of ski goggles.
- The development of the technology will also open the doors to **B2C versions** for **different sports and activities** in the future

#### **NEXT STEPS**

TOP ATHLETES APPROVAL



SAFETY APPROVAL



REAL TIME TRANSMISSION APPROVAL



AGREEMENT WITH TV BROADCASTING

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#### \_\_\_\_

PILLAR 2 - DIVERSIFICATION

#### FROM F1 ABP ADVANCED HELMET TO THE NEXT GENERATION AIR FORCE HELMETS



#### **TECHNOLOGY TRANSFER**

#### SAFETY

**IMPACT ABSORPTION** 

#### **PERFORMANCE**

WEIGHT - SIZE - FITTING

#### **PROCESS**

FROM HANDCRAFTING TO WATERJET PRECISION



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#### **NEXT MILESTONES**

#### 2023

Final product definition and first deliveries of pre-series in August

#### 2024

Production ramp-up and delivery of first batch by Q4

#### 2025/2026

Production in full swing

- ✓ Manufacturing of shells and liners at Racing Force International, Bahrain
- Other branches of the US Armed Forces and allied countries have shown great interest in the LIFT product
- Rotary Wing helmet version certification target for 2025



#### PILLAR 2 - DIVERSIFICATION - GLADIATOR HELMET

LAW ENFORCEMENT HEAD PROTECTION

#### **HPS GLADIATOR - MAIN TECHNICAL FEATURES**

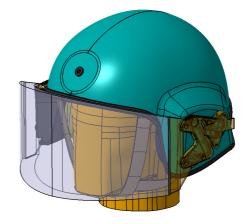
SWAT helmet developed according to TR 2010 Ballistic Helmet, VPAM and NATO standards

**Optimized shell design** for full compatibility with headset and chemical, biological, radiological, and nuclear protection mask (CBRN)

Improved night vision shroud design

Visor with improved pivoting system for optimized balance

F1 racing helmet chinstrap, anti-fog and anti-scratch technologies



Development in progress

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**KEY UPDATES** 

- Latest testing successfully passed in August 2023
- Contact with relevant police forces already established for both product design and commercialization
- The manufacturing process development with industrial partners is still in progress
  - 2024 Q4 Final prototypes and start of certification
  - 2025 Q1 Start of commercialization activities
    Official showcase: Enforce Tac (German Trade Fair for Official Security
    Agencies and Armed Forces) February 2025 and Shot Show (Las Vegas USA) January 2025
    under evaluation



Prototype



#### PILLAR 2 - DIVERSIFICATION - POLICE RIOT HELMET

LAW ENFORCEMENT HEAD PROTECTION

#### **HPS RH 1.0 - MAIN TECHNICAL FEATURES**

RIOT helmet developed according to TR 2011 for a Modular System – Protective Helmet, Communication System, Respirator Mask

Lightweight shell with FR coating for optimized shock and stab protection

3 shell sizes for lowest possible weight with a size range from 46 to 67

 $\label{thm:composition} \textbf{Exchangeable anti-bacterial finished, flame-retardant lining for \textbf{highest comfort}}$ 

Flame-resistant 3-point chinstrap with FR micro-lock ratchet fastener and emergency opening

Clear injection molded visor with F1 proven anti-fog (inside) and anti-scratch (outside) technology



Testing

#### **KEY UPDATES**

- R&D activities ongoing in our Bahrain facility, progressing as planned
- January 2024: Size M testing successfully passed
- **1H 2024** Other sizes design finalization
  - 2H 2024 Homologation and certification
  - 2025 Q1 Start of commercialization activities
    Official showcase: Enforce Tac (German Trade Fair for Official Security
    Agencies and Armed Forces) February 2025 and Shot Show (Las Vegas USA) January 2025
    under evaluation



Prototype

# <u>OMP</u>









#### PILLAR 3 – M&A

# STRONG TRACK-RECORD OF SUCCESSFUL INTEGRATIONS IN RECENT YEARS PROVIDES SOLID GROUND FOR FURTHER M&A POTENTIAL IN A VERY FRAGMENTED MARKET



**TECHNOLOGY** 

- INTEGRATE NEW TECHNOLOGY TO STRENGHTEN RFG POSITION IN THE MARKET
- STRENGTHEN TECHNOLOGICAL CAPABILITIES NOT YET AVAILABLE
  IN RACING FORCE CURRENT OFFERING



**DIVERSITY** 

- BROADEN GEOGRAPHICAL DIVERSIFICATION EXPANDING IN NEW MARKETS
- EXPANDING PRODUCTS OFFERING
- DIVERSIFY AND EXPAND THE **CUSTOMER BASE**



