

PARIS APRIL 2023
INVESTOR ACCESS EVENT

VICENZA

FOPE

DAL 1929











BUSINESS MODEL

- **PRODUCT**

- collections designed and created in-house
 - sold exclusively as the brand FOPE
 - highly recognisable design and brand image

- **DISTRIBUTION CHANNELS**

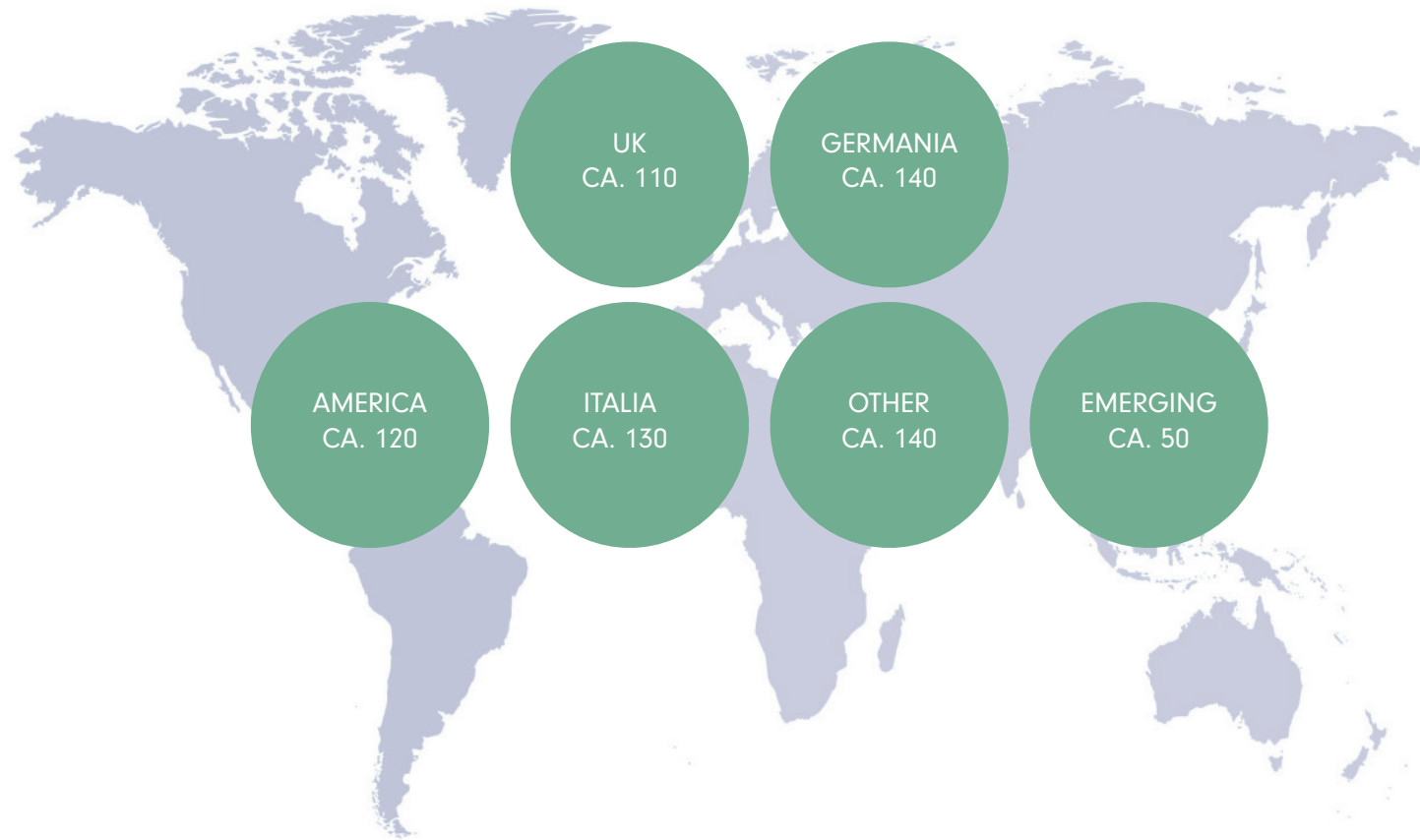
- presence of the brand in high level jewellery shops
 - direct sale: Venice and London Boutique, e-commerce
 - direct relationship with the jewellers - no distributors

