

Investor Presentation

IR TOP AIM RETAIL INVESTOR DAY

19 Maggio 2021

VICENZA

FOPE

DAL 1929



VICENZA

FOPE

DAL 1929

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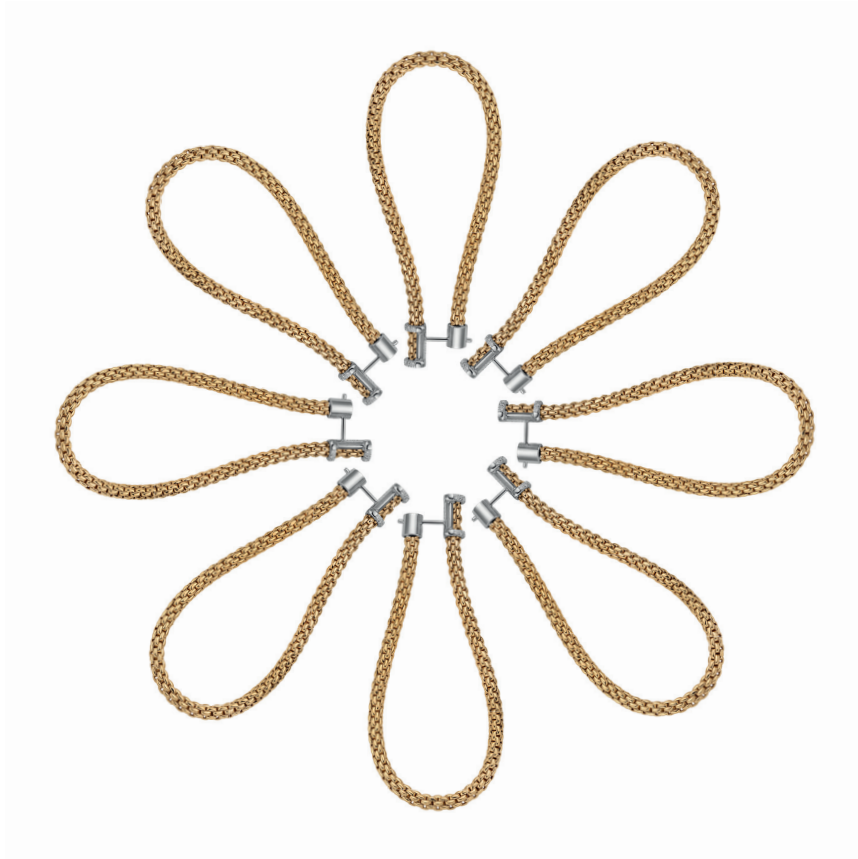