**TALENTS** 

- ACQUIRE AND RETAIN HIGHLY QUALIFIED AND EXPERIENCED TALENT
- STRENGTHEN THE MANAGEMENT TEAM WITH INDUSTRY EXPERIENCED LEADERS WITH IN -DEPTH KNOWLEDGE OF LOCAL MARKETS



VALUE ACCRUAL

- DISCIPLINED APPROACH
- SCOUTING OPPORTUNITIES SHOWING BOTH **STRONG BUSINESS AND FINANCIAL RATIONALE** WITH STRONG VALUE CREATION

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#### **OUR LOCATIONS IN 3 DIFFERENT CONTINENTS**

8 LOCATIONS

3 R&D CENTERS

7 SHOWROOMS

# 4 CUTTING EDGE PRODUCTION & LOGISTICS CENTERS















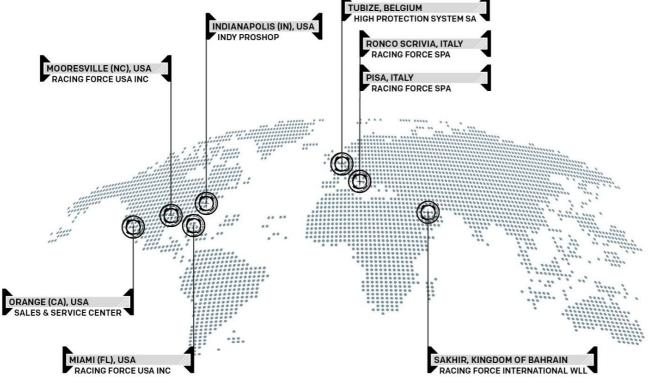












#### MAIN INVESTMENTS TO SUPPORT THE GROWTH

TO SUPPORT THE GROWTH OF THE GROUP, AN INVESTMENT PLAN TO EXPAND THE OVERALL CAPACITY IS UNDERWAY

#### **EUROPE, RONCO SCRIVIA**



Expansion: +4,000 sqm +50%

- It's the main headquarter of the Group
- Expansion aimed at increasing production and logistics for Europe and ROW
- Attention to environmental sustainability
  - Solar panels
  - Energy-saving façades
  - Car recharging stations
  - Rain water collection system
- In progress during 2024

#### WORK PROGRESSION – UPDATE MARCH 2024

- Foundations completed
- Building frame under construction



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#### MIDDLE EAST, BAHRAIN



Expansion: +4,000 sqm +60%

- It's the main manufacturing hub that hosts production of helmets as well as diversification and integration projects
- Creation of a 2<sup>nd</sup> floor to increase factory production capacity, in collaboration with Bahrain International Circuit
- Attention to environmental sustainability
  - Solar panels
  - Car recharging stations
  - In progress during 2024

#### **WORK PROGRESSION – UPDATE MARCH 2024**

- Foundations completed
- Pillars completed
- Horizontal structures under construction
- Possibility of further expansion in partnership with BIC (Bahrain International Circuit)

#### PROUD OF OUR HISTORY, BUILDING OUR FUTURE











#### PROUD OF OUR HISTORY, BUILDING OUR FUTURE











# PROUD OF OUR HISTORY, BUILDING OUR FUTURE











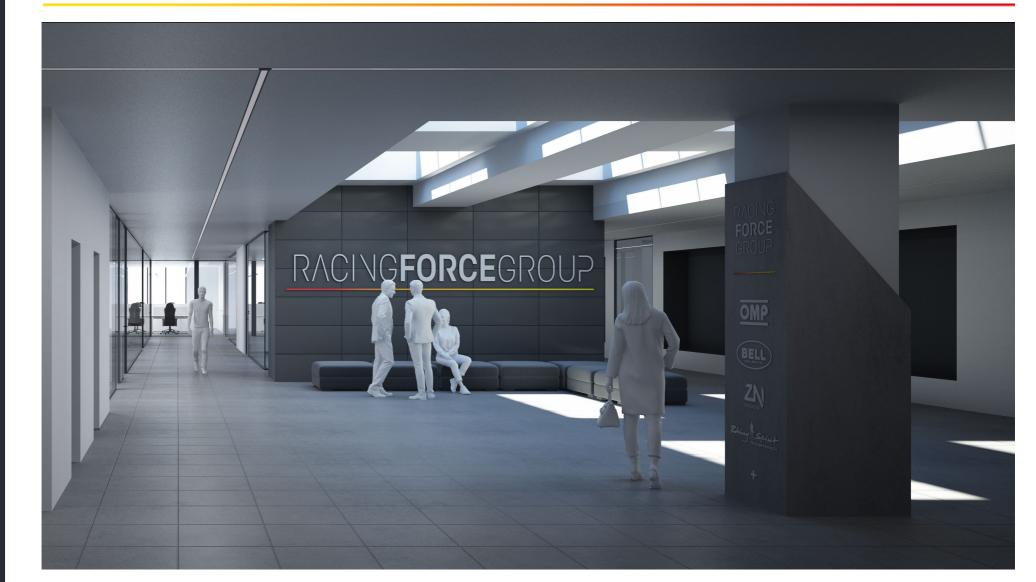
#### PROUD OF OUR HISTORY, BUILDING OUR FUTURE













