



Thanks to the best September ever Ducati reports another record revenue for the third quarter of 2022

- Yet another revenue record is registered by Ducati in the first nine months of 2022 with 872 million euros
- Demand remains high with an order portfolio up 92% over the same period of last year
- 49,873 motorcycles delivered to passionate clients worldwide

Borgo Panigale (Bologna, Italy), 28 October 2022 - Ducati concludes the third quarter of 2022 with very **positive results**. The company registered another **record figure for revenue, increased its operating profit** and reported a year-on-year growth in deliveries after volume losses in the first half year due to supply and logistics issues.

In fact, during the first nine months of 2022, the revenues recorded by Ducati amounts to **872 million euros**. This represents the **highest figure ever reported by Ducati** over the same period in the past years, and a **growth of 21%** compared with 2021.

Improved figures are registered also for **operating profit that grows from 67 to 109 million euros** in comparison with the same period in 2021. This marks a **62% increase**.

49,873 motorcycles have been delivered to passionate customers since the beginning of the year, a number slightly above the same period of 2021 (49,719). This means that **the year-on-year loss in deliveries reported by Ducati in the first semester of 2022 has been recovered in the third quarter**. Great flexibility and a constant dialogue with partners and trade unions were the key to achieve this balance.

Claudio Domenicali, Ducati CEO: *“The third quarter of 2022 has seen a strong improvement in the ongoing supply and logistics crisis. Thanks to this recovery and an efficient strategy carried out with our suppliers and partners, we were able to make up for the delivery shortfall we experienced in the first half of the year. Furthermore, despite all difficulties the financial results of Ducati are outstanding and represent yet another record in terms of revenues. This financial performance is very relevant in order to finance the future plans of the company and maintain Ducati’s trailblazing attitude when it comes to motorcycle technology. Thanks to the shared vision with our shareholder we are more committed than ever to consolidate the brand as a Lovemark and continuously raise the bar of the experiences we offer to all Ducatisti.”*

Henning Jens, Ducati CFO: *“After having managed severe supply chain disruptions throughout 2022, we were able to fully recover the lost production volumes at the end of the third quarter. As a result our revenues reached a new record level at 872 Million euros at the end of September 2022 with a growth of 21% compared to last year. Based on a strong price position paired with strict discipline on fixed costs, we could improve the Operating Profit for the same period by 62% versus previous year, resulting in 109 Million euros at the end of September. This represents a return on sales of 12.5%. At the same time we could maintain a strong net liquidity position and now see Ducati set up in a very robust financial position to face potential future challenges and to further invest in the enhancement of our attractive product portfolio.”*

China has the best growth rate among main markets

Italy is confirmed as first market with 8,283 bikes delivered, followed by USA with 6,595 and Germany with 5,701. The strong popularity of the brand keeps rising in China, the fourth market for Ducati,



where the growth remained constant during Q3, with 4,103 units delivered which represent a further increase of 15% over the same period of 2021.

Multistrada V4 remains the most popular model

The Multistrada V4 reaffirms its position as the best performing model of the Ducati range also in the third quarter, achieving 8,776 units delivered during the year. After it comes the Monster with 6,903 bikes and the Scrambler Ducati 800 family with 5,771.

A unique brand experience

Through exclusive collaborations Ducati confirms its attractiveness in the lifestyle world and true to its mission continues to offer unique entertainment opportunities.

Important partnerships during the year have seen Ducati centre-stage next to brands of excellence such as Lamborghini, Bulgari, Poltrona Frau and Carrera. Collaborations which have resulted in unique creations, inside and outside the world of two wheels.

The MotoGP Experience gave the chance to some Ducatisti to try out on track the official Ducati Lenovo Team bike, the Desmosedici GP, the pinnacle of a racetrack riding experience: an opportunity that no other brand offers to its most passionate clients.

An increasingly global brand

Ducati is establishing an increasingly global and solid position as never before thanks to an extensive dealer network that will reach more than 820 stores by the end of 2022 in more than 90 countries.