

Investor Presentation

March 2024

VICENZA

FOPE

DAL 1929









HIGHLIGHTS

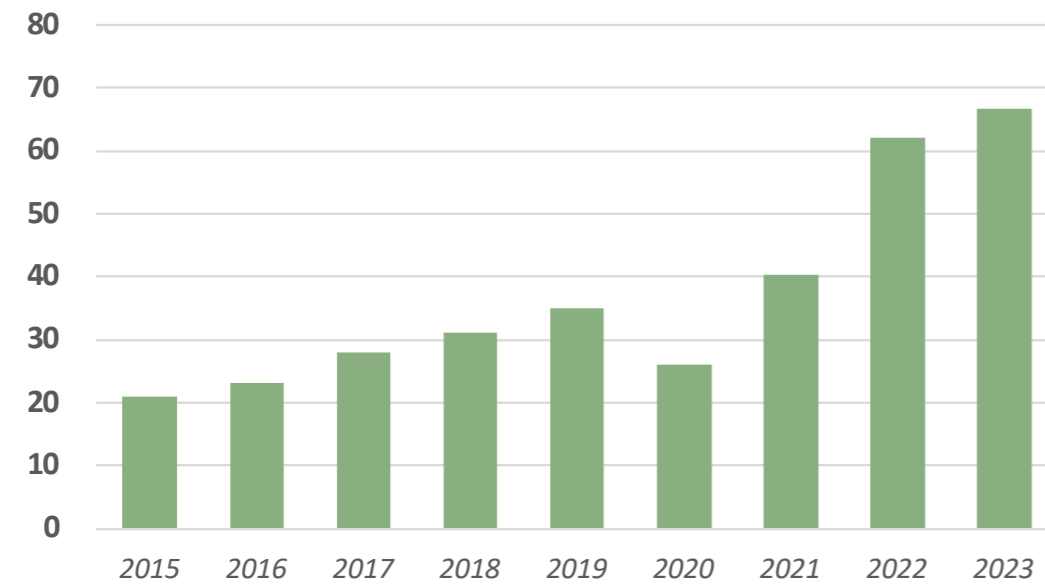
FOPE consolidated data - 31 December 2023

	2023 (December, 31)		2022 (December, 31)		2023 Vs 2022		2019 (December, 31)	
Net Revenue	66,8	100,0%	62,2	100,0%	4,6	7,4%	35,0	100,0%
Operating Costs	(49,8)		(46,3)		(3,5)		(28,2)	
EBITDA	17,0	25,4%	15,8	25,5%	1,1	7,1%	6,8	19,4%
Depr. & Amortization	(2,3)		(1,9)		(0,4)		(1,3)	
EBIT	14,7	21,9%	13,9	22,4%	0,7	5,3%	5,4	15,5%
Financial Incoms / (Costs)	(0,9)		(0,8)		(0,1)		(0,5)	
Earning Before Tax	13,8	20,6%	13,2	21,2%	0,6	4,7%	5,0	14,2%
Tax	(3,7)		(2,3)		(1,4)		(0,1)	
Net Income	10,1	15,1%	10,8	17,4%	(0,8)	-7,0%	4,8	13,9%
Asset	14,8		14,2		0,6		12,6	
Working Capital	28,0		20,7		7,2		11,2	
Funds	(2,6)		(2,7)		0,1		(3,0)	
Net Invested Capital	40,1		32,1		7,9		20,9	
Equity	40,1		33,6		6,4		20,8	
Net Debt / (Cash)	0,0		(1,5)		1,5		0,1	

