

MILAN - MARCH 30 2023

FOPE CAPITAL MARKETS DAY

VICENZA

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DAL 1929

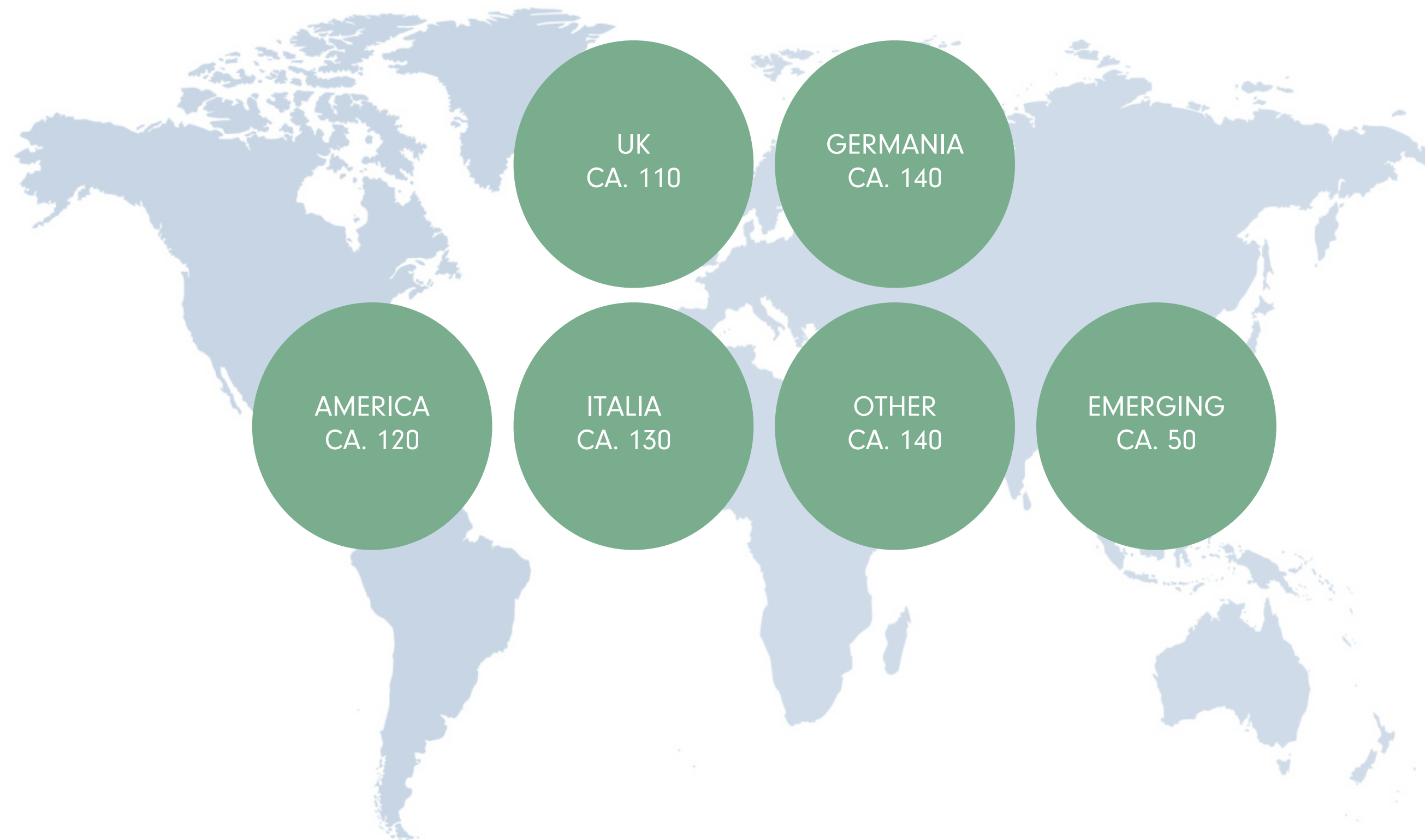


BUSINESS MODEL

- PRODUCT
- DISTRIBUTION CHANNELS
- SIGNIFICANT PRESENCE
IN THE INTERNATIONAL MARKET
- SPECIAL ATTENTION TO PRODUCT
AND PROCESS INNOVATION