VICENZA

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DAL 1929

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VICENZA

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DAL 1929

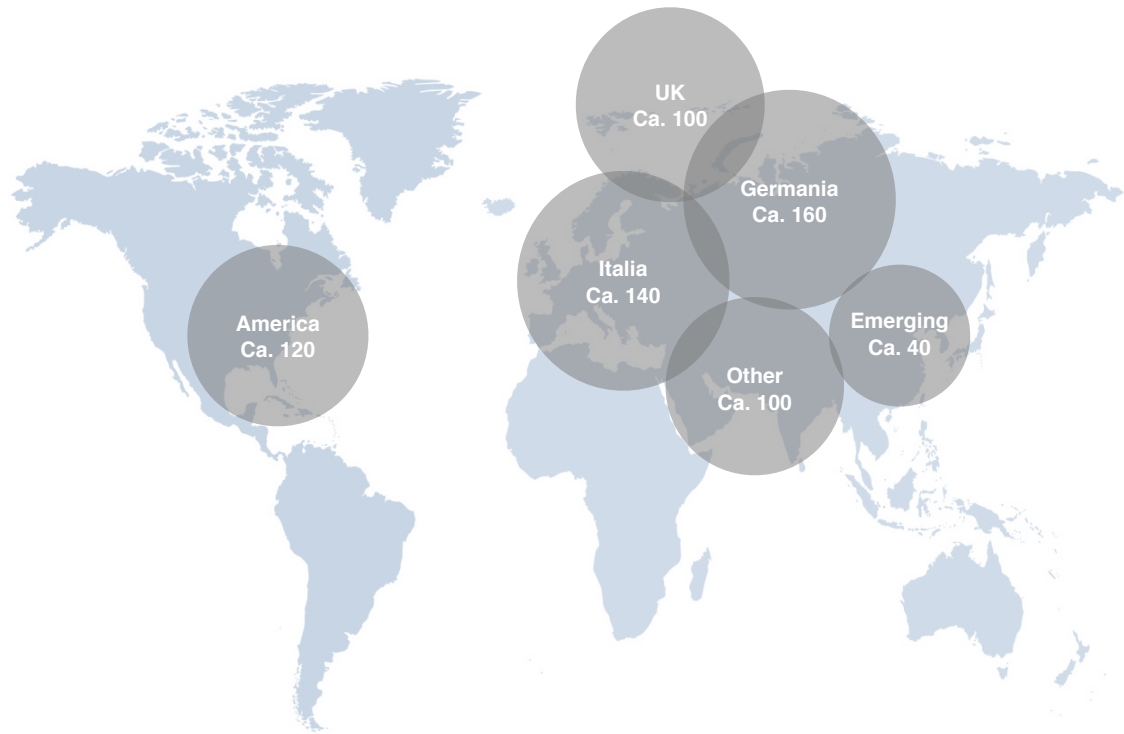
fope.com

Business Model

- Product
 - collections designed and created in-house
 - sold exclusively as the brand FOPE
 - highly recognisable design and brand image
- Distribution channels
 - presence of the brand in high level jewellery shops
 - direct sale: Venice and London Boutique, e-commerce
 - direct relationship with the jewellers - no distributors
- Significant presence in the international market
- Special attention to product and process innovation

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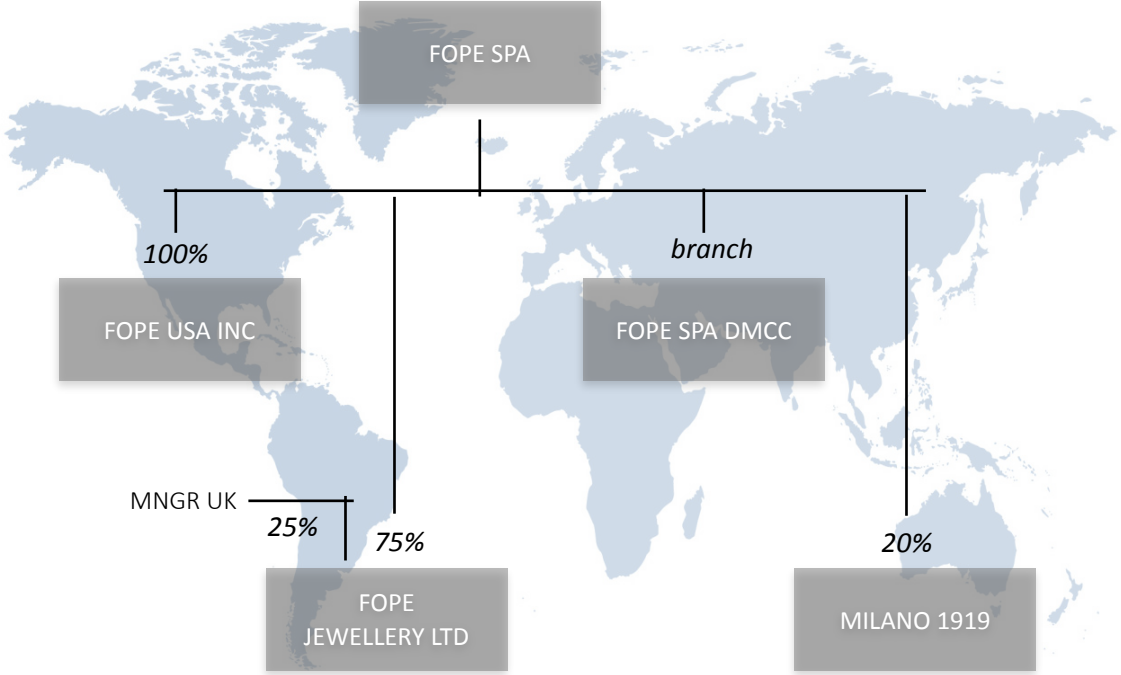
Distribution Network



- more than 500 retailers and 700 POS
- boutique in S.Marco square, Venice
- boutique in Old Bond Street, London

