

OCTOBER 6 2023

INVESTOR PRESENTATION

VICENZA

FOPE

DAL 1929

LUGANO IRTOP INVESTOR DAY











HIGHLIGHTS

FOPE consolidated data - 30 June 2023

	2023 (30 June)		2022 (30 June)		2023 Vs 2022		2022 (31 December)	
Net Revenue	34,68	100,0%	27,66	100,0%	7,01	25,4%	62,16	100,0%
Operating Costs	(25,59)		(21,02)		(4,58)		(46,33)	
EBITDA	9,08	26,2%	6,65	24,0%	2,43	36,6%	15,83	25,5%
Depr. & Amortization	(1,00)		(0,94)		(0,06)		(1,92)	
EBIT	8,09	23,3%	5,71	20,6%	2,38	41,6%	13,91	22,4%
Financial Incoms / (Costs)	(0,39)		0,02		(0,40)		(0,75)	
Earning Before Tax	7,70	22,2%	5,73	20,7%	1,97	34,5%	13,16	21,2%
Tax	(2,12)		(1,03)		(1,10)		(2,33)	
Net Income	5,57	16,1%	4,70	17,0%	0,87	18,6%	10,83	17,4%

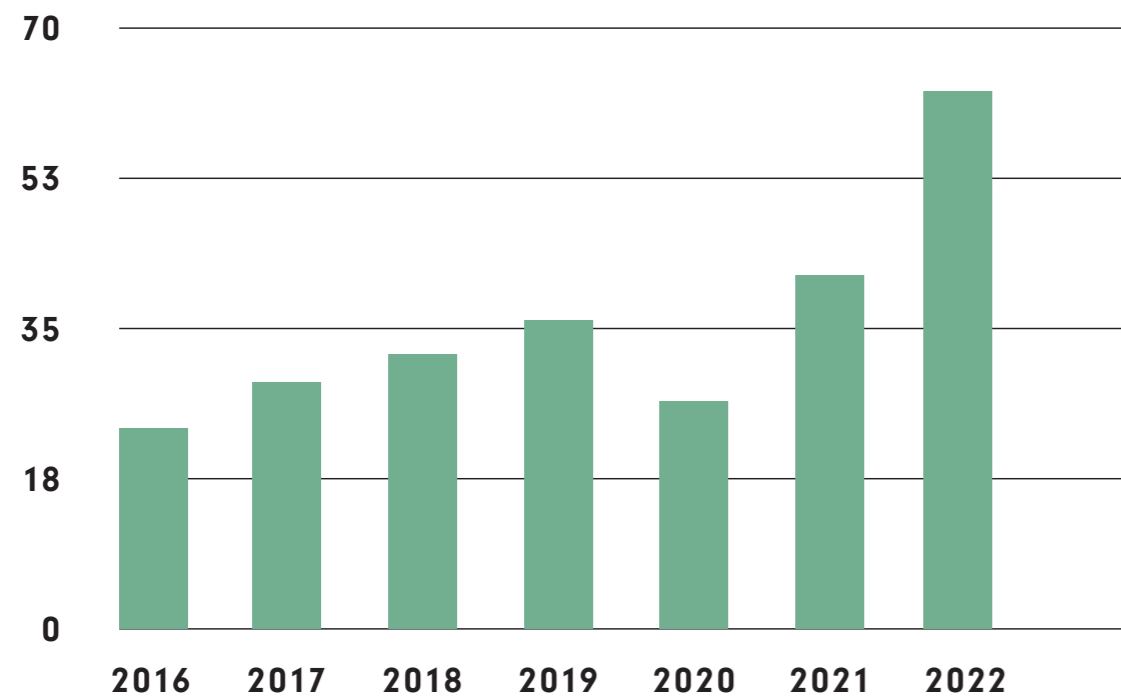
	2023 (30 June)	2022 (31 December)	2023 Vs 2022	2022 (31 December)
Asset	14,29	14,15	0,13	14,15
Working Capital	28,54	20,72	7,81	20,72
Funds	(3,01)	(2,74)	(0,28)	(2,74)
Net Invested Capital	39,81	32,14	7,67	32,14
Equity	34,84	33,64	1,20	33,64
Net Debt / (Cash)	4,97	(1,50)	6,47	(1,50)