### PROUD OF OUR HISTORY, BUILDING OUR FUTURE











# ECONOMIC AND FINANCIAL DATA



#### 2023 AT A GLANCE

CAI	FC
741	

**EBITDA** 

**NET INCOME** 

€ 62.7m

€ 9.6m

€ 4.8m

**+6.4%** vs FY 22

**15.4%** EBITDA Margin Vs **+19.8%** in FY 22

**7.7%** NI Margin Vs **12.9%** in FY 22

**+23%** 2020 - 2023 CAGR

#### **CASH FLOW FROM OPERATIONS**

**NET FINANCIAL POSITION** 

**PROPOSED DIVIDEND** 

BELL.

€ 1.0m

€ 3.2m

€ 2.3m

Z

10.2% Cash Conversion

0.3x Leverage

€ 0.09 ps

Racing Spirit



vs **€ 3.2m** in FY 22

vs **€ 4.4m** in FY 22

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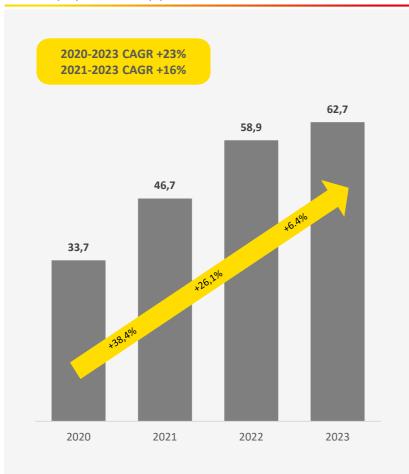






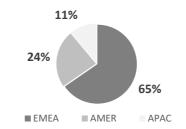
#### CONSOLIDATED P&L

#### Revenues (€m) and Growth (%)



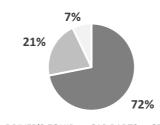
#### FY 2023 Revenues Breakdown and Variance vs FY 2022

#### Geographies



	EMEA	AMER	APAC
SALES FY23	41.0 ml	14.7 ml	6.9 ml
VAR vs LY	+4.1 ml	-1.2 ml	+0.9 ml
VAR%	+11.2%	-7.8%	+15.0%

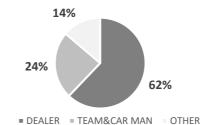
#### **Product categories**



	DRIVER'S EQUIP.		OTHER
SALES FY23	45.0 lm	13.2 ml	4.5 ml
VAR vs LY	+2.0 ml	-0.2 ml	+1.9 ml
VAR%	+4.7%	-1.3%	+76.5%

■ DRIVER'S EQUIP. ■ CAR PARTS ■ OTHER

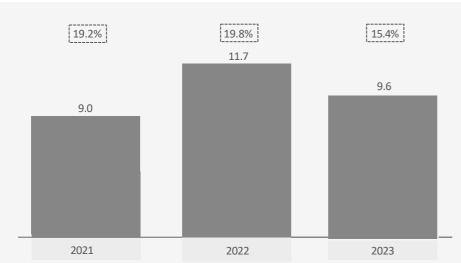
#### Channels



	DEALER	TEAM&CAR MAN	OTHER
SALES FY23	38.9 ml	15.1 ml	8.6 ml
VAR vs LY	+0.9 ml	+1.9 ml	+0.9 ml
VAR %	+2.4%	+14.5%	+12.3%

#### CONSOLIDATED P&L (cont'd)

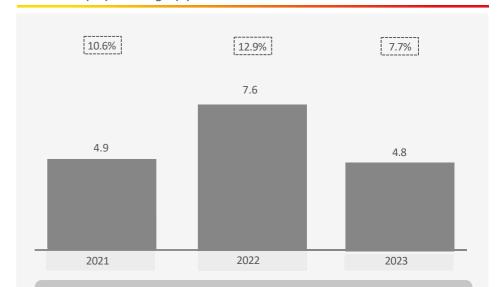
#### EBITDA (€m) and Margin (%)



Variance in EBITDA is mainly due to higher costs in FY23 to further strengthen the Group's structure and support investments and diversification projects currently underway, partially offset by higher gross profit.

