

BUILDING GREEN COMPANIES FOR A BETTER TOMORROW






Full year 2023 Results

DISCLAIMER

This presentation contains certain forward-looking statements that reflect the Company's management's current views with respect to future events and financial and operational performance of the Company and its subsidiaries. These forward-looking statements are based on Seri Industrial S.p.A.'s current expectations and projections about future events. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Seri Industrial S.p.A. to control or estimate precisely. You are cautioned not to place undue reliance on the forward-looking statements contained herein, which are made only as of the date of this presentation. Seri Industrial S.p.A. does not undertake any obligation to publicly release any updates or revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation. The information contained in this presentation does not purport to be comprehensive and has not been independently verified by any independent third party. Certain numbers in this presentation are rounded, while certain figures may have been restated. This presentation does not constitute a recommendation regarding the securities of the Company. This presentation does not contain an offer to sell or a solicitation of any offer to buy any securities issued by Seri Industrial S.p.A..

Pursuant to art.154-bis, paragraph 2, of the Italian Unified Financial Act of February 24,1998, the executive in charge of preparing the corporate accounting documents at Seri Industrial S.p.A., Pasquale Basile, declares that the accounting information related to results as of December 31, 2023 contained herein correspond to document results, books and accounting records.

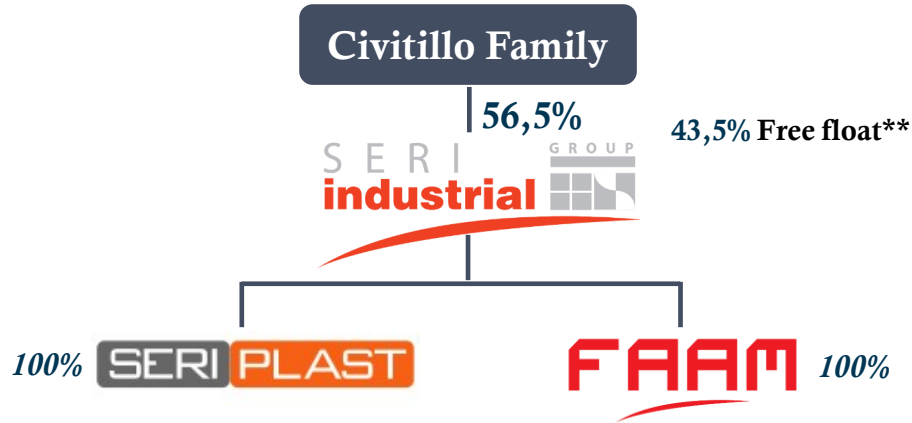
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SERI AT A GLANCE



SERI Industrial is a company listed on Milan's Euronext ("EXM") stock exchange; it is a **vertically integrated player** along the supply chain of batteries and plastic materials.

- **SERI PLAST (Plastic Materials):** active in the **processing and recycling of plastic materials** for battery, automotive and thermo-hydro sanitary markets, as well as in the **recycling and transformation of post-consumer packaging waste** into raw material for the consumer goods market through a JV with Unilever (**P2P**)



- **FAAM (Batteries):** active in the **production of li-ion cells, modules and battery systems** for ESS, industrial and special applications; production of **lead-acid batteries** for traction, starter and stationary applications; **recycling** of end-of-life batteries, **from plant design to recovery** of materials



Employees : > 800 FTE in 19 production plants to be 1650 FTE



Revenues : 200 M€ (FY 2023), €2 Billion expected by 2026



Investments : 2017-2023 205 M€ , > 600 M€ in the next 2 years

FY 2023 HIGHLIGHTS



1.

Key figures

1

TOTAL REVENUES

€ 200,067 thousands

€ 199,626 thousands in 2022

2

EBITDA ADJ.

€ 22,899 thousands

€ 17,377 thousands in 2022

3

EBIT ADJ.

€ (4,786) thousands

€ (3,899) thousands in 2022

4

CONSOLIDATED
PROFIT (LOSS) ADJ.

€ (6,313) thousands

€ (3,371) thousands in 2022

5

NET INVESTED
CAPITAL

€ 197,167 thousands

€ 247,811 thousands in 2022

6

CONSOLIDATED
EQUITY

€ 130,337 thousands

€ 143,522 thousands in 2022

7

ADJUSTED
NET DEBT

€ 33,806 thousands

€ 79,018 thousands in 2022



1.

