Q1 2020 Consolidated Sales Revenues Presentation
May 8th 2020

Group Structure

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A. Berloni 33%
M. Berloni 33%
P. Berloni 33%

AMP Fin S.r.l.

Buy-back

Market

68.33% (*)

1.71% (*)

29.96% (*)
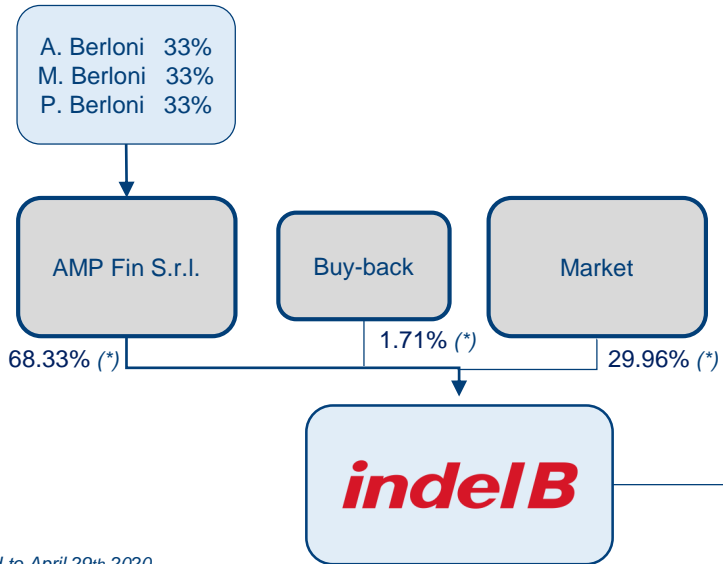
(*) data updated to April 29th 2020

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Full Consolidation Method

100% → **condor B**

100% → **AUTOCLIMA**

100% → **INDEL B NORTH AMERICA**

100% → **AUTOCLIMA GMBH**

70% → **AUTOCLIMA RUSS**

90% → **AUTOCLIMA IBERICA**

85% → **AUTOCLIMA POLSKA**
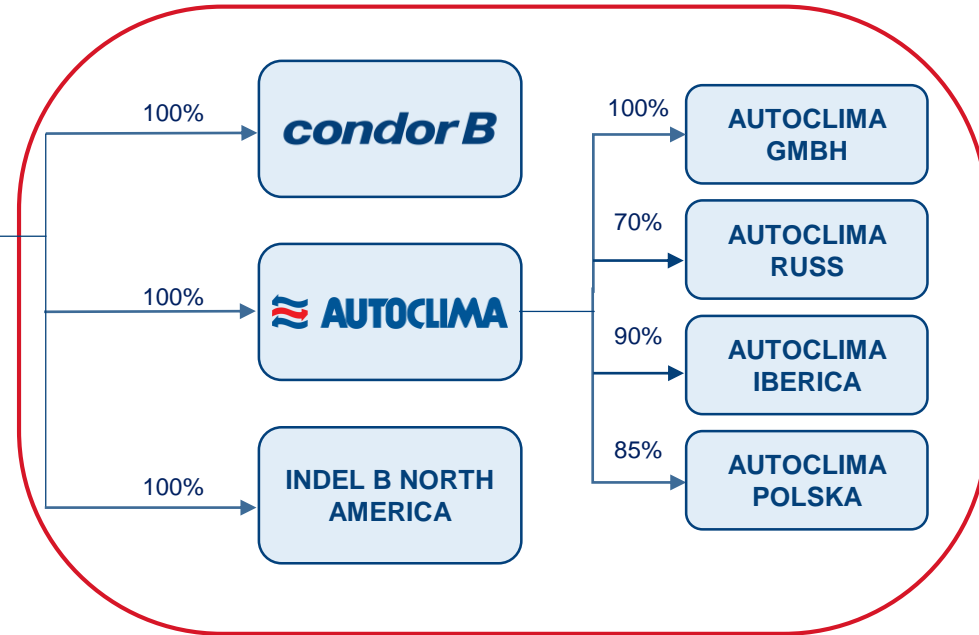
Equity Consolidation Method