- Gross profit increased in absolute value of 1.9 ml Euro, while in percentage terms there was a slight decrease of 0.8%, mainly due to the different composition of the product mix.
- Other income lower by 0.3 ml Euro, mainly due tax credit booked in FY22
- Selling & distribution expenses passed from 9.3 to 10 ml Euro in FY 23, primarily due to higher technical partnership agreements related to 2023.
- Personnel costs passed from 11.7 to 13.9 ml Euro in FY 23, driven by +90 additional average FTEs in 2023. This increase was required to timely setup the proper organizational structure to support the diversification projects and the expected future growth.

#### NET INCOME (€m) and Margin (%)



The decrease in Net Income compared to prior year is due to:

- 2.5 ml Euro lower EBIT, as a consequence of 2.0 ml Euro decrease in EBITDA, 0.3 ml Euro higher depreciation, driven by higher capex, and 0.2 ml Euro higher bad debt accruals.
- 0.4 ml Euro higher net finance costs, mainly due to 0.3 ml Euro loss on FX differences against 0.3 ml Euro gain in prior year, partly offset by better net interest towards banks by 0.3 ml Euro, thanks to a lower level of average indebtedness.
- 0.2 ml Euro lower taxes, due to lower taxable income.

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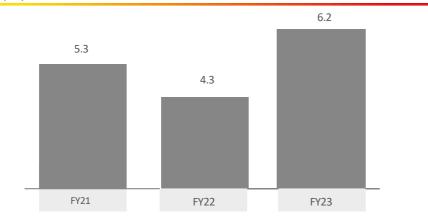




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#### **CONSOLIDATED BALANCE SHEET**

#### CAPEX (€m)



#### WORKING CAPITAL (€m)



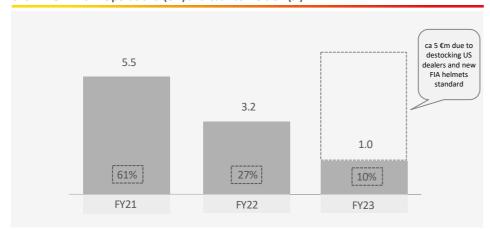
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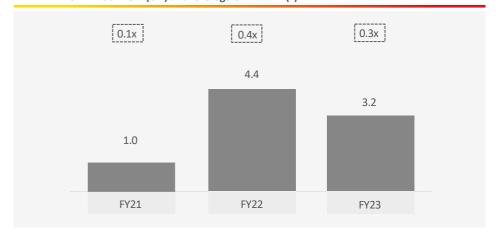




#### CASH FLOW from Operations (€m) and Cash conversion (%)



#### NET FINANCIAL POSITION (€m) and leverage on EBITDA (x)



2

Note: FY21 and FY22 figures reported as adjusted.

# **CURRENT TRADING**



#### OUTLOOK

#### Motorsport

- Q1 Sales are in line with previous year despite two big (approx. 1,0 mio €) Racing Spirit orders in Q1 2023 (net of this, +5,0%). Q1 Orders in strong growth.
- · Main 2024 target to increase efficiency and cash generated from operations, to complete investments plan within Q1 2025.
- New FIA 8859-2024 standard for Premium Helmets coming into force as soon as a helmet manufacturer homologates a model with the new standard (helmets under previous standard still usable until Dec. 31, 2035).
- New FIA 8877-2022 standard for kartwear (including gloves and shoes) mandatory from Jan. 2025.
- New SNELL standard (for US Helmets market) expected for Autumn 2025 with strong sales generation starting end 2025.
- The Wired-Wireless helmet, developed by integrating top level open-face Bell helmets with new Zeronoise Fearless intercom, debut Q1 2024 with very positive feedback.
- New websites for all brands, including online sales, expected 2H 2024.

#### **Diversification Projects**

- LIFT, Gladiator and Riot projects are progressing as planned with the new Tubize facility, HPS headquarter
- First effects within the end of 2024 / Q1 2025
- Further important Skier's Eye milestones expected within the year



HPS Headquarter











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# RFG's ECM PATH



# RFG on Stock Exchange Markets

ISSUER	Racing Force S.p.A.	
LISTING VENUE	Euronext Growth Milan (RFG) and Euronext Growth Paris (ALRFG)	
MARKET CAP	Market capitalization ≈ € 100 mio	
OWNERSHIP STRUCTURE	25.699.198 shares SAYE 53% - Market 47%	
ANALYST COVERAGE	EQUITA → BUY   Target: € 6.0  TP-ICAP MIDCAP → BUY   Target: € 6.2	

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# THANK YOU

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**CHARD MILLE** 



CELSIUS

**Q** Palantir























SDANIDS OF DACING FORCE GROUP













































RDANDS OF DACING FORCE GROUD











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PRANTE OF BACING FORCE COO.









Rainy & Spirit













RDANDS OF DACING FORCE GROUD











DRANDS OF BACING FORCE OROUG



































RDANDS OF DACING FORCE GROUD