Business Update

CONSOLIDATED RESULTS

- ✓ Higher profitability in the AS IS
- ✓ Decreased Net Financial Position
- ✓ AS IS Revenues quite in line with the business plan despite the lower sale prices

TEVEROLA 1

- ✓ 2023 first Revenues with profitability in line with the forecast
- ✓ Production ramp-up update for 2024

TEVEROLA 2

- ✓ Advance payment cashed in
- ✓ IPCEI integrative decree in 2024
- ✓ Building up an international team of world-class professionals
- ✓ First Capex realized in 2023

P2P

- ✓ Financing from Invitalia and MIMIT ongoing
- ✓ Design of the plant layout completed
- ✓ Preliminary agreement with equipment suppliers



2.

YOY COMPARISON 2023 – 2022

Key Financials - €/Mln	2023	2022	Change	% 23 vs 22
Total Revenues*	200,067	199,626	441	n.a.
EBITDA	17,555	17,827	(272)	(2%)
Adjusted EBITDA	22,899	17,377	5,522	32%
Depreciation and Amortization	26,067	21,116	4,951	23%
Write-downs/write-backs	2,692	160	2,532	n.a.
EBIT	(11,204)	(3,449)	(7,755)	n.a.
Adjusted EBIT	(4,786)	(3,899)	(887)	23%
Consolidated Profit (Loss)	(12,423)	(4,442)	(7,981)	n.a.
Adjusted consolidated Profit (Loss)	(6,313)	(3,371)	(2,942)	87%

Key indicators - €/Mln	2023	2022	Change	% 23 vs 22
Net Invested Capital	197,167	247,811	(50,644)	(20%)
Equity	130,337	143,522	(13,185)	(9%)
Net Financial Position	66,830	104,289	(37,459)	(36%)
Adjusted Net Financial Position	33,806	79,018	(45,212)	(57%)

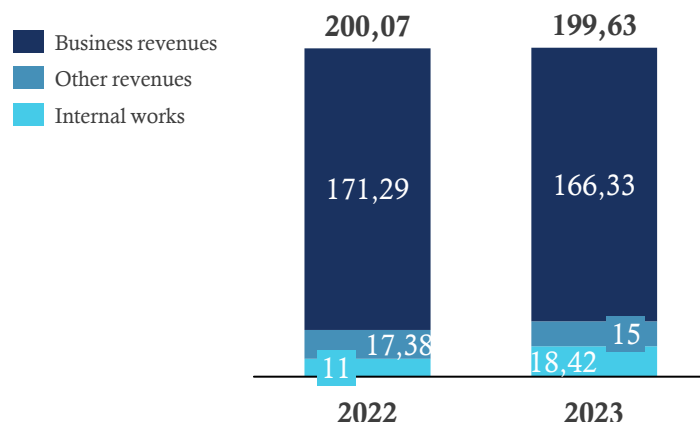
Net Invested Capital is including the advance payment (IPCEI) for € 83,4 Mln. Without the advance payment the NIC is increasing of € 32,8 Mln



2.

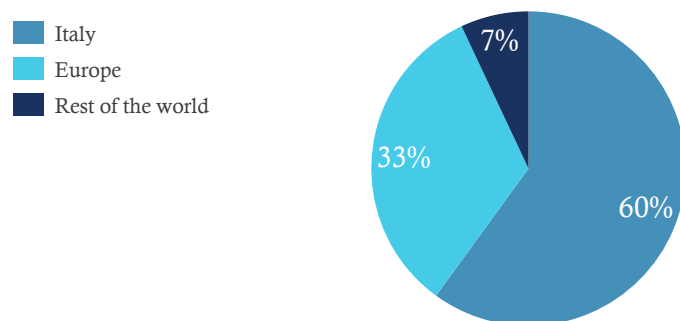
REVENUES

Reported Consolidated Revenues 2022 – 2023 (€Mln)