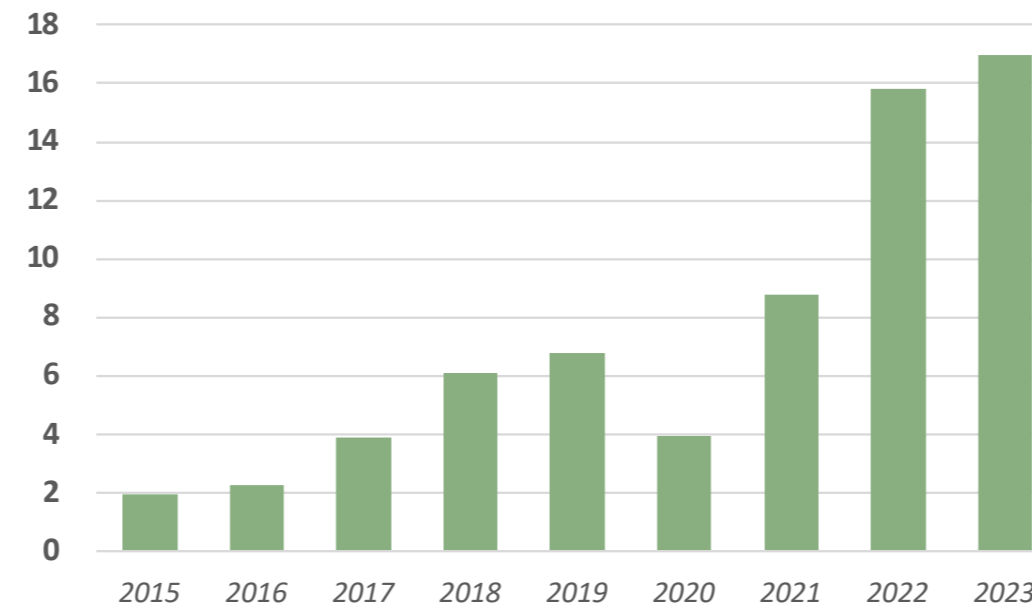
HIGHLIGHTS

FOPE consolidated data 2016 - 2023

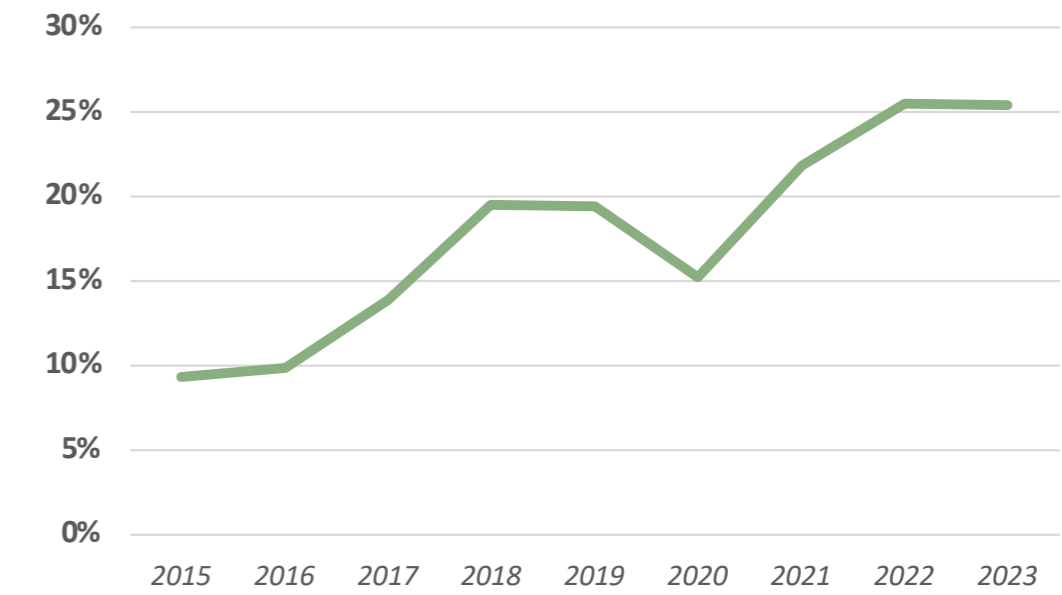
Net Revenue



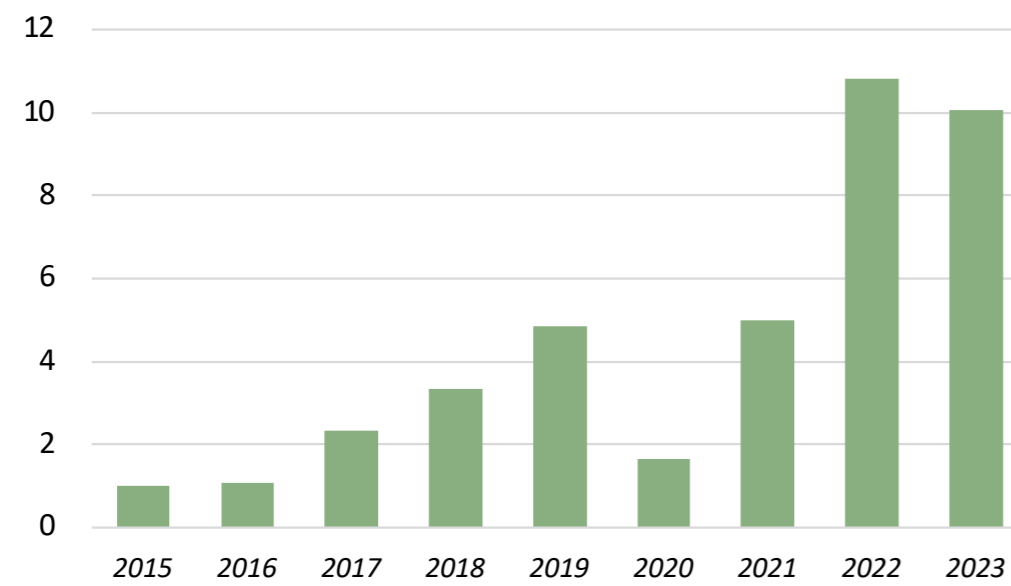
EBITDA



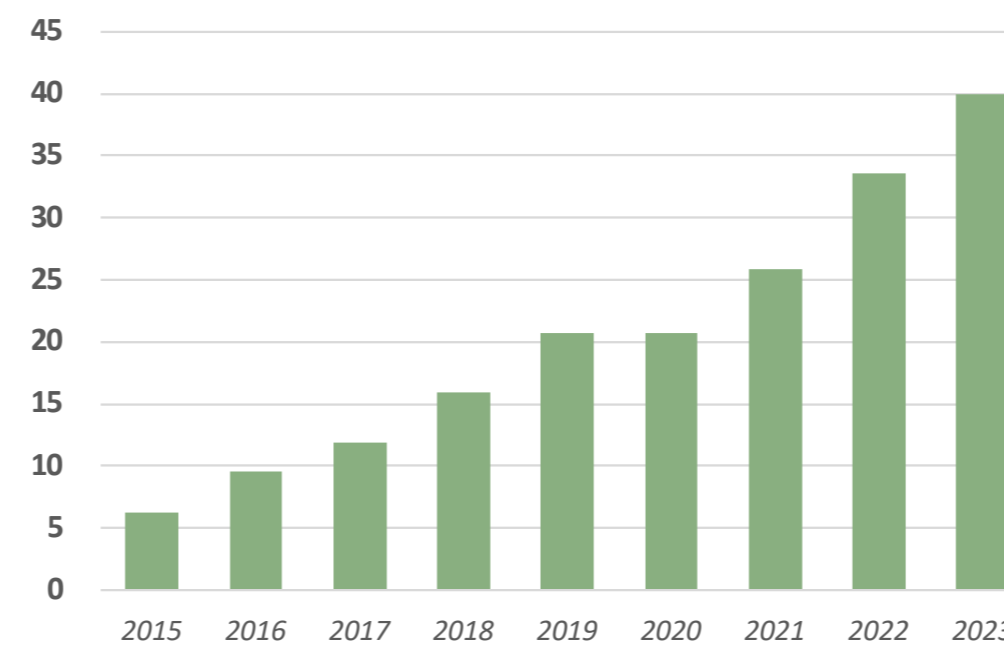
EBITDA MARGIN