Full Consolidation Method

50% → **indel Webasto Marine**

100% → **indel Webasto Marine USA**

27.3% → **GUANGDONG ICECO ENTERPRISE**

40% → **ELBER GELADEIRAS**
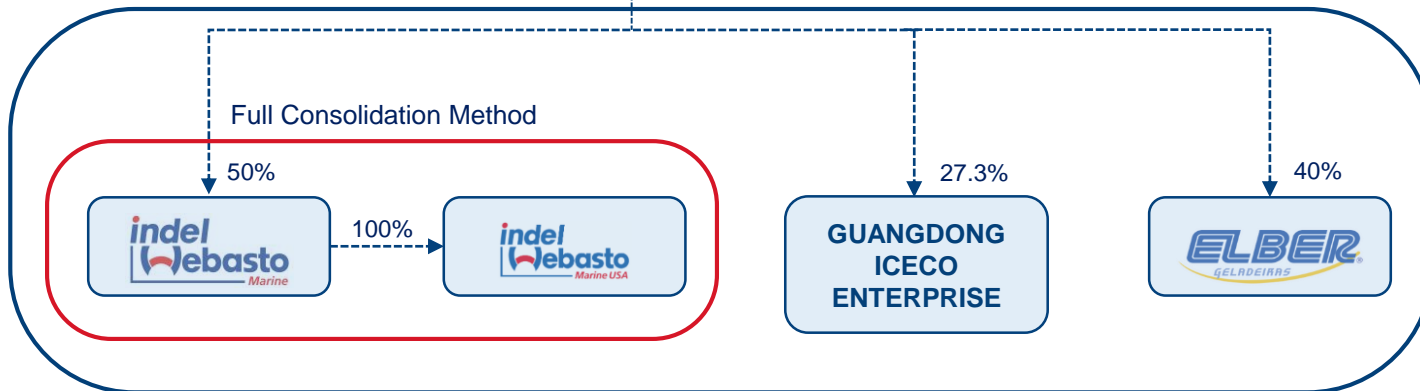
Sales - Breakdown by Channel