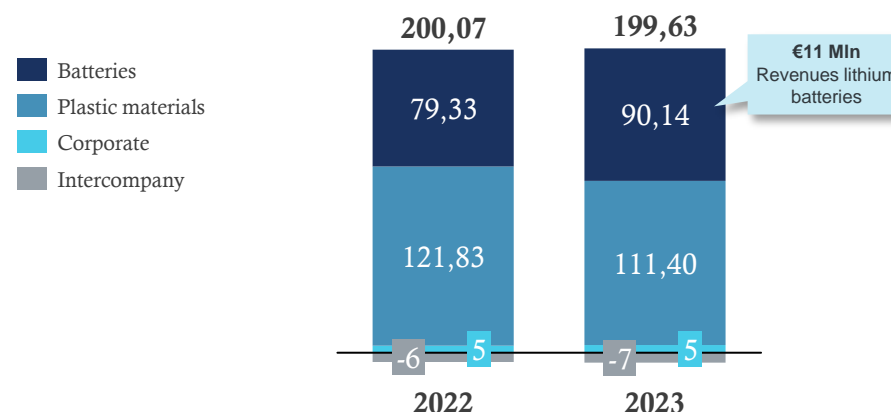


- ✓ The Group has registered **Total Revenues** for € **200,067 Mln**, in line with revenues as of December 31, 2022
- ✓ **Plastic Materials** has registered **8%** decrease in turnover compared to the same period in 2022, mainly due to a reduction in average sale prices, after the reduction of raw material cost subsequent to the shock of international markets due to the war in Ukraine
- ✓ **Batteries** has registered **14%** growth compared to the same period in 2022, which is the sum of the (i) additional € **11 Mln** revenues from lithium battery segment, (ii) lower average sales prices from lead-acid battery segment

Consolidated revenues by geography



Revenues breakdown



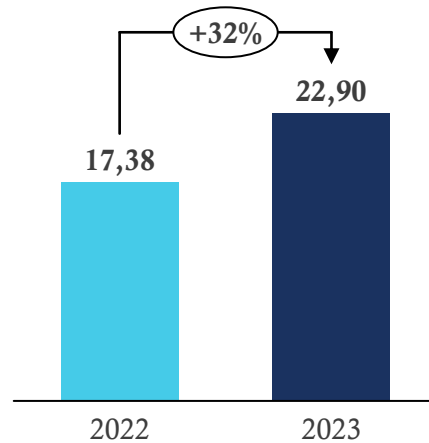


2.

EBITDA

Adj EBITDA – Consolidated

€/Mln

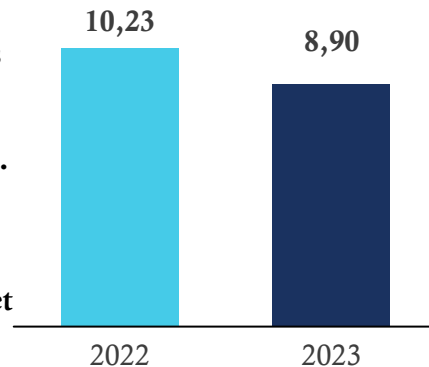


- ✓ The Group has registered an **adjusted EBITDA of € 22,9 Mln** compared to € 17,55 Mln in 2022, with a **percentage margin of 13,8%** (with respect to 10,1% as of Dec. 31, 2022)
- ✓ **Special items**, equal to **positive € 6,04 Mln** overall, include : other operating income of a non-recurring nature, non-recurring operating costs and write-downs (mainly due to obsolete finished products) and other non-recurring cost related to litigations
- ✓ Moreover, the result achieved has been still impacted by the **higher cost of electricity** incurred by the French subsidiaries equal to € 2,421 Mln (net impact after energy contributions)

EBITDA Adjusted – Plastic Materials

€/Mln

In 2023 Ebitda adj, is equal to € 8,91 Mln, with a **percentage margin*** equal to **8,7%**. **Marging strongly impacted by higher electricity costs in France (2,421 mln € net impact)**

