

NOVEMBER 17 2023

# INVESTOR PRESENTATION

VICENZA

# FOPE

DAL 1929

FINANCIAL GALÁ - INTEGRÆ SIM





















# HIGHLIGHTS

## FOPE consolidated data - 30 June 2023

	2023 (30 June)		2022 (30 June)		2023 Vs 2022		2022 (31 December)	
<b>Net Revenue</b>	<b>34,68</b>	100,0%	<b>27,66</b>	100,0%	<b>7,01</b>	25,4%	<b>62,16</b>	100,0%
Operating Costs	(25,59)		(21,02)		(4,58)		(46,33)	
<b>EBITDA</b>	<b>9,08</b>	26,2%	<b>6,65</b>	24,0%	<b>2,43</b>	36,6%	<b>15,83</b>	25,5%
Depr. & Amortization	(1,00)		(0,94)		(0,06)		(1,92)	
<b>EBIT</b>	<b>8,09</b>	23,3%	<b>5,71</b>	20,6%	<b>2,38</b>	41,6%	<b>13,91</b>	22,4%
Financial Incoms / (Costs)	(0,39)		0,02		(0,40)		(0,75)	
<b>Earning Before Tax</b>	<b>7,70</b>	22,2%	<b>5,73</b>	20,7%	<b>1,97</b>	34,5%	<b>13,16</b>	21,2%
Tax	(2,12)		(1,03)		(1,10)		(2,33)	
<b>Net Income</b>	<b>5,57</b>	16,1%	<b>4,70</b>	17,0%	<b>0,87</b>	18,6%	<b>10,83</b>	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)
<b>Net Invested Capital</b>	<b>39,81</b>	<b>32,14</b>	<b>7,67</b>	<b>32,14</b>
<b>Equity</b>	<b>34,84</b>	<b>33,64</b>	<b>1,20</b>	<b>33,64</b>
<b>Net Debt / (Cash)</b>	<b>4,97</b>	<b>(1,50)</b>	<b>6,47</b>	<b>(1,50)</b>