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Sales in €mln

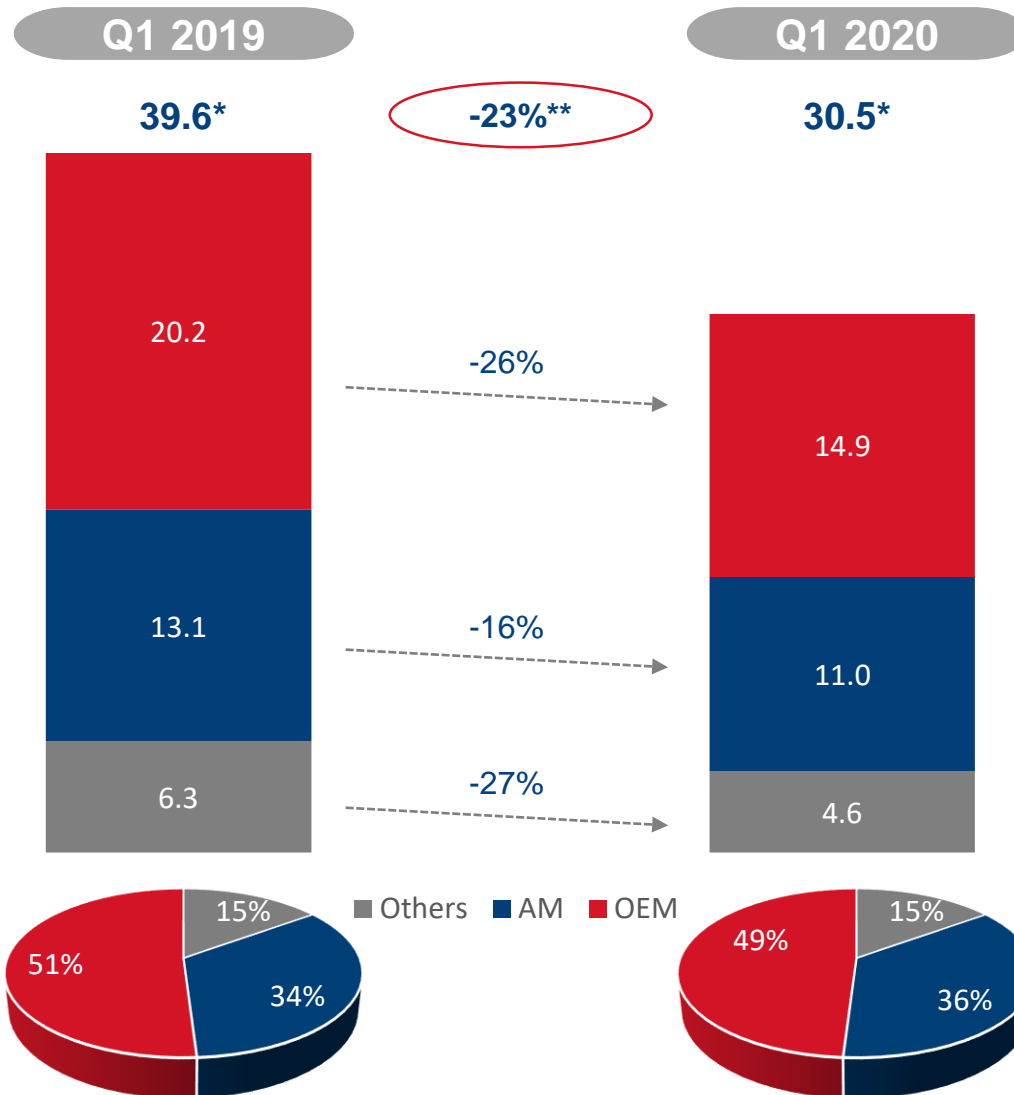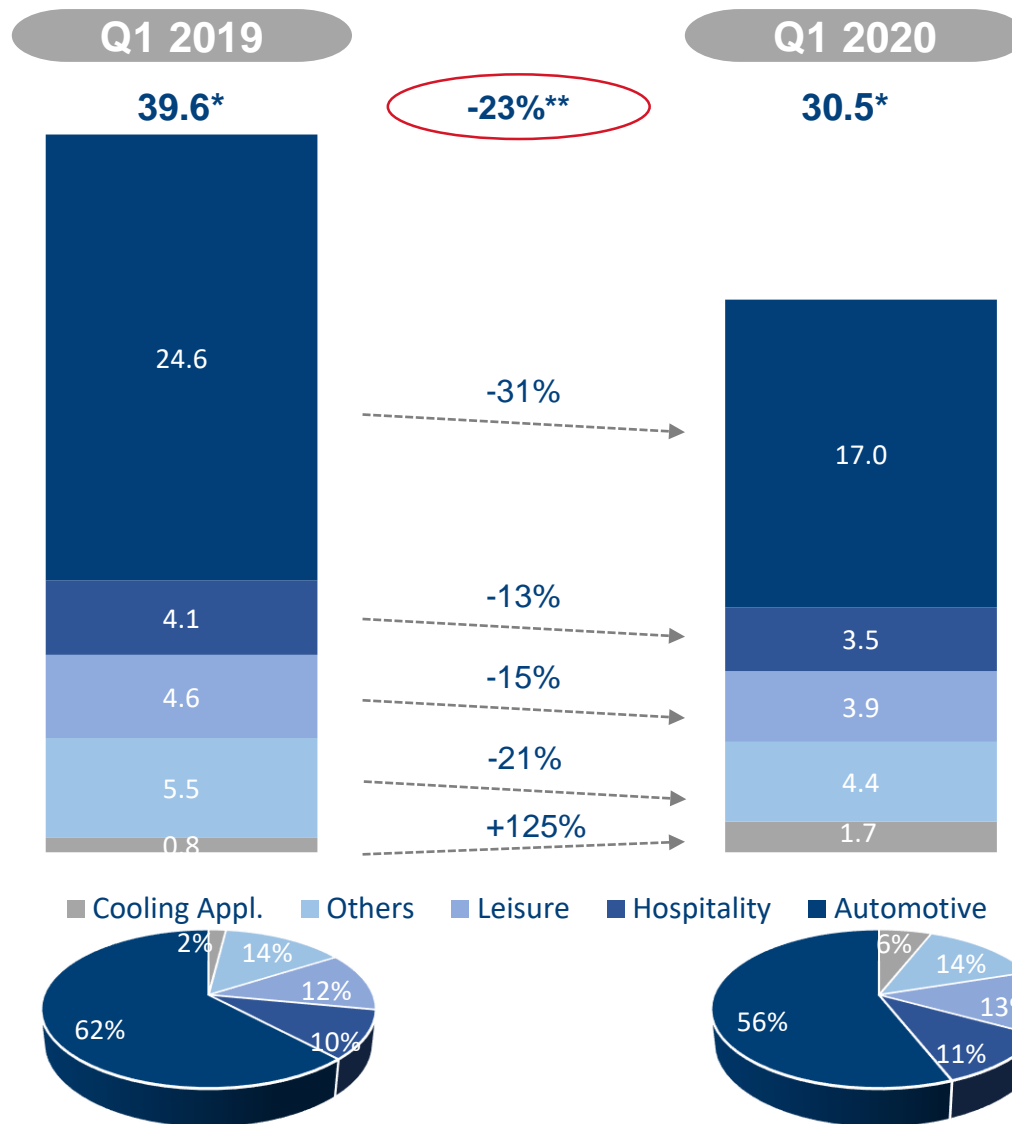* Figures related to Revenues from product sales
** Growth at current exchange rates

