



PRESS RELEASE

B&C Speakers S.p.A.:

Board of Directors approves the Interim Management Report at 30 September 2024

- Consolidated revenues of € 76.63 million (up 7.6% compared to € 71.24 million in the first nine months of 2023);
- Consolidated EBITDA of € 17.71 million (up 1.2% compared to € 17.50 million in the first nine months of 2023);
- Overall Group profit of € 15.65 million (up 31.4% compared to € 11.91 million in the first nine months of 2023);
- Group net financial position of € 1.1 million (€ 0.65 million at the end of 2023);
- New orders continue to grow with respect to 2023 (+33% compared to the first nine months of 2023).

Bagno a Ripoli (Florence), 12 November 2024 – The **Board of Directors** of **B&C Speakers S.p.A.**, one of the foremost international players in the design, manufacture, distribution and marketing of professional electro-acoustic transducers, has approved the Group Interim Report at 30 September 2024 in accordance with IFRS international accounting standards.

Consolidated revenue

Consolidated revenue reached € 76.6 million, up 7.6% with respect to the figure in the first nine months of 2023, when the amount was € 71.2 million.

The contribution made by the new subsidiaries to turnover during the period came to € 10 million, distributed as follows in geographic terms: *Eminence KY* achieved turnover of € 5.8 million, mainly on the North American market, while *B&C Speakers Cina* achieved turnover of € 4.2 million, mainly on the Asian market.

With respect to sales by the rest of the B&C Group (under the B&C and 18s brands), note that the first nine months of 2024 ended on a downturn with respect to the same period in 2023. This decrease, equal to 6.6%, is mainly due to a slowdown on the Chinese market and the figure has improved with respect to the figure recorded for the first half of 2024 (when the decrease in terms of sales was 7.5%).

New orders received during the first nine months of 2024 came to a total of 69 million (+33% compared to the same period in 2023). This figure, although it shows a decrease in the value of new orders with respect to June, confirms the overall loyalty and stability of customers with respect to the Group's brands.



Below is the full breakdown by region for the first nine months of 2024, compared to the same period in 2023 (amounts in euro):

Revenues per geographic area <i>(values in Euro/thousand)</i>	9 months 2024	%	9 months 2023	%	Difference	Difference %
Latin America	6,192	8%	6,166	9%	26	0.4%
Europe	37,186	49%	32,686	46%	4,500	13.8%
Italy	5,210	7%	4,965	7%	245	4.9%
North America	15,525	20%	13,857	19%	1,668	12.0%
Middle East & Africa	538	1%	1,176	2%	(638)	-54.3%
Asia & Pacific	11,979	16%	12,394	17%	(415)	-3.4%
Total	76,630	100%	71,244	100%	5,386	7.6%

Cost of sales

During the first nine months of 2024 a slight improvement was seen in the impact of the cost of sales with respect to revenues compared to the same period in 2023, going from 62.7% to 61.8%. This trend was driven by significant improvements in efficiency relative to the cost of production components, which saw its impact on revenues improved by more than 3.6 percentage points compared to the same period in 2023. Conversely, direct personnel costs had a greater impact, due to the combined effect of lower volumes and the integration of the two new subsidiaries.

Indirect Personnel

Indirect personnel costs rose as a percentage of revenues compared to the first nine months of 2023, going from 5.1% to 6.6%. In absolute terms, the figure for the first nine months of 2024 is up 39% on the same period in 2023, mainly due to the inclusion of the two new subsidiaries in the scope of consolidation.

Commercial expenses

Commercial expenses increased in absolute terms by 30.4% with respect to the first nine months of 2023. This increase is for the most part due to the inclusion of the two new subsidiaries in the scope of consolidation along with their respective commercial expenses, intended for the completion of development projects for Eminence-brand products.

Administrative costs and overheads

Administrative costs and overheads rose by € 812 thousand with respect to the corresponding figure for 2023, also increasing in terms of their impact on revenues, from 7.1% to 7.6%. The increase in administrative costs and overheads is entirely associated with the inclusion of the two new subsidiaries in the scope of consolidation. In fact, with the scope unchanged with respect to the first half of 2023, administrative costs and overheads fell by 6.9%.

EBITDA and EBITDA Margin

As a result of these trends, EBITDA for the first nine months of 2024 was € 17.7 million, an increase of € 0.2 million (+1.2%) compared to the same period in 2023.



The EBITDA margin for the first nine months of 2024 was equal to 23.1% of revenues, compared to 24.6% in the same period in 2023. The dilution of margins is due to the inclusion of the two new subsidiaries, whose margins are lower than those of B&C Speakers. Note that utilising the same scope as in the first nine months of 2023, the EBITDA margin would have been 26% compared to 24.6% in the same period of 2023, demonstrating the well-established efficiency of the original structure of the B&C Speakers Group.