FOPE

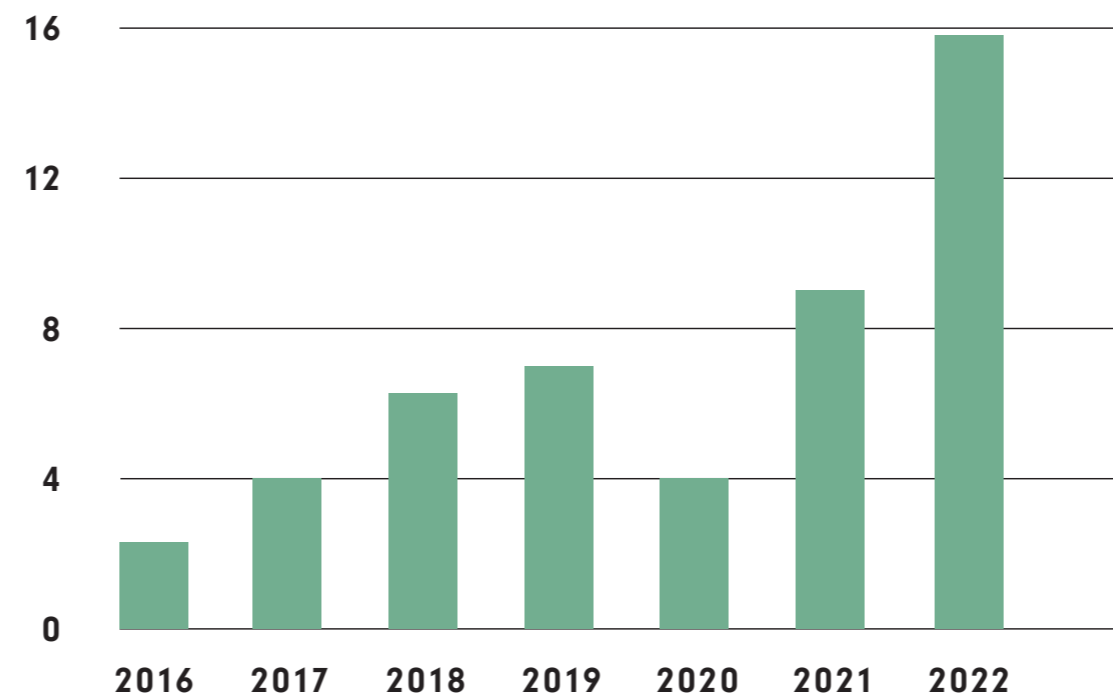
HIGHLIGHTS

FOPE consolidated data 2016 - 2022

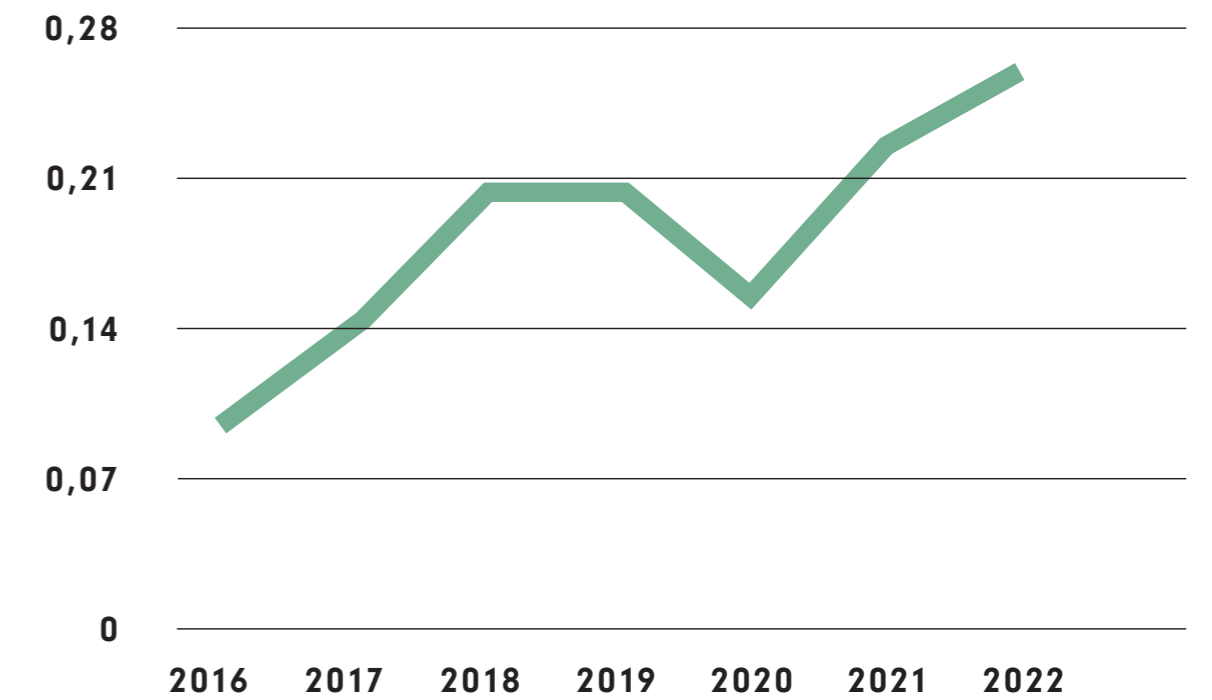
NET REVENUE