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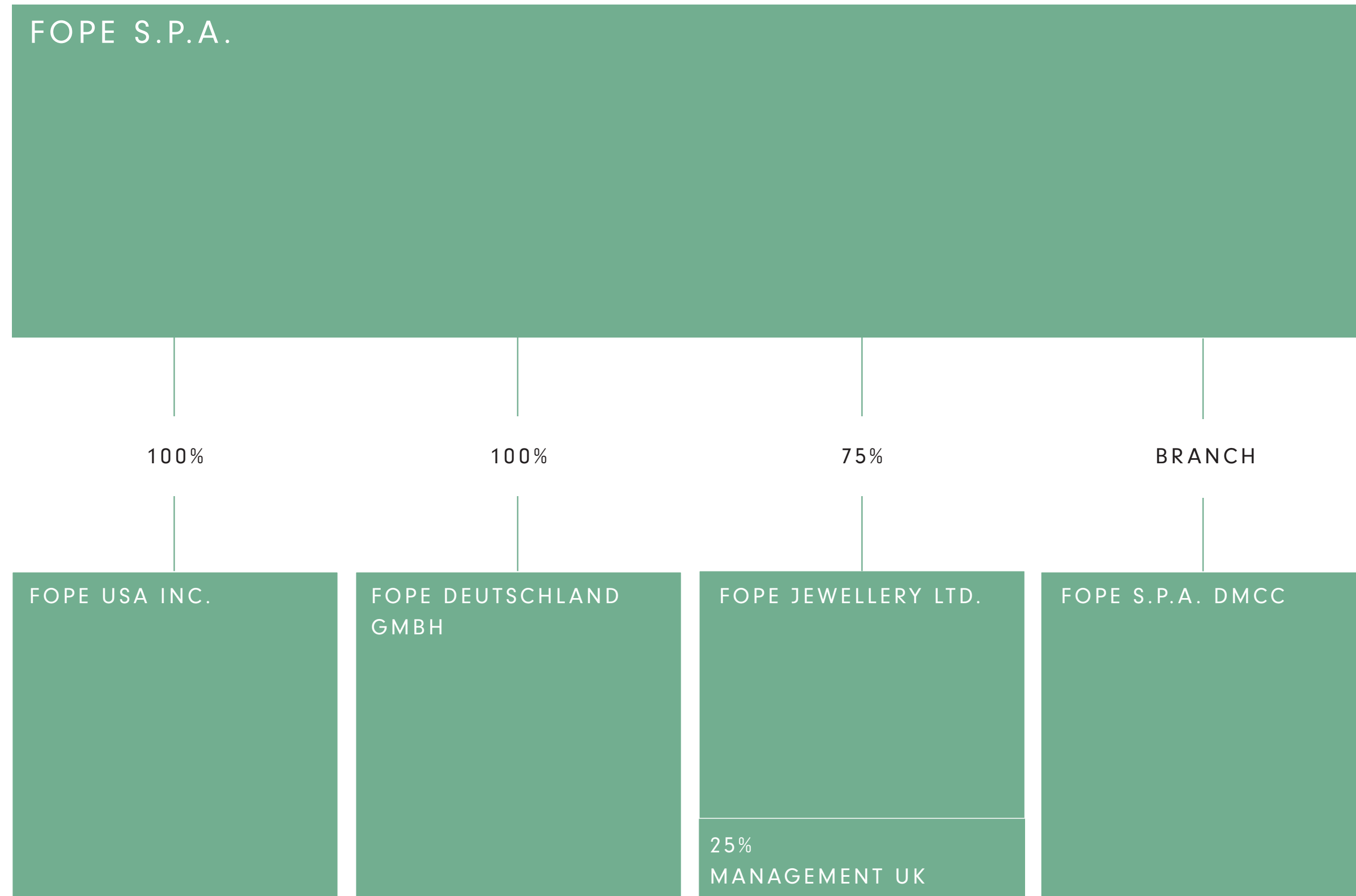
DISTRIBUTION NETWORK