Depreciation and amortisation

Depreciation and amortisation of property, plant and equipment, intangible assets and rights of use increased compared to the first nine months of 2023, amounting to € 1.9 million (€ 1.6 million in the first nine months of 2023). This increase is mainly due to the inclusion of the two new subsidiaries.

EBIT and EBIT Margin

EBIT for the first nine months of 2024 amounted to € 15.7 million, down 1.2% with respect to the same period in 2023 (when it amounted to € 15.9 million). The EBIT margin was 20.5% of revenue (22.4% in the same period of 2023).

Overall Group Profit

The Group's overall profit at the end of the first nine months of 2024 amounted to € 15.7 million, representing 20.4% of consolidated revenue, with an overall increase of 31.4% compared to the corresponding period of 2023.

This trend is mainly due to the Patent Box subsidy, which was renewed for the 2020 tax period and subsequent four tax periods in the first half of 2024, after the ruling proceedings with the Revenues Agency was finalised.

The positive effect of this subsidy on the annual income statement is equal to € 3,994 thousand.

The ***Net Financial Position (NFP)*** is equal to € 1.1 million, compared to € 0.6 million at the end of 2023. The excellent cash flow coming from operations (€ 8.86 million) had a positive impact on the NFP, making it possible to limit the effects associated with repayments of existing loans and the distribution of dividends for € 7.7 million in May.



<i>(values in Euro thousands)</i>	30 september 2024 (a)	31 december 2023 (a)	Change
A. Cash	9,351	14,613	-36%
C. Other current financial assets	7,274	6,979	4%
D. Cash and cash equivalent (A+C)	16,625	21,591	-23%
E. Current financial indebttness	(2,500)	(2,708)	
F. Current portion of non current borrowings	(6,373)	(8,855)	-28%
G. Current borrowingse (E+F)	(8,874)	(11,563)	-23%
H. Current net financial indebttness (G+D)	7,751	10,028	-23%
I. Non current financial indebttness	(8,817)	(10,681)	-17%
L. Non current financial indebttness	(8,817)	(10,681)	-17%
M. Total financial indebttness (H+L)	(1,066)	(653)	63%

The Group's reclassified Income Statement for the first nine months of 2024 compared with the same period in the previous year is presented below:

Economic trends - Group B&C Speakers

<i>(€ thousands)</i>	9 months 2024	Incidence	9 months 2023	Incidence
Revenues	76,630	100.0%	71,245	100.0%
Cost of sales	(47,365)	-61.8%	(44,678)	-62.7%
Gross margin	29,266	38.2%	26,567	37.3%
Other revenues	292	0.4%	327	0.5%
Cost of indirect labour	(5,096)	-6.6%	(3,661)	-5.1%
Commercial expenses	(907)	-1.2%	(696)	-1.0%
General and administrative expenses	(5,843)	-7.6%	(5,031)	-7.1%
Ebitda	17,712	23.1%	17,506	24.6%
Depreciation and Amortization	(1,965)	-2.6%	(1,573)	-2.2%
Writedowns	-	0.0%	0	0.0%
Earning before interest and taxes (Ebit)	15,747	20.5%	15,933	22.4%
Writedown of investments in non controlled associates	-	0.0%	-	0.0%
Financial costs	(1,224)	-1.6%	(1,334)	-1.9%
Financial income	1,396	1.8%	1,074	1.5%
Earning before taxes (Ebt)	15,919	20.8%	15,672	22.0%
Income taxes	(135)	-0.2%	(4,005)	-5.6%
Profit for the year	15,784	20.6%	11,668	16.4%
Minority interest	0	0.0%	0	0.0%
Group Net Result	15,784	20.6%	11,668	16.4%
Other comprehensive result	(126)	-0.2%	246	0.3%
Total Comprehensive result	15,658	20.4%	11,914	16.7%

SIGNIFICANT EVENTS SUBSEQUENT TO 30 September 2024 AND OUTLOOK FOR THE YEAR

The collection of new orders, subsequent to the end of the quarter and up to the date of this press release, shows a slowdown in the incoming flow compared to the beginning of the year. The Group's management, based on the information available, believes that 2024 could close with improved production and sales levels compared to 2023, also due to the contribution from the sales achieved by the newly acquired companies.



Below are the Consolidated Income Statement and Balance Sheet schedules for the first nine months of 2024