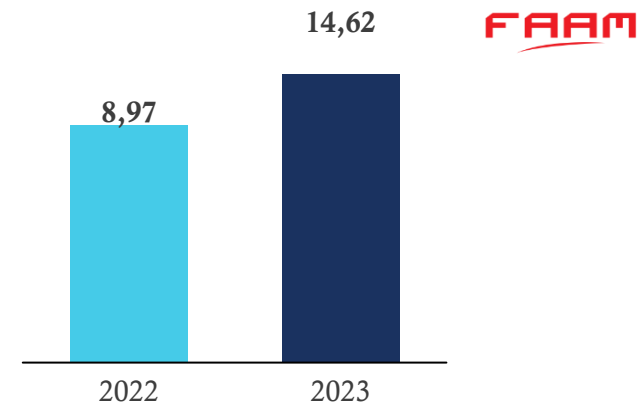


SERI PLAST

EBITDA – Batteries

€/Mln

In 2023 Ebitda is equal to € 14,62 Mln, with a **percentage margin*** equal to **22,4%** (compared to € 8,97 Mln with a margin equal to 11,3% in 2022)



FAAM



2.

RESULT IMPACTS

Overall, the Group has registered a consolidated adjusted loss of € 6,313 Mln, after amortization, depreciation and write-downs of € 28,759 Mln, of which € 14,585 Mln related to the investment made and still ongoing of Teverola 1 and Teverola 2

SIGNIFICANT INCREASE IN INTEREST RATES

Total financial expenses, equal to €9,715 Mln, **increased of € 3,512 Mln** compared to December 31, 2022 because of the significant increase in interest rates

This negative impact has been partially offset by **Financial Incomes** registered for a total of **€ 3,21 Mln** for interest income recognized on available amounts

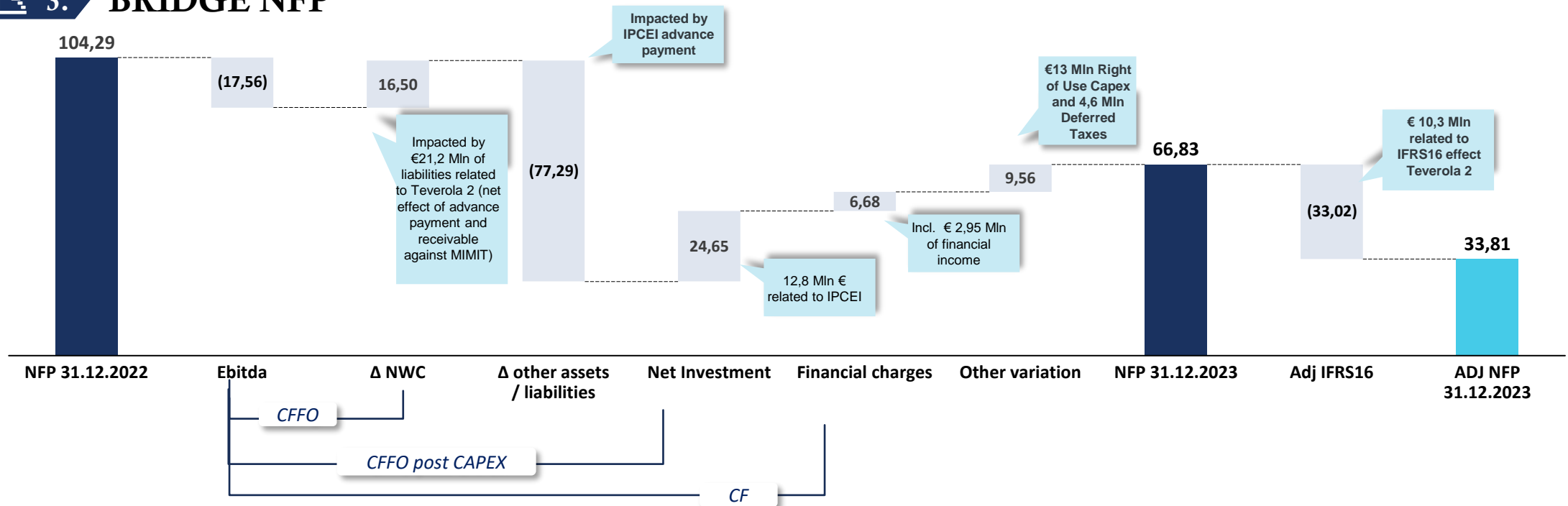
HIGHER ENERGY COST (€2,421 Mln)

Electricity cost from French subsidiaries has **increased by €3,665 Mln** with respect to the previous period, even if **partially offset by energy subsidies** for € 1,244 Mln, bringing to a net effect of €2,421 Mln

However, in 2024 this cost has been normalised and is regularly charged to costumers, as a cost indexed to sales price

2023 KEY FINANCIALS

3. BRIDGE NFP



The **Adj Net Financial Position** is equal to euro **33,81 Mln** in 2023.