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Fope Group



FOPE

London



Venice



Kuala Lumpur





Highlights

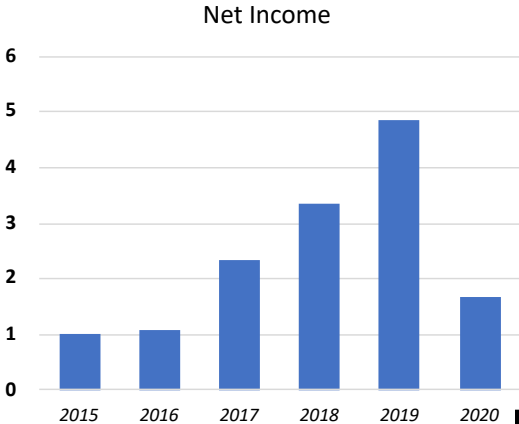
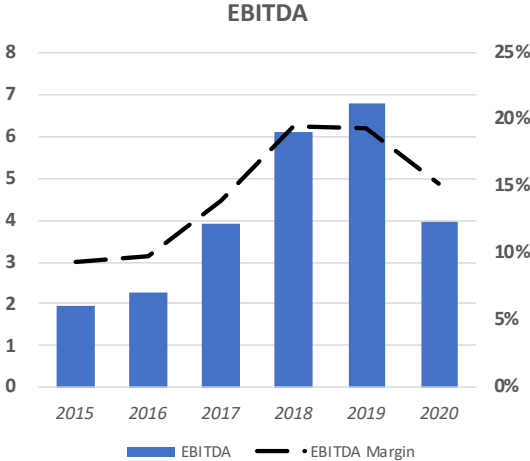
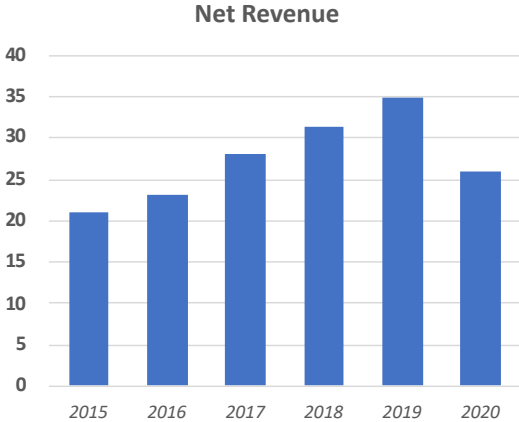
FOPE consolidated data 2020

	<u>2020 (31 December)</u> EUR/000.000	<u>2019 (31 December)</u> EUR/000.000	<u>2020 Vs 2019</u> EUR/000.000
Net Revenue	26,00 100%	34,96 100%	(8,97) -25.6%
Operating Costs	(22,05)	(28,18)	6,13
EBITDA	3,95 15,2%	6,78 19,4%	(2,84) -41,8%
Depr. & Amortization	(1,61)	(1,35)	(0,26)
EBIT	2,34 9,0%	5,43 15,5%	(3,10) -57,0%
Financial Incoms / (Costs)	(0,27)	(0,48)	0,21
Earning Before Tax	2,07 8,0%	4,95 14,2%	(2,88) -58,2%
Tax	(0,40)	(0,10)	(0,30)
Net Income	1,66 6,4%	4,85 13,9%	(3,18) -65,7%
Asset	13,72	12,62	1,11
Working Capital	11,52	11,21	0,31
Funds	(2,25)	(2,96)	0,71
Net Invested Capital	22,99	20,86	2,13 10,2%
Equity	20,57	20,77	(0,20) -1,0%
Net Debt / (Cash)	2,42	0,09	2,32

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Highlights

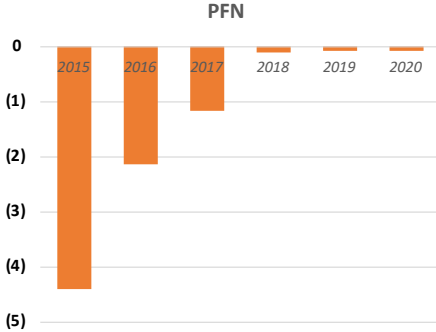
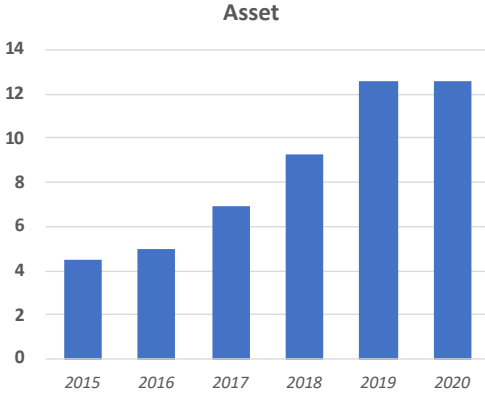
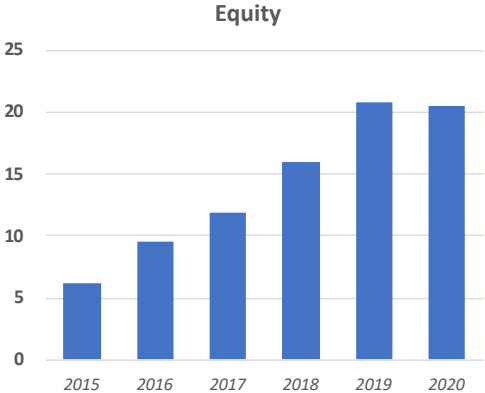
FOPE consolidated data 2015 - 2020