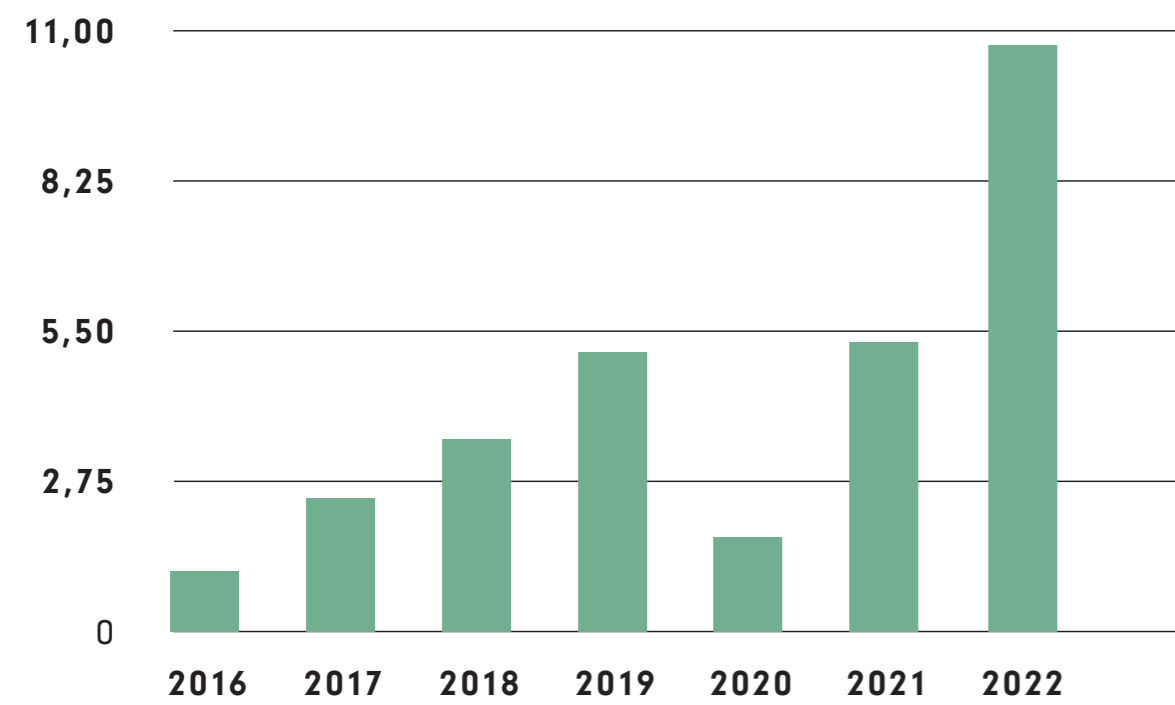
EBITDA



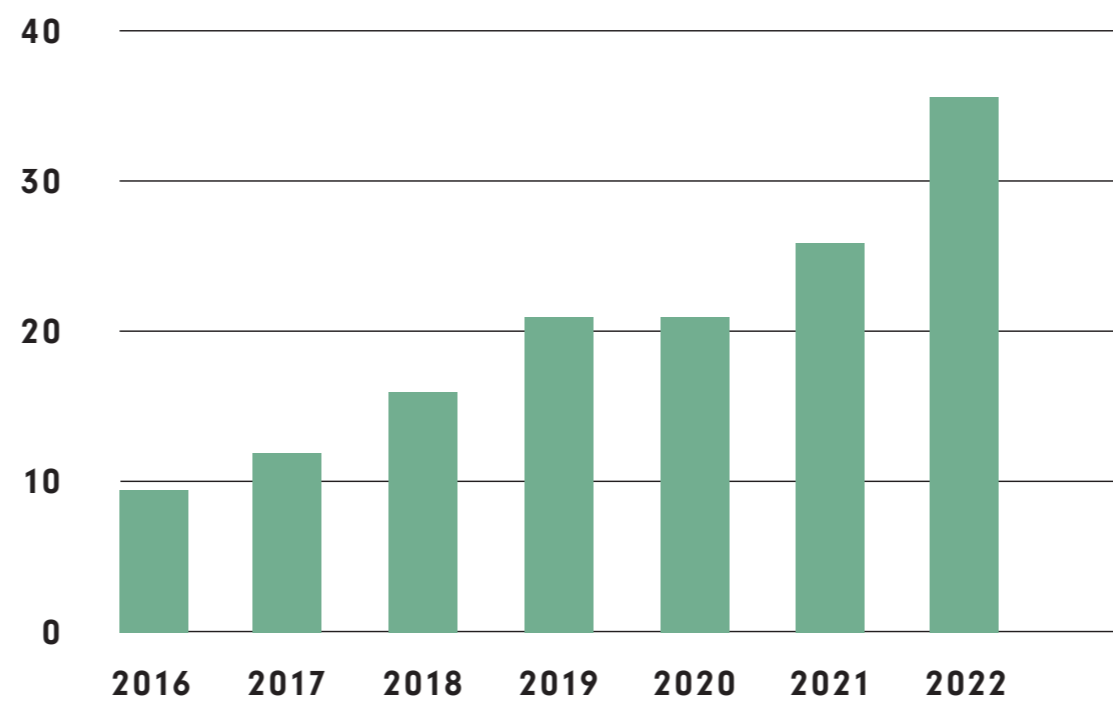
EBITDA MARGIN



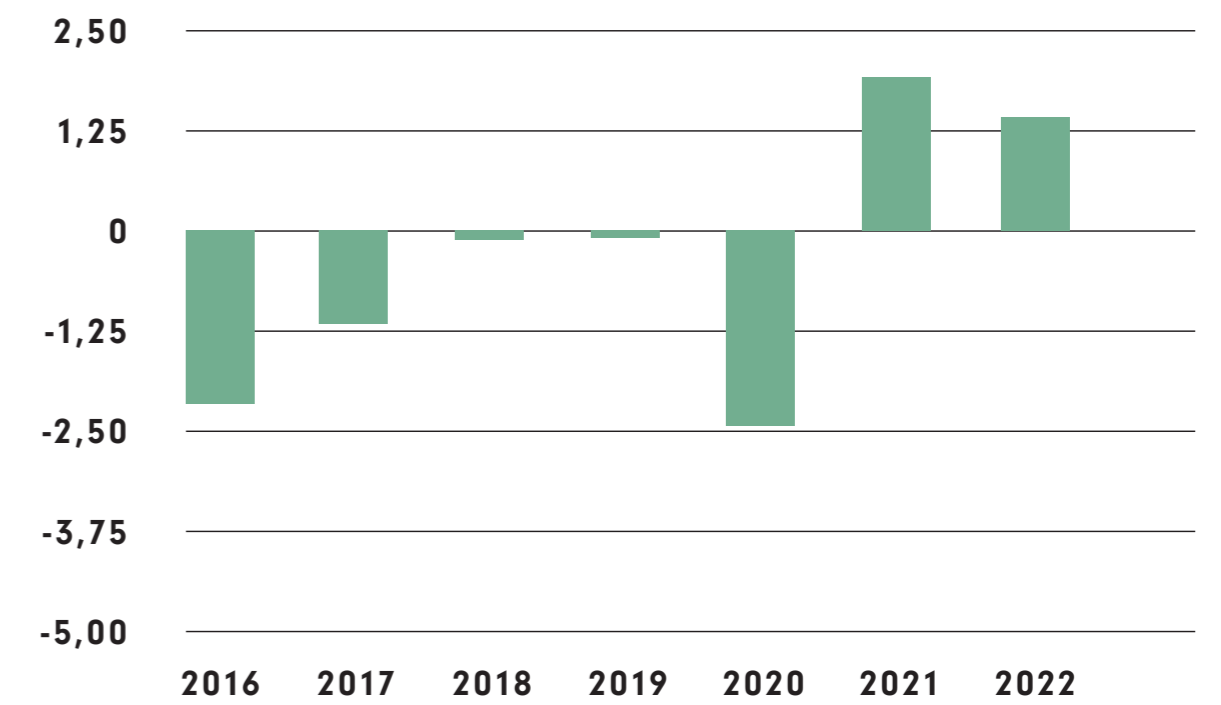
NET INCOME



EQUITY