- ✓ The reduction in the Group's net financial debt, equal to **euro 45,212 thousand**, is mainly attributable to the receipt, received on 11 August 2023 from the subsidiary FIB in the context of the Teverola 2 gigafactory project, of an initial grant payment of euro 83.4 million, against investments in the 2022-2023 period related to the same project in the amount of euro 24 million.
- ✓ The Net Financial Position at the end of the period is equal to **euro 66,83 Mln** and it is including € **33,02 Mln** of IFRS 16 effects related to the Right of Use for lease contracts
- ✓ **First CAPEX Teverola 2** equal to € 12,8 Mln (about €24 Mln including 2022 and **26 Mln to be cashed-in including also general costs**)



4.

RELEVANT EVENTS

TEVEROLA 1

- ✓ In 2023, a **turnover** of € 11 Mln derived from the sale and design of **lithium-ion batteries**
- ✓ Actually, the production is **fully operational, reaching 65% of the theoretical maximum capacity**, mainly for some limitations in the formation department (for which expansion work is in progress). Anyway, thanks to the accurate analysis and improvements brought by the new **CTO supported by an international team of professionals**, previous **technical problems** of the start-up phase have been **entirely overcome**

TEVEROLA 2

- ✓ On August 2023, FIB received a **first disbursement** from MIMIT, equal to **€ 83,4 Mln** (20% of the total grant approved). Additionally, in January 2024, it has been **published the integrative decree (additional €89 Mln)** of the resources to cover the entire project requirements so that the investment program is 100% financed now, as already expected
- ✓ Ongoing intense recruiting activities, to attract word-class engineers/professionals
- ✓ **Plant layout** defined

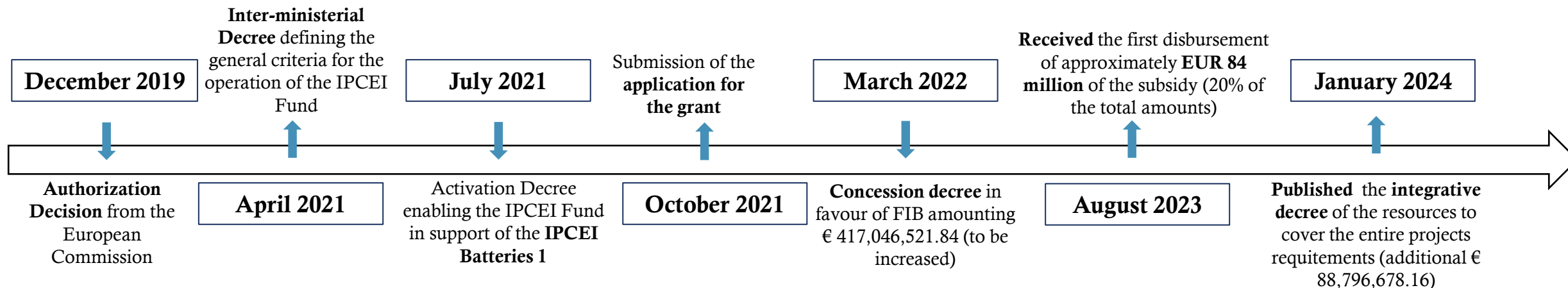
P2P

- ✓ Development Agreement with Invitalia/Mimit signed in June for a total amount of € 82 Mln, of which **€ 40 Mln** is expected to be e funded by **non-repayable grants** and **€42mln** by **subsidized loan**. **Negotiations with Invitalia are currently underway** to have part of the plant recognized as experimental, for the subsequent issuing of the decree to make funds available
- ✓ **Ended-up site preparation** and old plan **demolition activities**, ongoing the design and fine-tuning of the **new plant layout** as well as **preliminary agreements with suppliers**