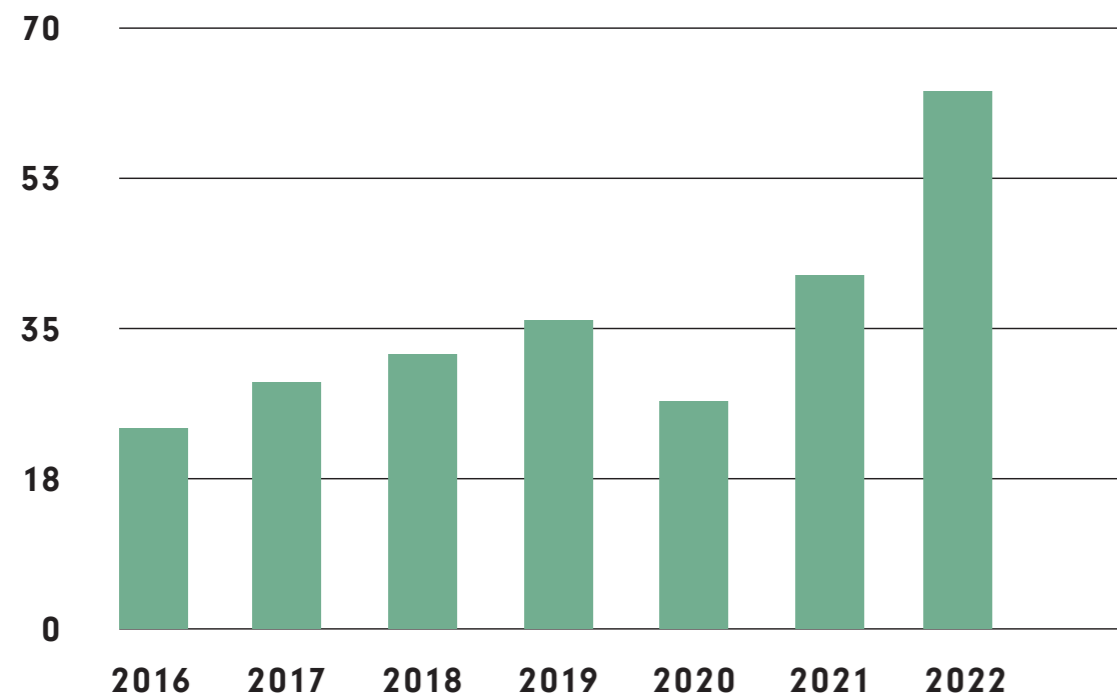
# FOPE



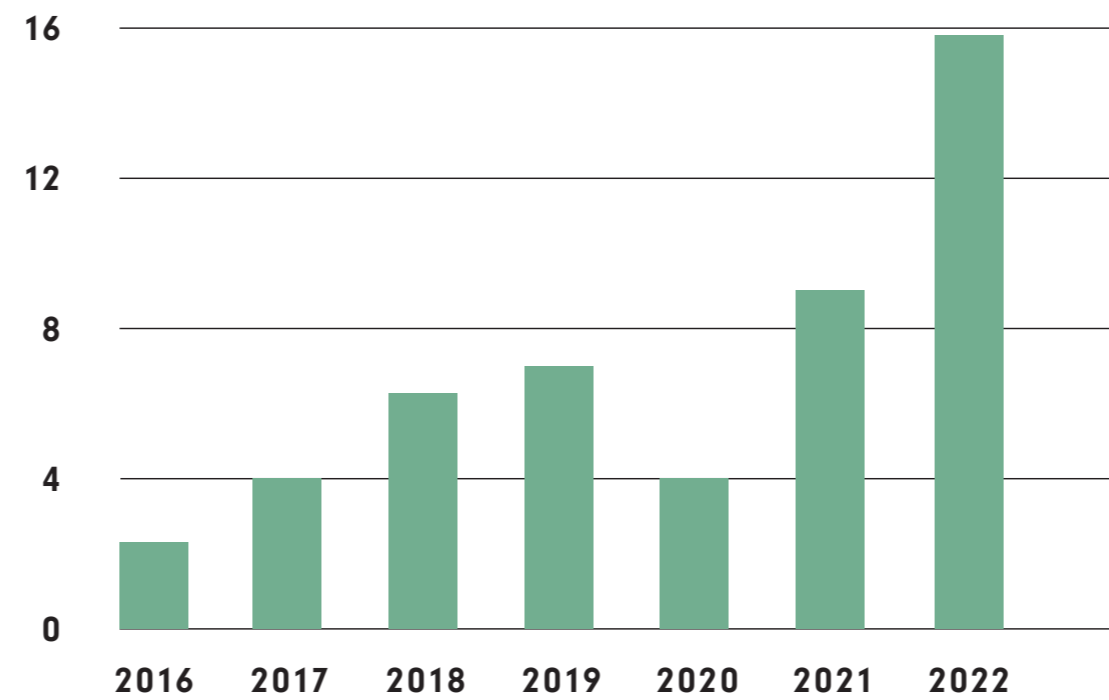
# HIGHLIGHTS

FOPE consolidated data 2016 - 2022

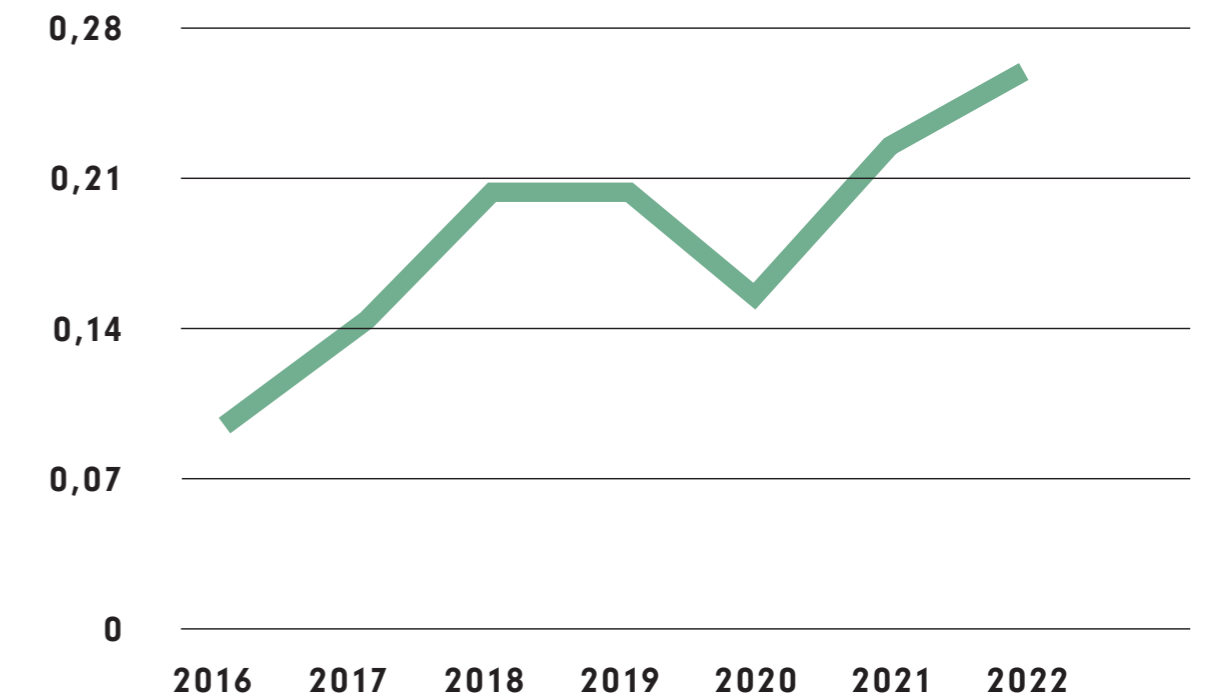