- **SIGNIFICANT PRESENCE
IN THE INTERNATIONAL MARKET**

- **SPECIAL ATTENTION TO PRODUCT
AND PROCESS INNOVATION**

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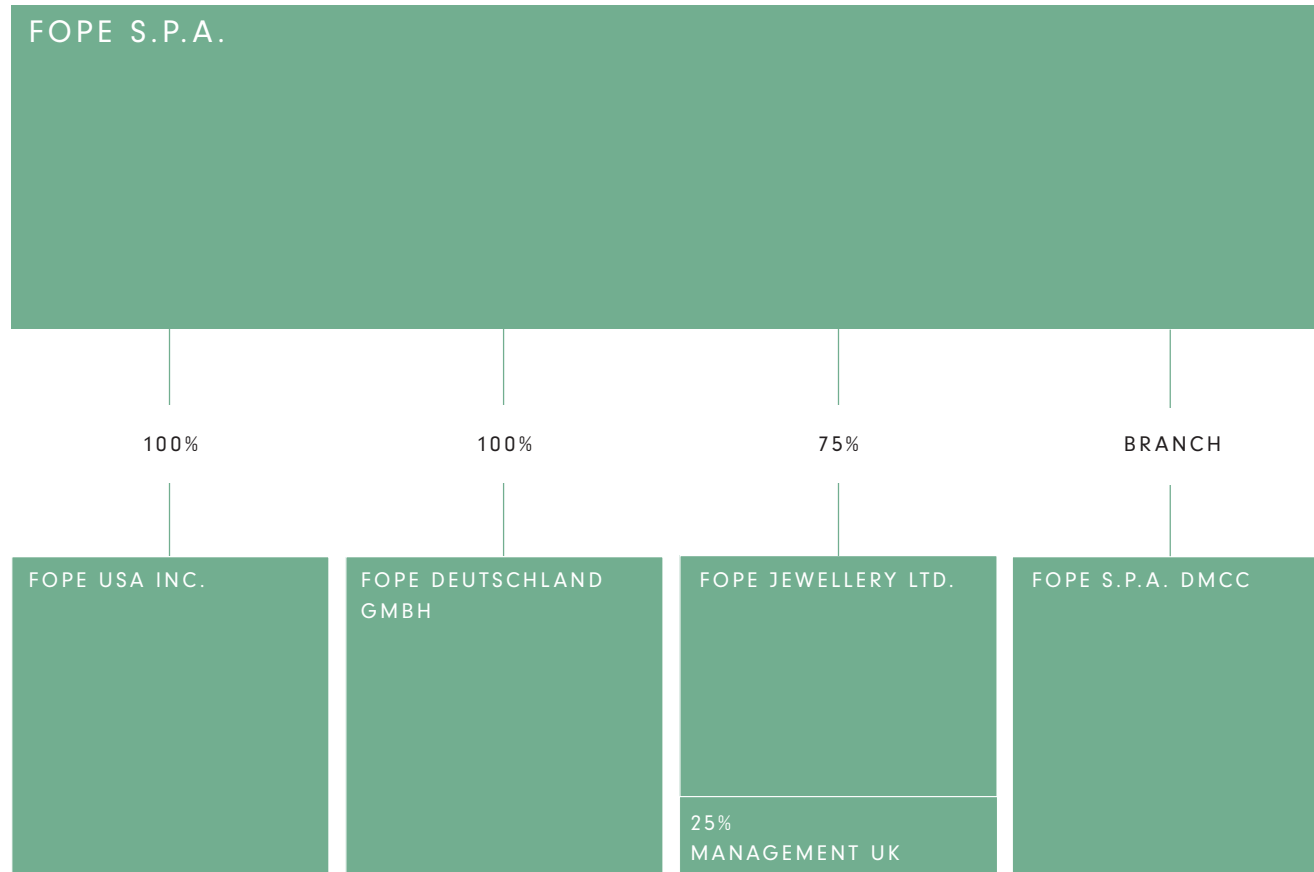
DISTRIBUTION NETWORK