FOPE

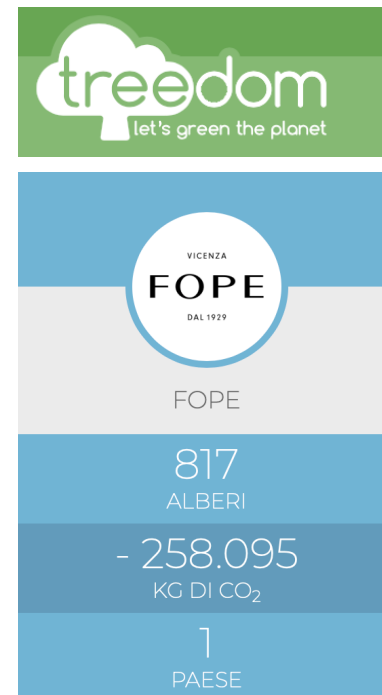
Highlights

FOPE consolidated data 2015 - 2020



Sustainability Philosophy

- Report Sostenibilità Ambientale e Sociale dal 2017
- Carbon footprint project
 - obiettivo garantire footprint neutra
 - emissioni certificate (RINA)
 - compensazione carichi CO2 con progetto Treadom
 - 2018 e 2019 emissioni compensate



FLEX'IT technology

FLEX'IT COLLECTION

At the heart of the collection are FOPE's unique and patented "roll on" mesh chain bracelets, crafted entirely in 18 carat gold but fully flexible and without clasps.