- about 600 retailers and more than 700 POS

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MARKET COVERAGE



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HIGHLIGHTS

FOPE consolidated data - 31 December 2022

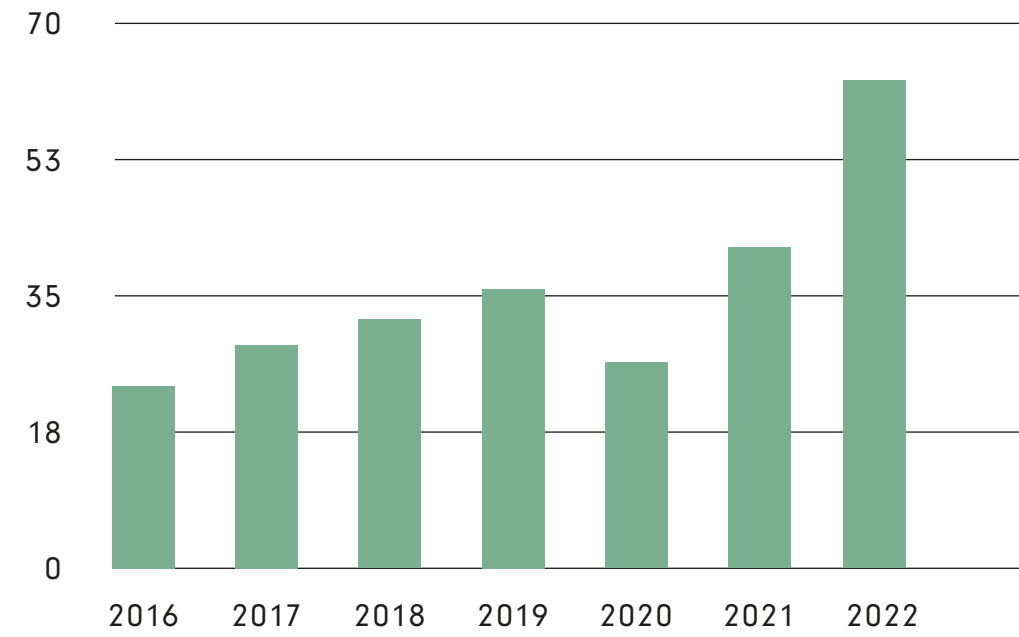
| | 2022 (December, 31) | | 2021 (December, 31) | | 2022 Vs 2021 | | 2019 (December, 31) | |
|-----------------------------|---------------------|--------|---------------------|--------|--------------|--------|---------------------|--------|
| Net Revenue | 62,16 | 100,0% | 40,31 | 100,0% | 21,85 | 54,2% | 34,96 | 100,0% |
| Operating Costs | (46,33) | | (31,52) | | (14,81) | | (28,18) | |
| EBITDA | 15,83 | 25,5% | 8,79 | 21,8% | 7,04 | 80,2% | 6,78 | 19,4% |
| Depr. & Amortization | (1,92) | | (2,01) | | 0,09 | | (1,35) | |
| EBIT | 13,91 | 22,4% | 6,78 | 16,8% | 7,13 | 105,2% | 5,43 | 15,5% |
| Financial Incoms / (Costs) | (0,75) | | 0,05 | | (0,80) | | (0,48) | |
| Earning Before Tax | 13,16 | 21,2% | 6,83 | 16,9% | 6,33 | 92,7% | 4,95 | 14,2% |
| Tax | (2,33) | | (1,80) | | (0,53) | | (0,10) | |
| Net Income | 10,83 | 17,4% | 5,03 | 12,5% | 5,80 | 115,4% | 4,85 | 13,9% |
| Asset | 14,15 | | 12,76 | | 1,39 | | 12,62 | |
| Working Capital | 20,72 | | 13,96 | | 6,76 | | 11,21 | |
| Funds | (2,74) | | (2,76) | | 0,02 | | (2,96) | |
| Net Invested Capital | 32,14 | | 23,97 | | 8,17 | | 20,86 | |
| Equity | 33,64 | | 25,84 | | 7,80 | | 20,77 | |
| Net Debt / (Cash) | (1,50) | | (1,88) | | 0,37 | | 0,09 | |