- 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

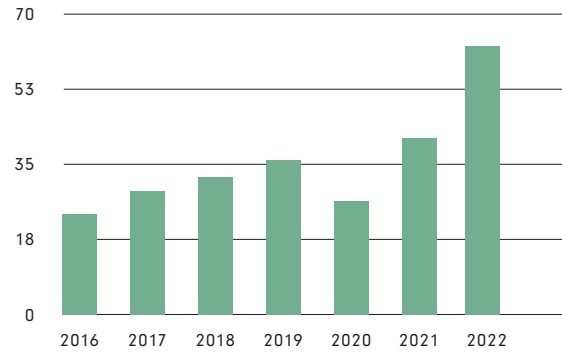
	2022 (December, 31)		2021 (December, 31)		2022 Vs 2021		2019 (December, 31)	
Net Revenue	62,16	100,0%	40,31	100,0%	21,85	54,2%	34,96	100,0%
Operating Costs	(46,33)		(31,52)		(14,81)		(28,18)	
EBITDA	15,83	25,5%	8,79	21,8%	7,04	80,2%	6,78	19,4%
Depr. & Amortization	(1,92)		(2,01)		0,09		(1,35)	
EBIT	13,91	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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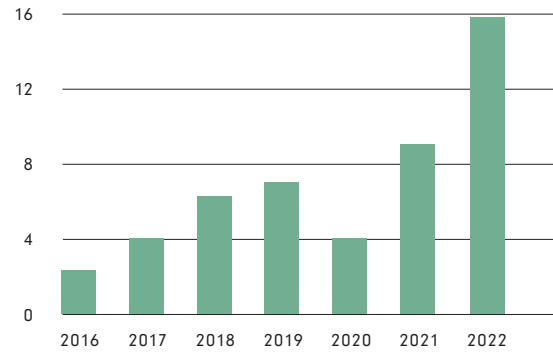
HIGHLIGHTS

FOPE consolidated data 2016 - 2022

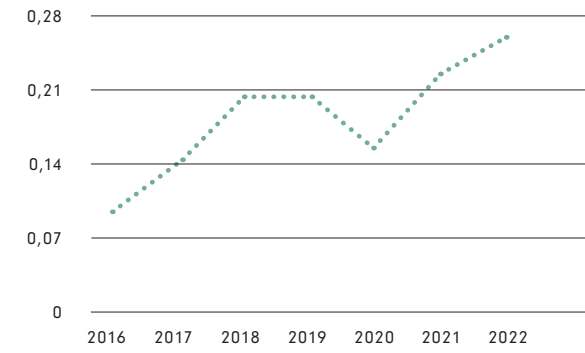
NET REVENUE



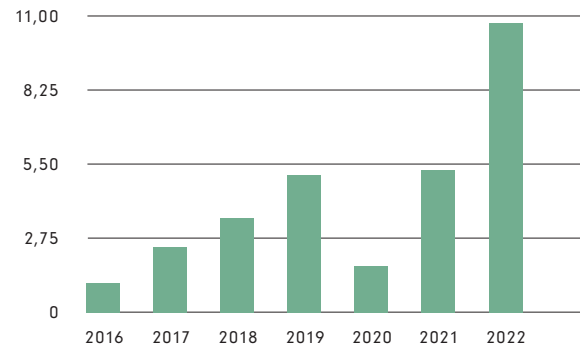
EBITDA



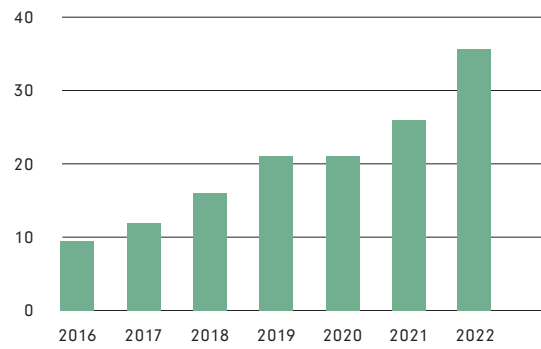
EBITDA MARGIN



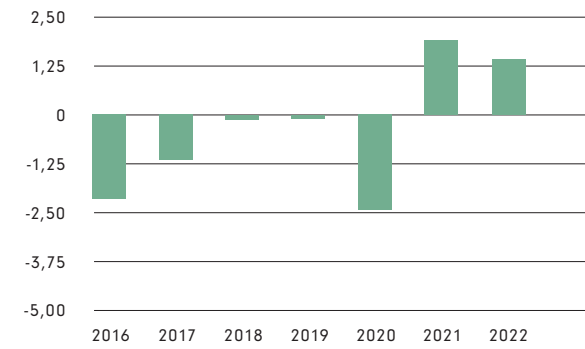
NET INCOME



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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MARCH, 30 2023



IR TOP CONSULTING

Maria Antonietta Pireddu
Via Bigli, 19
20123 Milano
Ph.: + 39 02 45473884/3
m.pireddu@irtop.com

FOPE SPA

Via G.Zampieri, 31
36100 Vicenza
Ph.: +39 0444 286911
inv.relations@fope.com
www.fope.com
www.fopegroup.com

INTEGRÆ SIM SPA

Piazza Castello, 24
20121 Milano
Ph.: +39 02 9684686
info@integreasim.it