Sales - Breakdown by Market

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Sales in €mln

	Q1 2019	-23%**	Q1 2020
	39.6*		**30.5***

Q1 2019:
- 24.6 (Automotive)
- 4.1 (Hospitality)
- 4.6 (Leisure)
- 5.5 (Others)
- 0.8 (Cooling Appl.)

Changes:
- -31%
- -13%
- -15%
- -21%
- +125%

Q1 2020:
- 17.0 (Automotive)
- 3.5 (Hospitality)
- 3.9 (Leisure)
- 4.4 (Others)
- 1.7 (Cooling Appl.)

Legend: Cooling Appl. ■ Others ■ Leisure ■ Hospitality ■ Automotive

Q1 2019 pie chart:
- 2%
- 14%
- 12%
- 10%
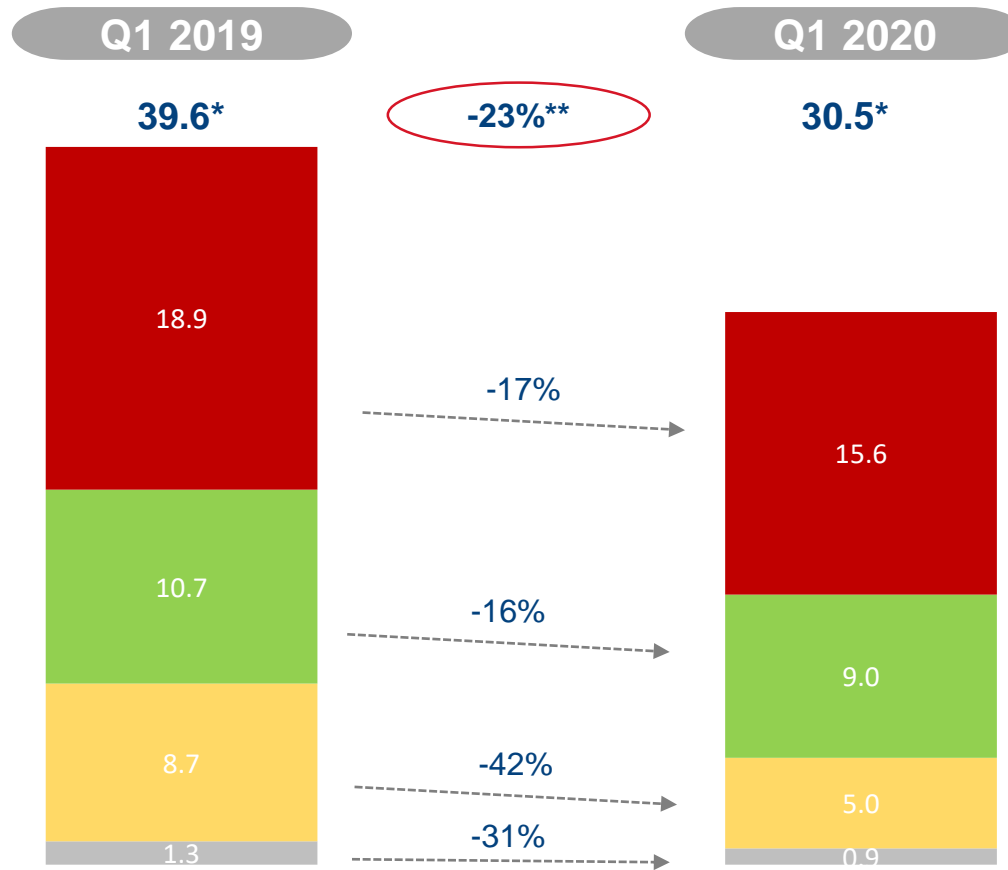- 62%