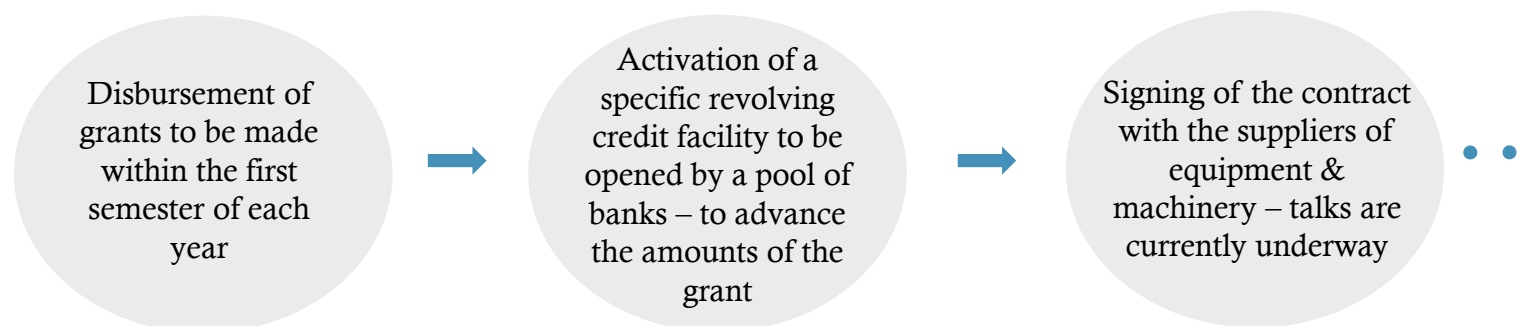


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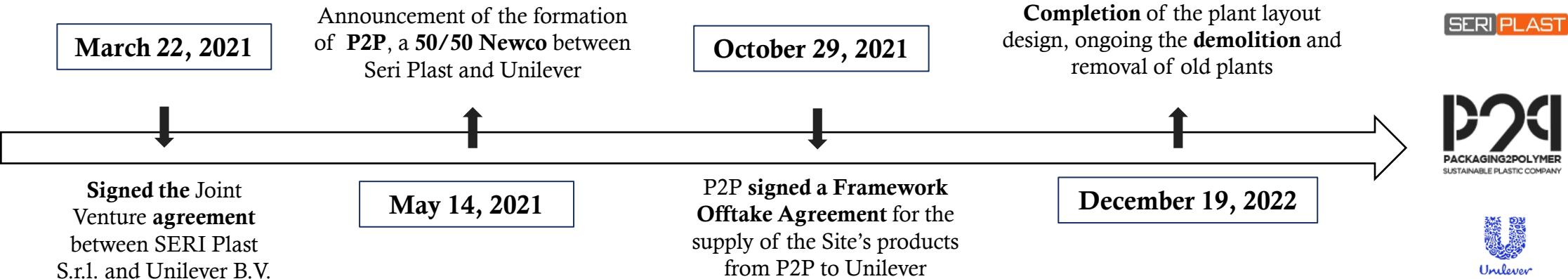
IPCEI



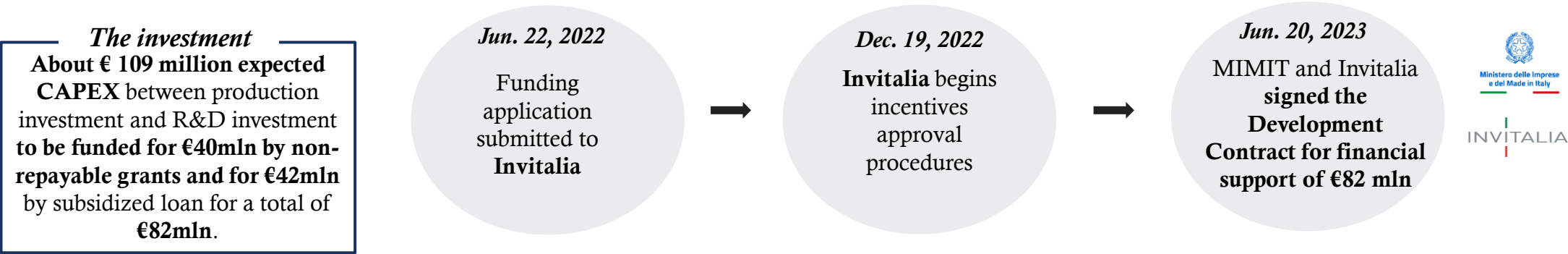
Next Steps



4. BRINGING TOGETHER SERI PLAST EXTENSIVE KNOW HOW AND UNILEVER SUSTAINABILITY GOALS



Project financing



WHAT'S NEXT?