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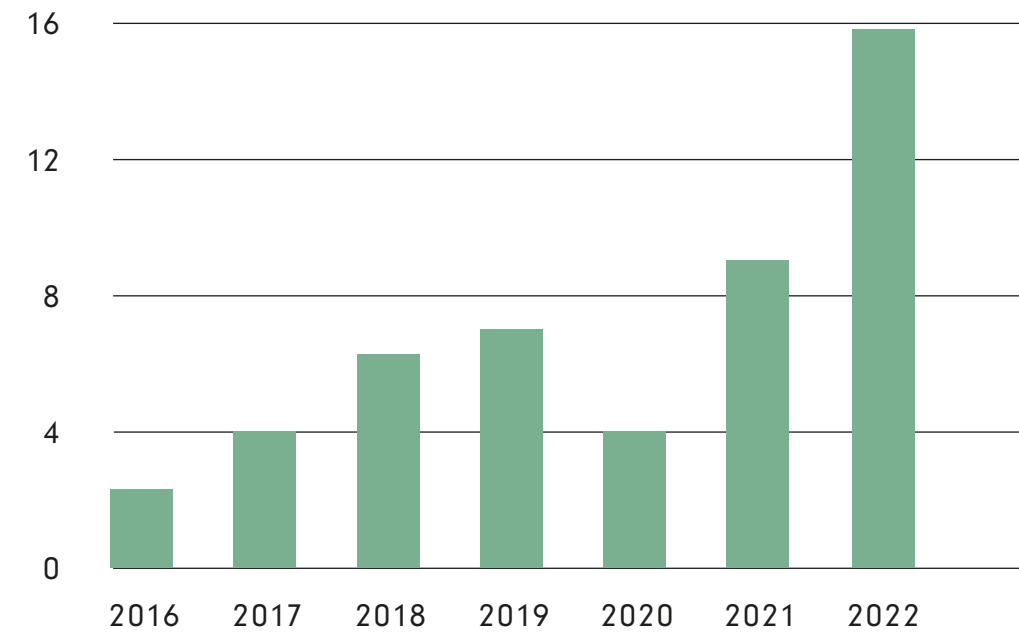
HIGHLIGHTS