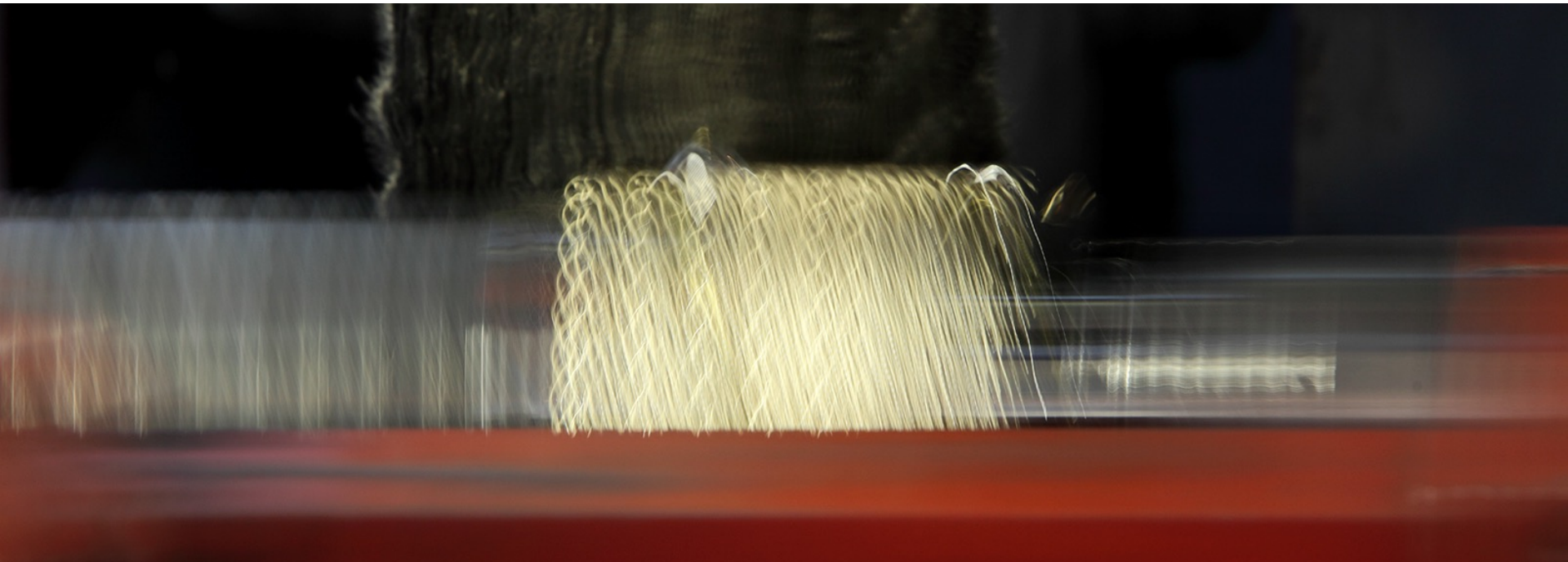
SEE MORE



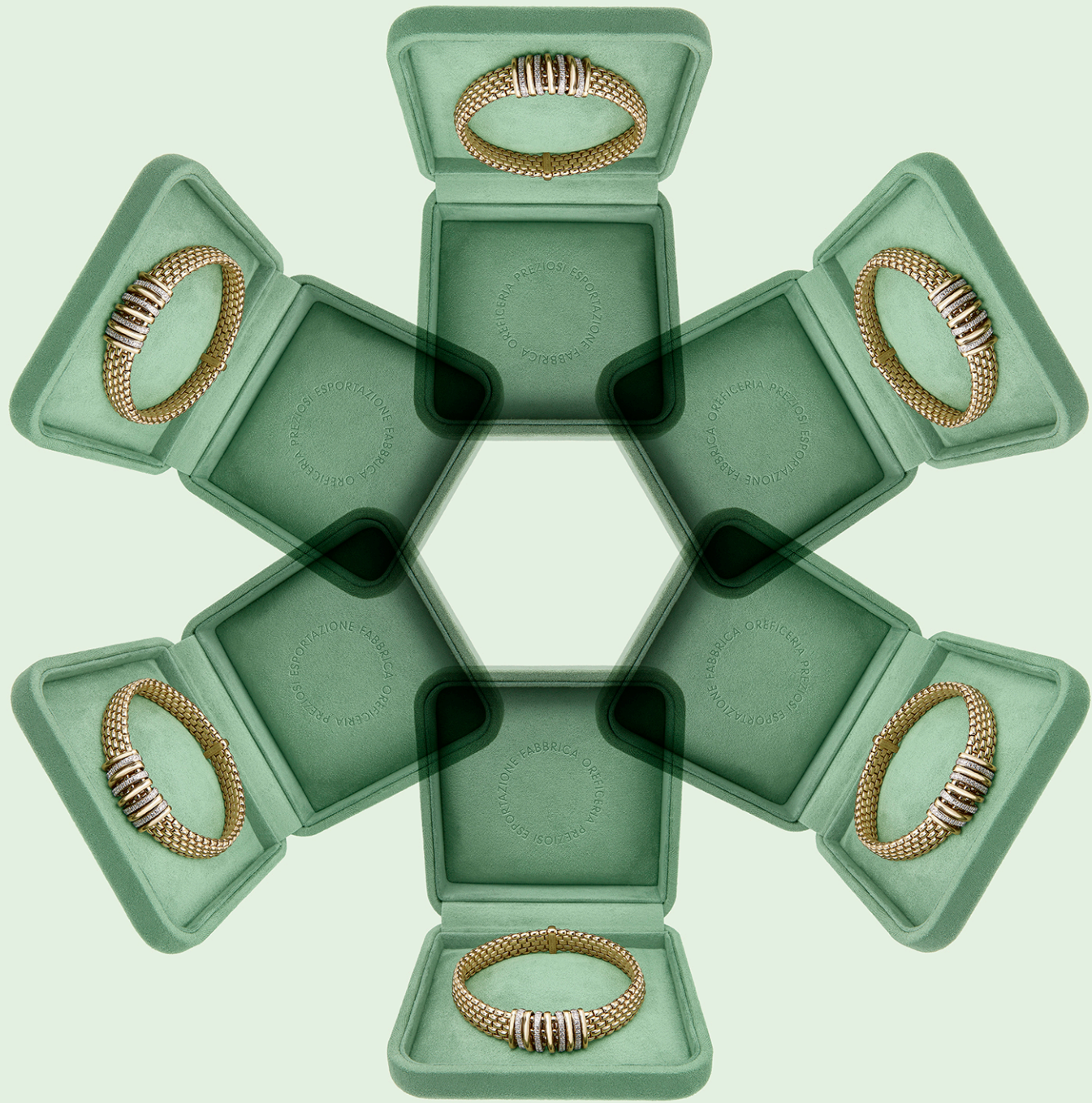
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In-house Production

- **Internal product development** and industrialisation.
- Strict controls on the whole production process.
- Significant use of **advanced technologies** (product & process)



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Strategic guidelines

Strengthen the position in the international markets to create upselling

- focus on main markets
 - America - United Kingdom - Germany
- value proposition
 - loyalty programmes for best retailers
- brand awareness

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Strategic guidelines

Key Success Factors

Product

- quality, design and innovation excellence
- high level of brand recognisability
- made in Italy

Partnership with Jewellery Shops

- support to retailers to maximise final consumers' satisfaction
- joined marketing activities

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Maggio 2021



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