→ 5. BP 2023-2026

WHAT'S NEXT?

- Business Plan Update 2023-2026 -



On July 27, 2023 the board of Directors approved the Consolidated Business Plan 2023-2026 with the support of a leading advisor, who verified the consistency of the assumptions



Updated and approved (on March 28, 2024) by the Board 2024-2026 economic – financial forecast for FIB and Seri Plast, after the delays encountered in the start-up phase of Teverola 1 which led to lower results in 2023



During 2024 are expected sales of 60% of the total production capacity (300 MWh/year) of the Teverola 1 plant



The Management has confirmed the medium-term objectives of the Plan approved on July 27, 2023, and a consolidated plan, taking into account the already approved plans by Seri Plast and FIB, is going to be approved in the short term.

Appendix – Business units

CONSOLIDATED PROFIT & LOSS

As follows the Group's Income Statement as of December 31, 2023, compared to the results registered in the same period of previous year:

Euro / 000	31/12/2023	Special Items	31/12/2023 Adjusted	31/12/2022	Special Items	31/12/2022 Adjusted
Revenues from contract with customers	166.332		166.332	171.293		171.293
Other operating income	15.311	(883)	14.428	17.375	(1.610)	15.765
Internal works	18.424		18.424	10.959		10.959
Total revenues, income and internal works	200.067	(883)	199.184	199.626	(1.610)	198.017
Operating Costs	182.512	(6.227)	176.285	181.799	(1.159)	180.640
Gross operating income - EBITDA	17.555	5.344	22.899	17.827	(451)	17.377
Depreciation and amortisation	26.067		26.067	21.116		21.116
Write-downs/write-backs	2.692	(1.074)	1.618	160		160
Net operating income (loss) - EBIT	(11.204)	6.418	(4.786)	(3.449)	(451)	(3.899)
Financial income	3.215	(376)	2.839	633		633
Financial expense	9.715		9.715	6.203		6.203
Profit (Loss) from equity accounted investment	0		0	(1)		(1)
Profit (Loss) before tax	(17.704)	6.042	(11.662)	(9.020)	(451)	(9.470)
Income taxes	(6.461)	(1.330)	(7.791)	(5.647)	(1.391)	(7.038)
Theoretical tax effect		1.263	1.263		(131)	(131)
Profit (loss) from continuing operations	(11.243)	6.110	(5.133)	(3.373)	1.071	(2.301)
Profit (loss) from discontinued operations	(1.180)		(1.180)	(1.070)		(1.070)
Profit (Loss)	(12.423)	6.110	(6.313)	(4.442)	1.071	(3.371)

CONSOLIDATED BALANCE SHEET

As follows the Group's Balance Sheet as of December 31, 2023, compared to the balance sheet in the same period of previous year:

Euro / 000	31/12/2023	31/12/2022	Variation	Change %
Current Assets	218,564	166,893	51,671	31%
Non-current Assets	217,851	201,993	15,858	8%
Assets classified as held for sale	6,535	0	6,535	100%
ASSETS	442,955	368,886	74,069	20%
Current liabilities	134,756	128,155	6,601	5%
Non-current liabilities	176,115	97,209	78,906	81%
Liabilities classified as held for sale	1,747	0	1,747	100%
Equity	130,337	143,522	(13,185)	(9%)
LIABILITIES AND EQUITY	442,955	368,886	74,069	20%

FINANCIAL FLOWS	
Net Financial Position as of 2022	(104.289)
EBIT	(11.204)
D&A	28.759
EBITDA	17.555
Change in Stock	1.396
Change in Account Receivables	(5.676)
Change in Trade Payables	(5.937)
Change in other asset/(liabilities)	(6.282)
Change in Working Capital	(16.499)
Operating Cash Flow	1.056
Tangible Capex	(5.144)
Intangible Capex	(19.379)
Other	(130)
Investments	(24.653)
Change in other non-current assets/(liabilities)	77.295
Cash flow after investments	53.698
Financial income/(charges)	(6.490)
Taxes	(191)
Net Cash flow	47.017
Right of Use (IFRS16) Capex	(13.077)
Other variations	4.607
Other financing	(1.088)
Net Financial Position as of 2023	(66.830)
<i>IFRS 16 debt as of 2022</i>	<i>25.271</i>
<i>Increase</i>	<i>13.077</i>
<i>Repayment</i>	<i>(5.324)</i>
IFRS 16 debt as of 2023	33.024
Adjusted Net Financial Position	(33.806)