### NET REVENUE



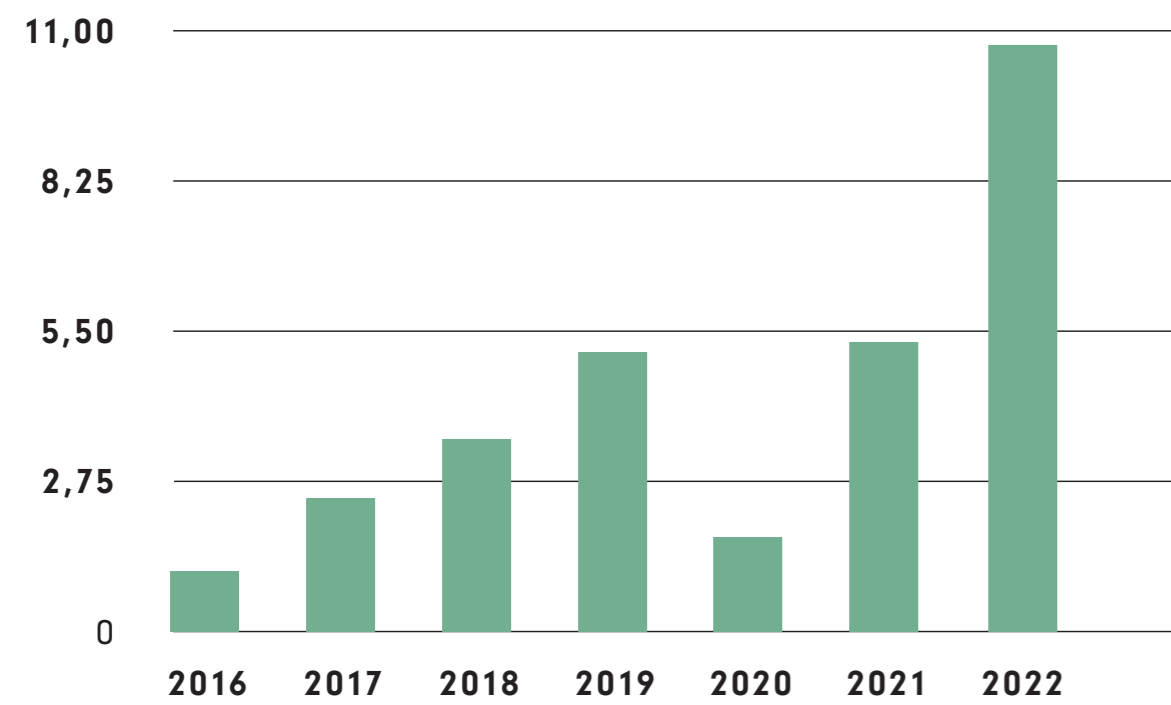
### EBITDA



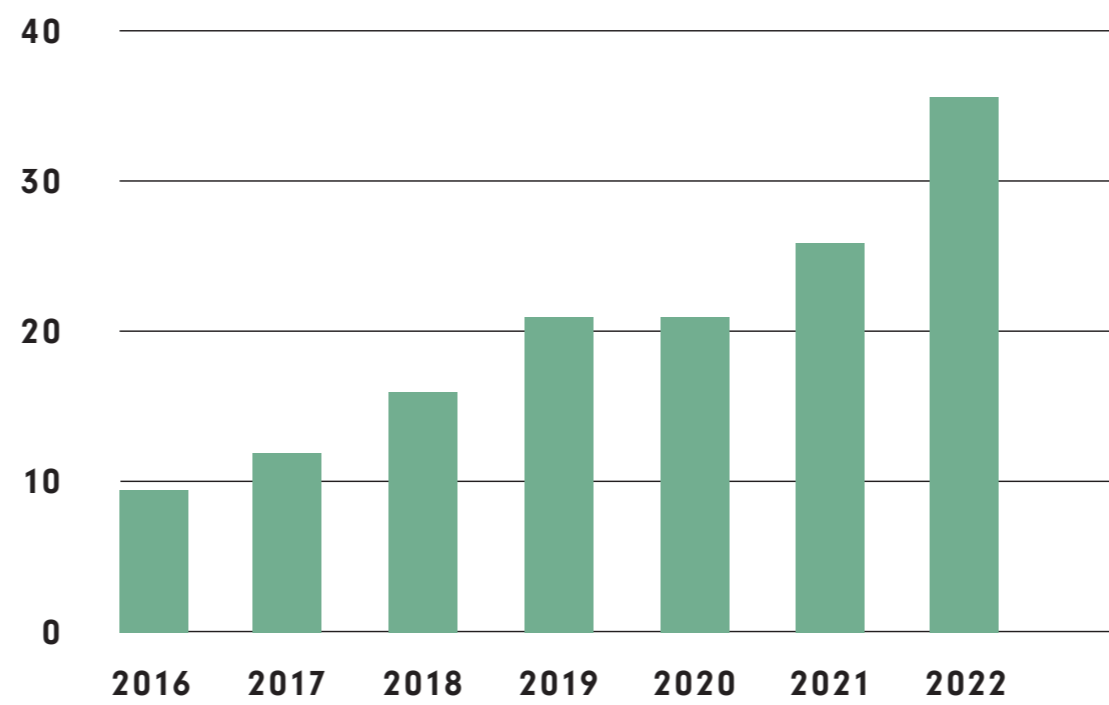
### EBITDA MARGIN