Q1 2020 pie chart:
- 5%
- 14%
- 13%
- 11%
- 56%

*Figures related to Revenues from product sales
** Growth at current exchange rates

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Sales - Breakdown by Region

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Sales in €mln

Q1 2019		Q1 2020

39.6* (**-23%***) **30.5***

Q1 2019:
- 18.9 (Europe excl. Italy)
- 10.7 (Italy)
- 8.7 (Americas)
- 1.3 (RoW)

Q1 2020:
- 15.6 (Europe excl. Italy)
- 9.0 (Italy)
- 5.0 (Americas)
- 0.9 (RoW)

Changes:
- -17%
- -16%
- -42%
- -31%

Legend: ■ RoW   ■ Americas   ■ Italy   ■ Europe (excl. Italy)

Q1 2019 pie: 3%, 22%, 27%, 48%

Q1 2020 pie: 3%, 16%, 30%, 51%

Figures related to Revenues from product sales
**Growth at current exchange rates*

Shareholding Structure, Upcoming Events, IR contacts

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Shareholding Structure*

- AMP Fin.
- Buy-back
- Market

29.96%

1.71%

68.33%
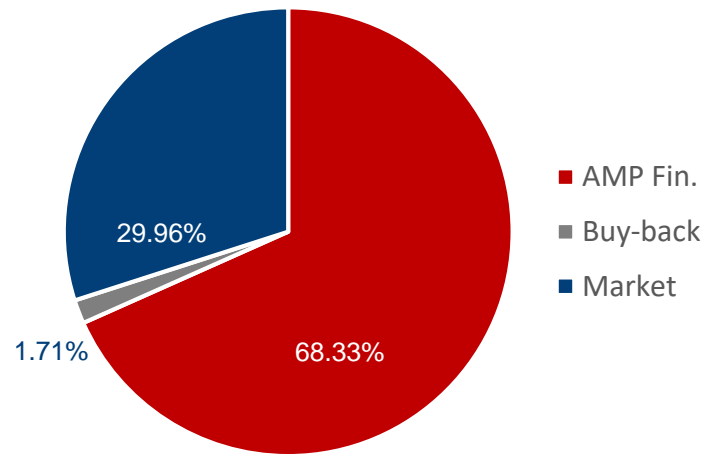
(*) Source: Indel B Spa
Last update: April 29th 2020

Upcoming Events

- **May 27th 2020** - Annual Shareholders' Meeting for Approval of the Full Year Financial Statements at December 31st 2019

Investor Relations

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Thank you for your attention

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