NFP





FOPE

SUSTAINABILITY PHILOSOPHY

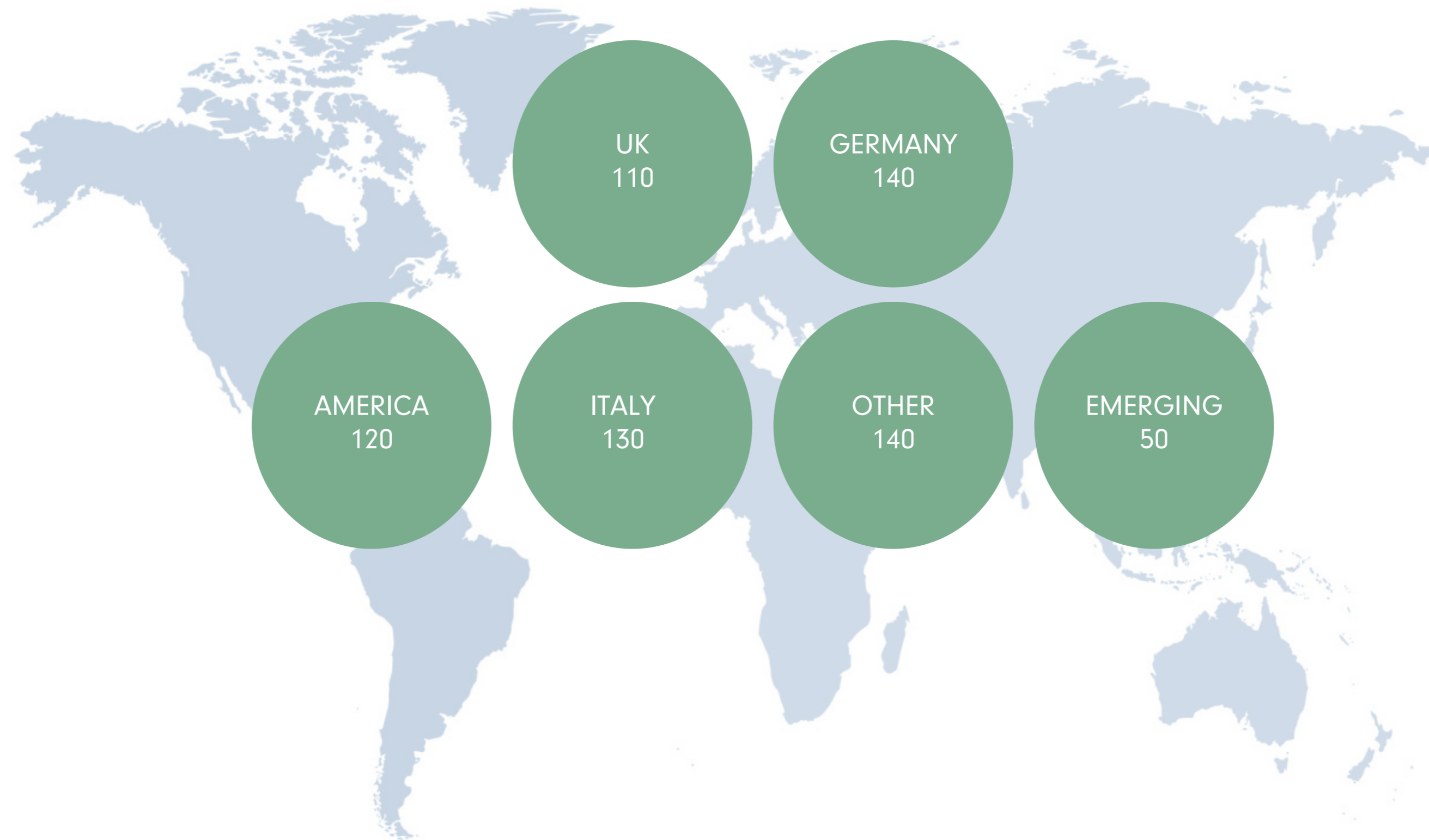
- SUSTAINABILITY REPORT SINCE 2017
- CERTIFIED TO NEUTRAL CO2 FOOTPRINT POSITION

LAVORATORI			
65	51%	26,4%	0,77
DIPENDENTI (FOPE SPA)	DONNE (FOPE SPA)	TURNOVER IN ENTRATA (FOPE SPA)	GENDER PAY GAP (FOPE SPA)

SOSTENIBILITÀ AMBIENTALE			
1,6TJ	0,07TJ	SCOPE 1 45,3 SCOPE 2 3,7 SCOPE 3 212,2	100%
ENERGIA CONSUMATA (FOPE SPA)	ENERGIA AUTOPRODOTTA (FOPE SPA)	TON EMISSIONI CO2 EQ. (FOPE SPA)	EMISSIONI COMPENSATE