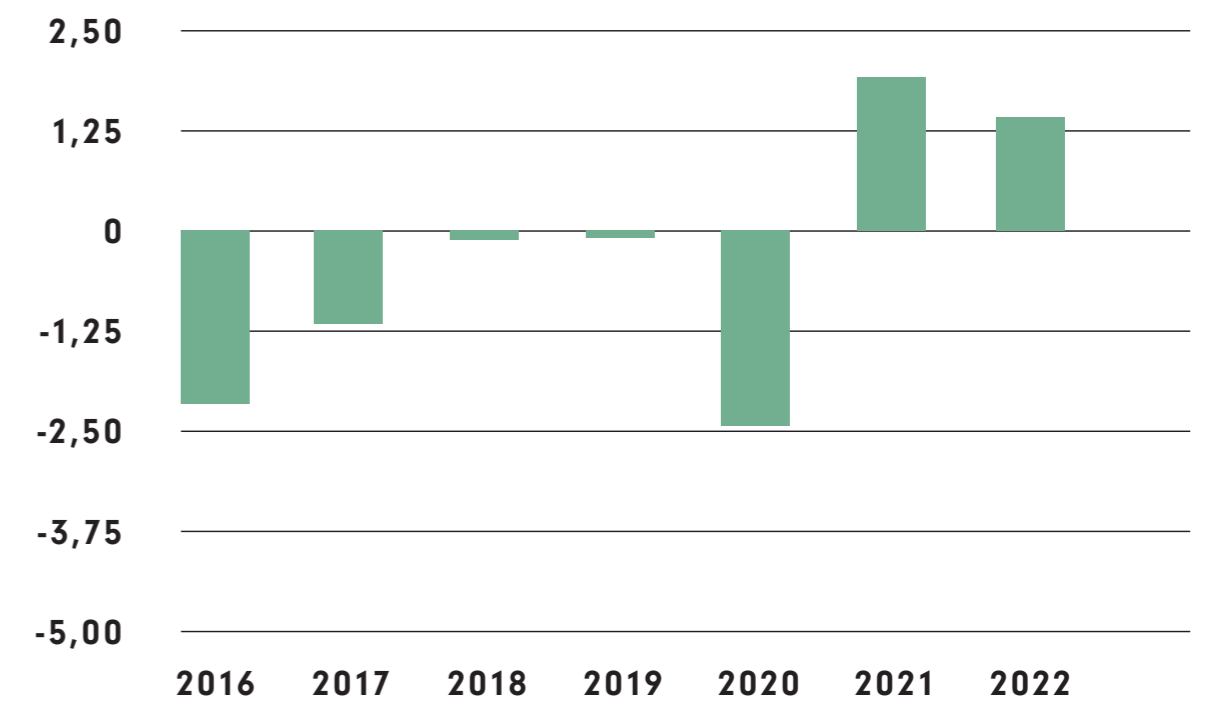
### NET INCOME



### EQUITY



### NFP



# FOPE





# SUSTAINABILITY PHILOSOPHY

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