PLASTIC MATERIALS – P&L

As follows the economic trend of Plastic Material Division as of December 31, 2023, compared with the same period in the previous year:

Plastics	31/12/2023	31/12/2022	Variation	Change %
Revenues from contract with customers	102,646	111,089	(8,443)	(8%)
Other operating income	4,209	6,942	(2,733)	(39%)
Internal works	4,546	3,852	694	18%
Total revenues, income and internal works	111,401	121,883	(10,482)	(9%)
Operating Costs	104,085	111,318	(7,233)	(6%)
Gross operating income - EBITDA	7,317	10,566	(3,249)	(31%)
Depreciation and amortisation	8,357	7,295	1,062	15%
Write-downs/write-backs	467	(127)	594	n.a.
Net operating income (loss) - EBIT	(1,508)	3,398	(4,906)	n.a.
Financial income	592	126	466	n.a.
Financial expense	3,909	2,375	1,534	65%
Profit (Loss) before tax	(4,825)	1,149	(5,974)	n.a.
Income taxes	1,048	714	334	47%
Profit (Loss)	(5,873)	434	(6,307)	n.a.

BATTERIES – P&L

As follows the economic trend of Batteries Division as of December 31, 2023, compared with the same period in the previous year:

Batteries	31/12/2023	31/12/2022	Variation	Change %
Revenues from contract with customers	65,331	61,849	3,483	6%
Other operating income	10,934	10,524	410	4%
Internal works	13,874	6,958	6,917	99%
Total revenues, income and internal works	90,140	79,330	10,810	14%
Operating Costs	79,269	71,080	8,189	12%
Gross operating income - EBITDA	10,871	8,250	2,621	32%
Depreciation and amortisation	17,470	13,632	3,838	28%
Write-downs/write-backs	2,218	190	2,028	n.a.
Net operating income (loss) - EBIT	(8,816)	(5,572)	(3,245)	58%
Financial income	553	432	121	28%
Financial expense	3,907	3,424	483	14%
Profit (Loss) before tax	(12,170)	(8,564)	(3,606)	42%
Income taxes	331	534	(204)	(38%)
Profit (loss) from continuing operations	(12,501)	(9,098)	(3,403)	37%
Profit (loss) from discontinued operations	(1,180)	(1,069)	(111)	(100%)
Profit (Loss)	(13,681)	(10,167)	(3,514)	35%

CONSOLIDATED NET FINANCIAL POSITION

As follows the Group's Net Financial Position:

NFP - NET FINANCIAL POSITION		31/12/2023	31/12/2022	Variation	Change %
A)	Cash	64,777	24,818	39,959	n.a.
B)	Cash equivalents to other liquid assets	1,089	1,133	(44)	(4%)
C)	Other current financial assets	517	1,588	(1,071)	(67%)
D)	Liquidity D = (A + B + C)	66,383	27,539	38,844	n.a.
E)	Current financial debt (including debt instruments, but excluding current portion of non-current financial debt)	52,081	47,552	4,529	10%
F)	Current portion of non-current financial debt	17,355	16,006	1,349	8%
G)	Current financial indebtedness G = (E + F)	69,436	63,558	5,878	9%
H)	Net current financial indebtedness H = (G - D)	3,053	36,019	(32,966)	(92%)
I)	Non-current financial debt (excluding current portion and debt instruments)	24,638	34,400	(9,762)	(28%)
J)	Debt instruments	4,000	4,000	0	n.a.
K)	Non-current trade and otherpayables	35,139	29,870	5,269	18%
L)	Non-current financial indebtedness L = (I + J + K)	63,777	68,270	(4,493)	(7%)
M)	Total financial indebtedness (H+L)	66,830	104,289	(37,459)	(36%)
N)	IFRS 16 adjustment	33,024	25,271	7,753	31%
O)	Adjusted total financial indebtedness	33,806	79,018	(45,212)	(57%)