SITUAZIONE PATRIMONIALE-FINANZIARIA CONSOLIDATA (Valori in Euro)	30 settembre 2024	31 dicembre 2023
ATTIVO		
Attivo immobilizzato		
Immobili, impianti e macchinari	4.940.836	3.872.531
Diritti d'uso	5.344.313	6.477.332
Avviamento	2.318.181	2.318.181
Altre attività immateriali	581.640	447.843
Attività fiscali differite	1.005.413	906.969
Altre attività non correnti	576.786	579.561
	<i>di cui verso correlate</i>	6.700
Totale attività non correnti	14.767.169	14.602.417
Attivo corrente		
Rimanenze	30.869.530	27.623.705
Crediti commerciali	21.797.132	18.149.825
Attività fiscali per imposte correnti	1.775.513	190.315
Altre attività correnti	9.406.381	11.168.904
Disponibilità liquide e mezzi equivalenti	9.351.086	14.612.848
Totale attività correnti	73.199.642	71.745.597
Totale attività	87.966.811	86.348.014
	30 settembre 2024	31 dicembre 2023
PASSIVO		
Capitale e Riserve		
Capitale sociale	1.096.161	1.099.613
Altre riserve	5.016.982	5.589.481
Riserva di conversione	229.596	365.116
Riserve di risultato	47.269.209	39.156.124
Totale Patrimonio netto del Gruppo	53.611.948	46.210.334
Patrimonio netto attribuibile alle interessenze di pertinenza di terzi	-	-
Totale Patrimonio netto	53.611.948	46.210.334
Passività non correnti		
Indebitamento finanziario a medio-lungo termine	4.462.241	5.452.443
Passività finanziarie a medio-lungo termine per diritti d'uso	4.354.950	5.228.386
	<i>di cui verso parti Correlate</i>	1.821.412
Fondi benefici a dipendenti e assimilati	838.484	2.537.875
Fondi per rischi ed oneri	43.012	43.012
Totale passività non correnti	9.698.687	13.261.716
Passività correnti		
Indebitamento finanziario a breve termine	7.662.433	10.147.066
Passività finanziarie a breve termine per diritti d'uso	1.211.444	1.416.216
	<i>di cui verso parti Correlate</i>	855.622
Debiti commerciali	11.725.011	10.823.737
	<i>di cui verso parti Correlate</i>	88.411
Passività fiscali per imposte correnti	591.901	1.011.163
Altre passività correnti	3.465.387	3.477.782
Totale passività correnti	24.656.176	26.875.964
Totale passività	87.966.811	86.348.014


CONTO ECONOMICO COMPLESSIVO CONSOLIDATO (Valori in Euro)

9 mesi 2024 9 mesi 2023

Ricavi	76.630.445	71.244.859
Costo del venduto	(47.364.517)	(44.677.960)
Altri ricavi	292.159	326.994
Personale indiretto	(5.095.596)	(3.660.707)
Spese commerciali	(906.715)	(695.560)
Generali ed amministrativi	(5.843.420)	(5.031.352)
Ammortamenti	(1.965.371)	(1.573.429)
Riprese di valore (svalutazioni) nette di crediti commerciali ed altri crediti	-	-
Risultato prima delle imposte e degli oneri/proventi finanziari (Ebit)	15.746.986	15.932.845
Oneri finanziari	(1.223.778)	(1.334.405)
<i>di cui verso parti Correlate</i>	<i>(48.644)</i>	<i>(61.679)</i>
Proventi finanziari	1.395.654	1.074.028
Risultato prima delle imposte (Ebt)	15.918.862	15.672.469
Imposte del periodo	(134.770)	(4.004.654)
Risultato netto del periodo (A)	15.784.092	11.667.815
Altri utili/(perdite) complessive che non saranno successivamente riclassificati a conto economico:		
Utile/(perdita) derivanti dalla rideterminazione del Fondo benefici a dipendenti al netto del relativo effetto fiscale	9.263	1.423
Altri utili/(perdite) complessive che saranno successivamente riclassificati a conto economico:		
Utili/(perdite) derivanti dalla conversione bilanci di imprese estere	(135.520)	244.946
Totale altri utili/(perdite) complessive (B)	(126.257)	246.369
Totale risultato complessivo del periodo (A+B)	15.657.835	11.914.184
Risultato netto dell'esercizio attribuibile a:		
Azionisti della Controllante	15.784.092	11.667.815
Interessenze di pertinenza di terzi	-	-
Risultato complessivo dell'esercizio attribuibile a:		
Azionisti della Controllante	15.657.835	11.914.184
Interessenze di pertinenza di terzi	-	-
Utile per azione	1,44	1,07
Utile diluito per azione	1,44	1,07

The Financial Reporting Manager of B&C Speakers S.p.A., Francesco Spapperi, hereby declares, pursuant to Art. 154-bis, section 2 of Italian Legislative Decree 58/1998 — that the accounting disclosures contained in this press release are consistent with the company's accounting documents, books and records.

B&C Speakers S.p.A.

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B&C Speakers S.p.A. is an international leader in the design, production, distribution and marketing of professional electro-acoustic transducers (the main components in acoustic speakers for music, commonly referred to as loudspeakers), supplied mainly to professional audio-system manufacturers (OEM). With around 347 employees, approximately 12% of whom are in its Research and Development Department, B&C Speakers carries out all design, production, marketing and control activities under the Group's brands at its



offices in Florence, Reggio Emilia, Eminence (KY-USA) and DongGuan (CN): B&C, 18SOUND, EMINENCE and CIARE. Most of its products are developed according to its key customers' specifications. B&C Speakers also operates in the US and Brazil through two subsidiaries carrying out commercial activities.

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