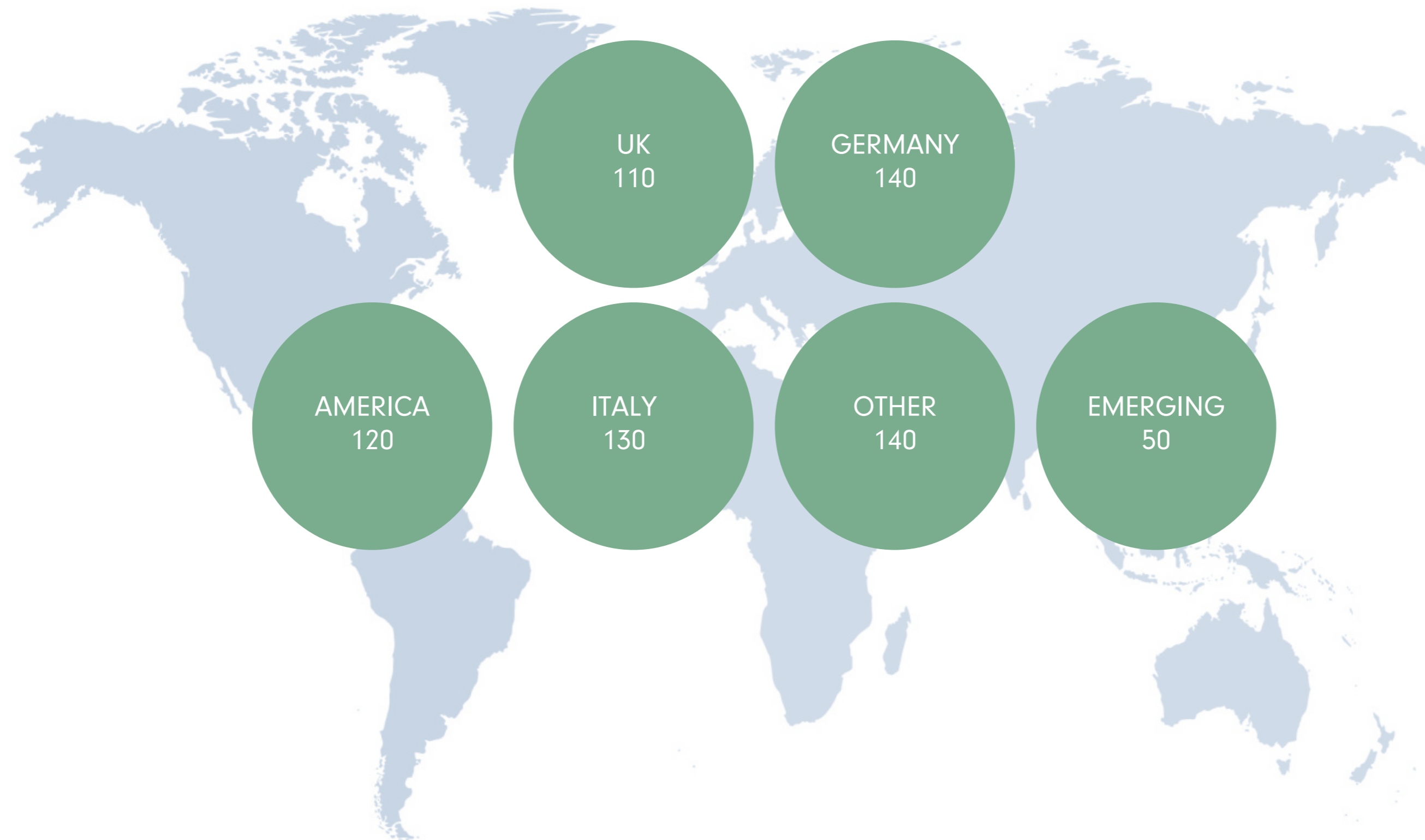
LAVORATORI			
65	51%	26,4%	0,77
DIPENDENTI (FOPE SPA)	DONNE (FOPE SPA)	TURNOVER IN ENTRATA (FOPE SPA)	GENDER PAY GAP (FOPE SPA)