CERTIFICAZIONI	
 <p>RESPONSIBLE JEWELLERY COUNCIL</p> <p>CERTIFIED MEMBER</p> <p>0000 2125</p>	

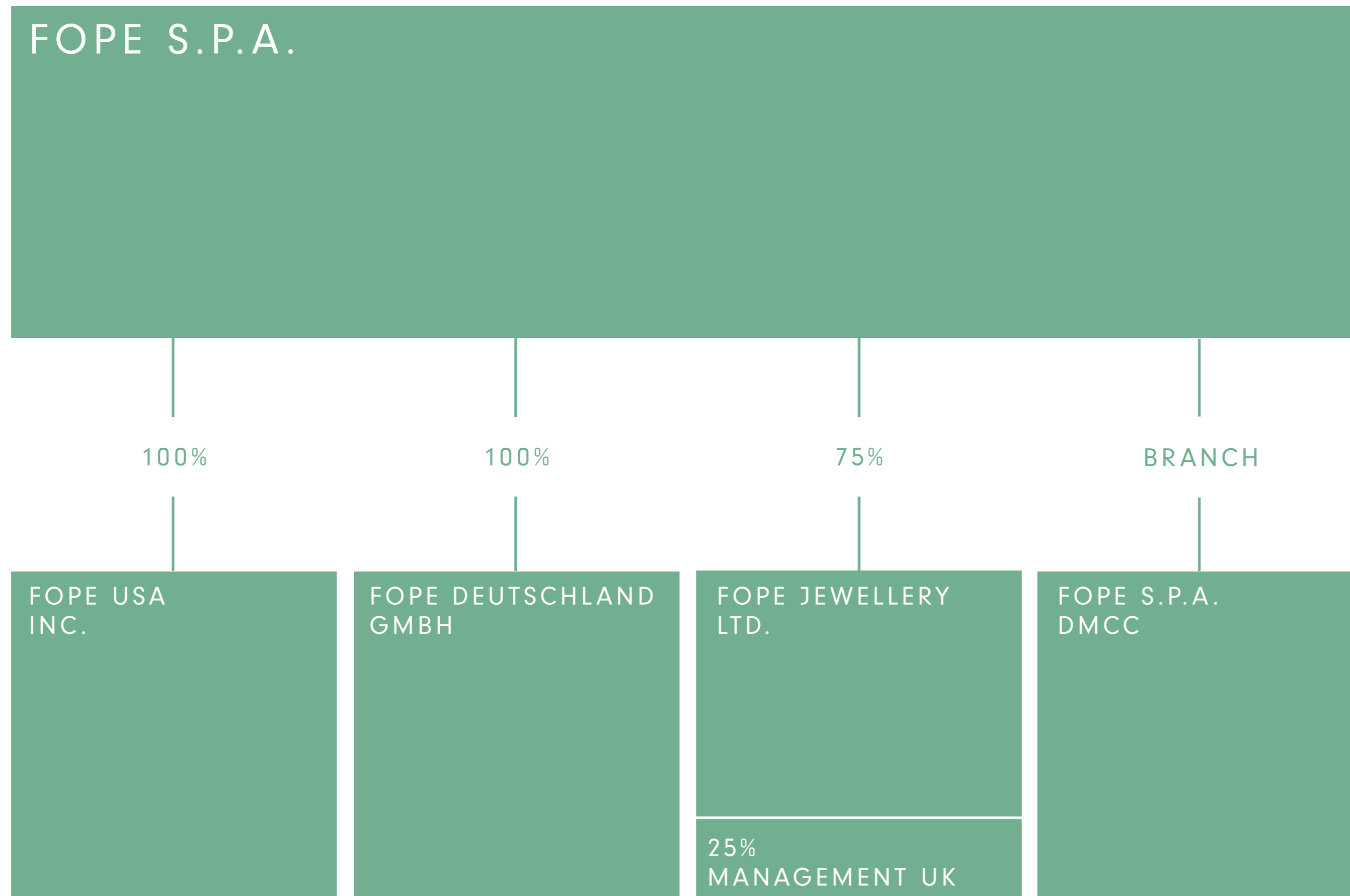
DISTRIBUTION NETWORK



- about 600 retailers and more than 700 POS
- Boutique: Venice, London, Tokyo, Kuala Lumpur, Dubai

FOPE

MARKET COVERAGE



FOPE

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**

FOPE

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

FOPE

LONDON



VENICE



TOKYO



NEW KUALA LUMPUR



NEW KUALA LUMPUR



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VICENZA

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