FOPE consolidated data 2016 - 2022

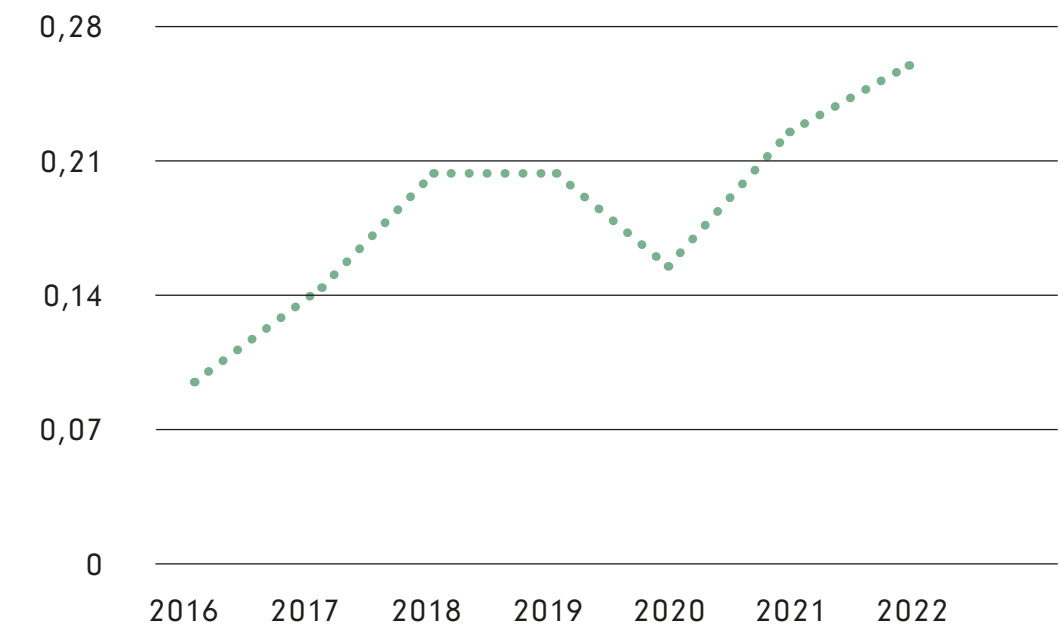
NET REVENUE



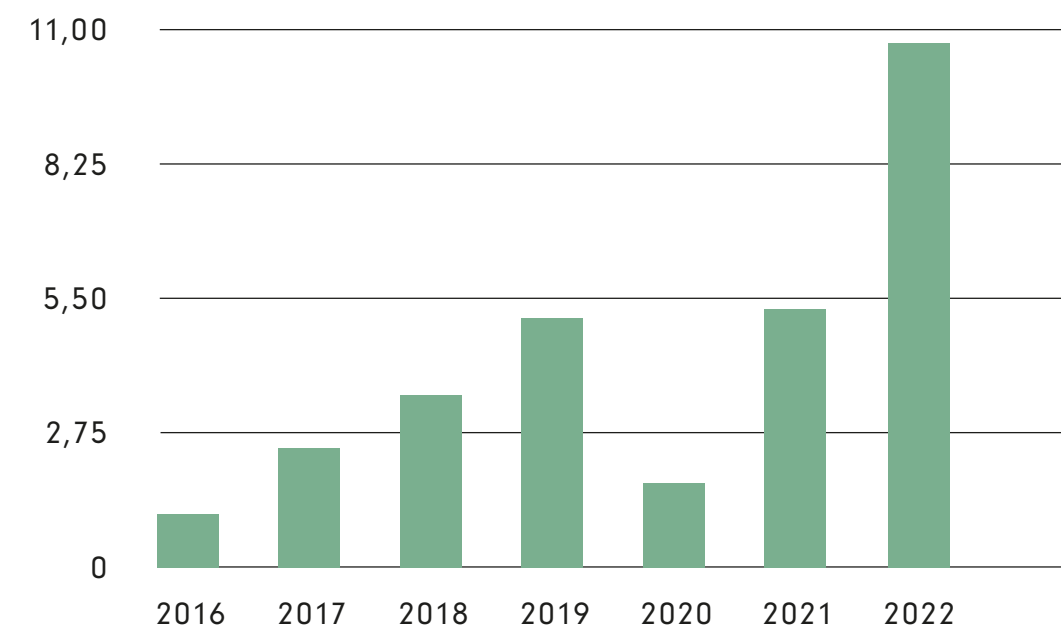
EBITDA



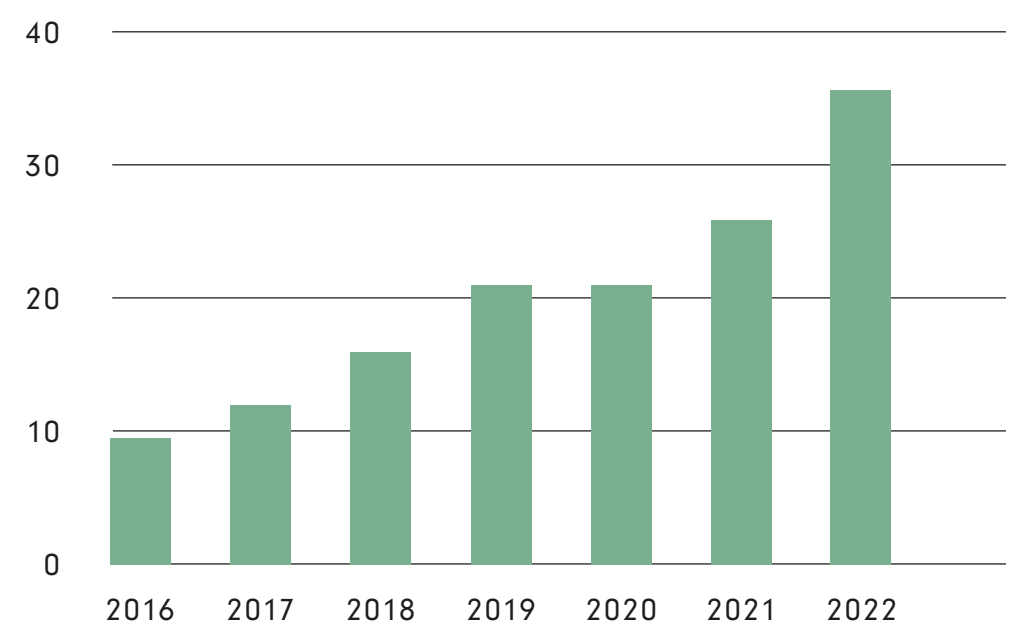
EBITDA MARGIN



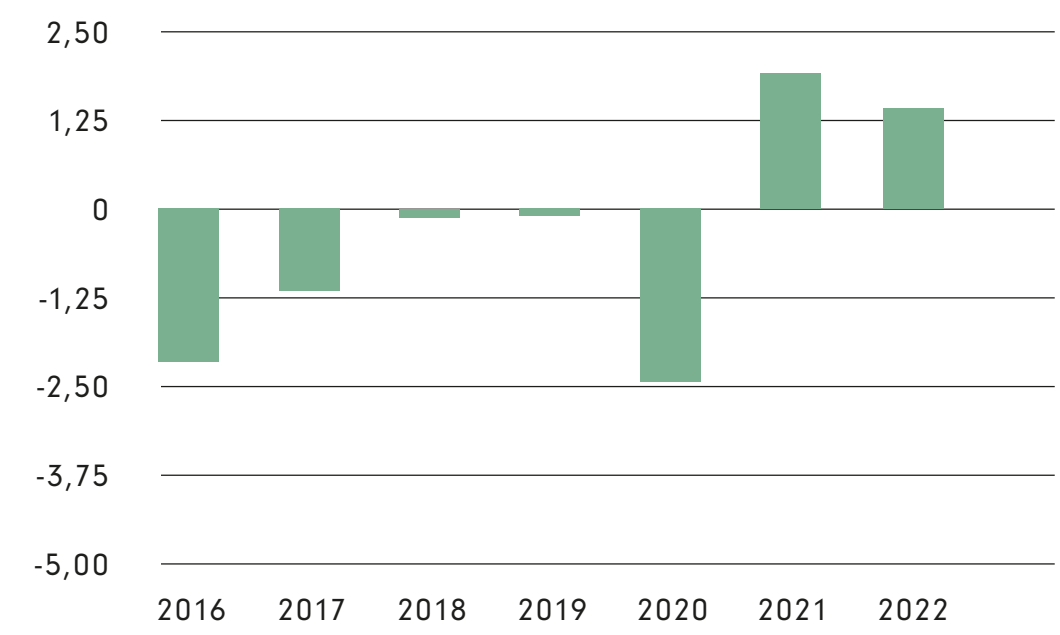
NET INCOME



EQUITY



NFP



FOPE



LONDON



VENICE



SIS PROJECT



SIS PROJECT



FOPE GINZA



FOPE GINZA



SUSTAINABILITY PHILOSOPHY

- SUSTAINABILITY REPORT SINCE 2017
- TARGET TO NEUTRAL CO2 FOOTPRINT POSITION



STRATEGIC GUIDELINES

Strengthen the position in the international markets to create upselling

- FOCUS ON MAIN MARKETS
- VALUE PROPOSITION
- BRAND AWARENESS

Key Success Factors

- PRODUCT
- PARTNERSHIP WITH JEWELRY SHOP

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IPO - NOVEMBER 2016

EUR 2,90 share value IPO

EUR 32,00 share value 28/3/2023



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