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

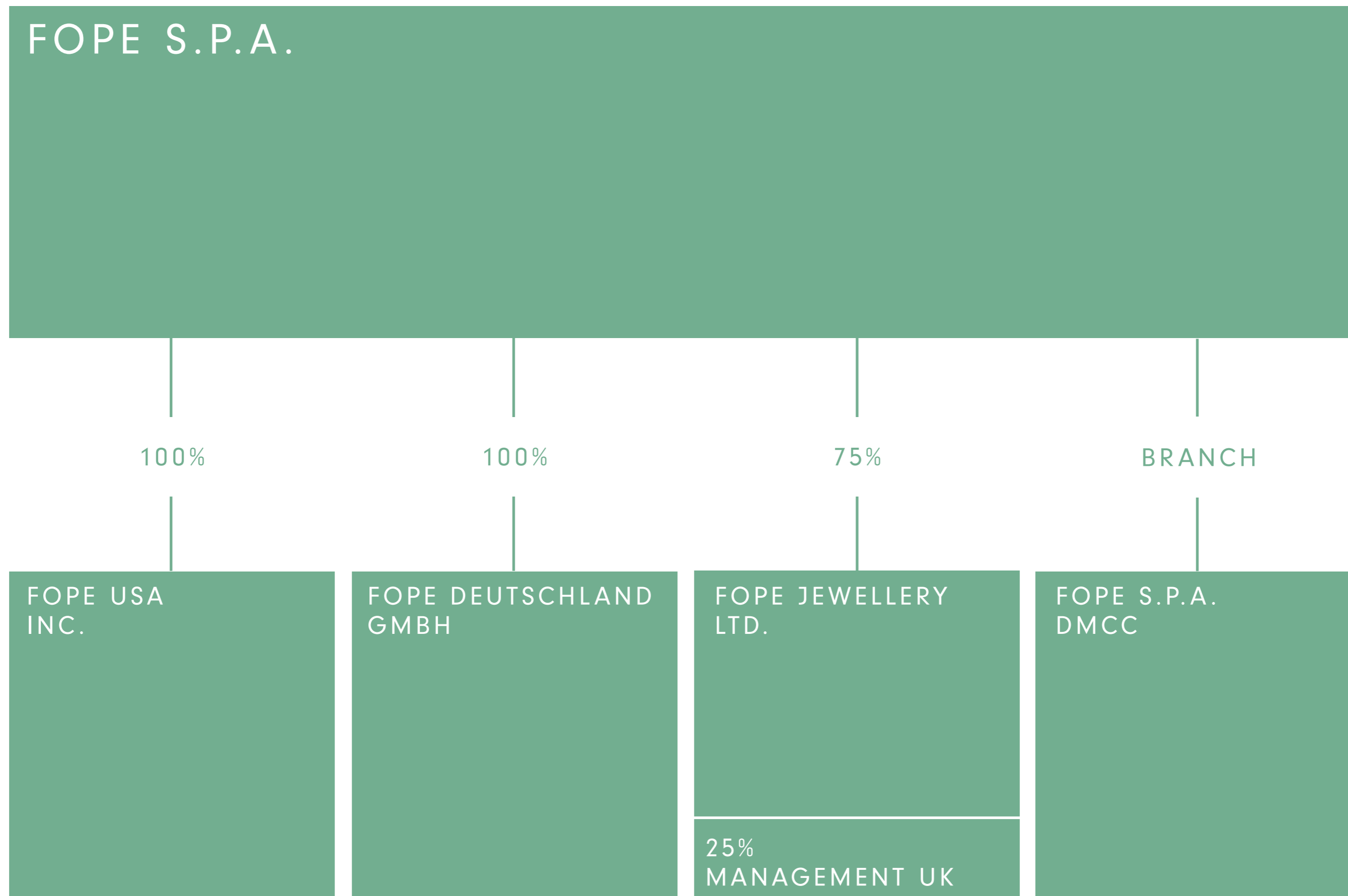


- about 600 retailers and more than 700 POS
- Boutique: Venice, London, Tokyo, Kuala Lumpur, Dubai

**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





NOVEMBER 2023



VICENZA

**FOPE**

DAL 1929



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