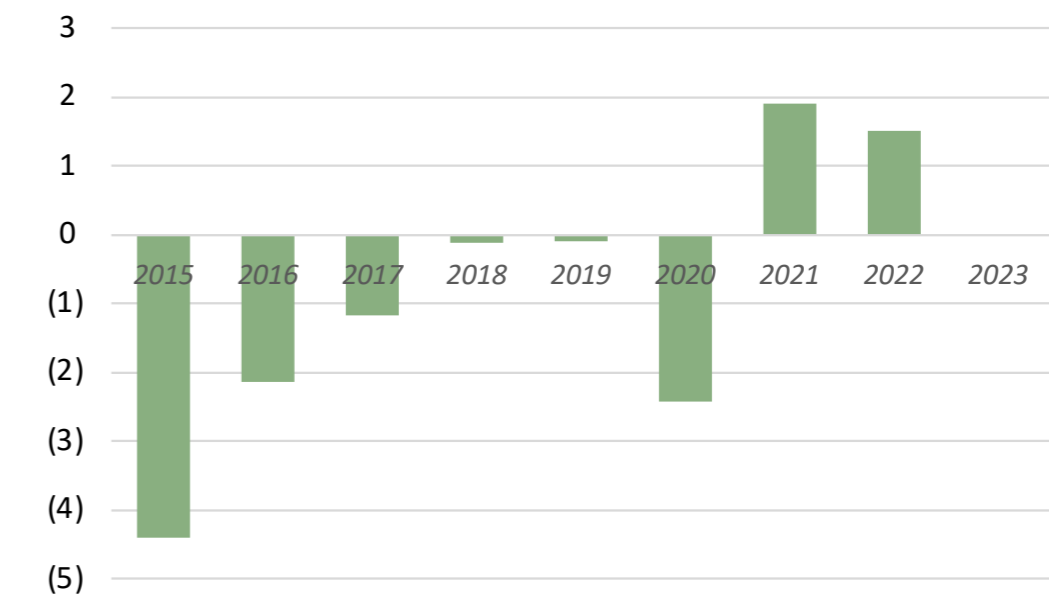
Net Income



Equity



PFN



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BUSINESS MODEL

- **PRODUCT**

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

- **DISTRIBUTION CHANNELS**

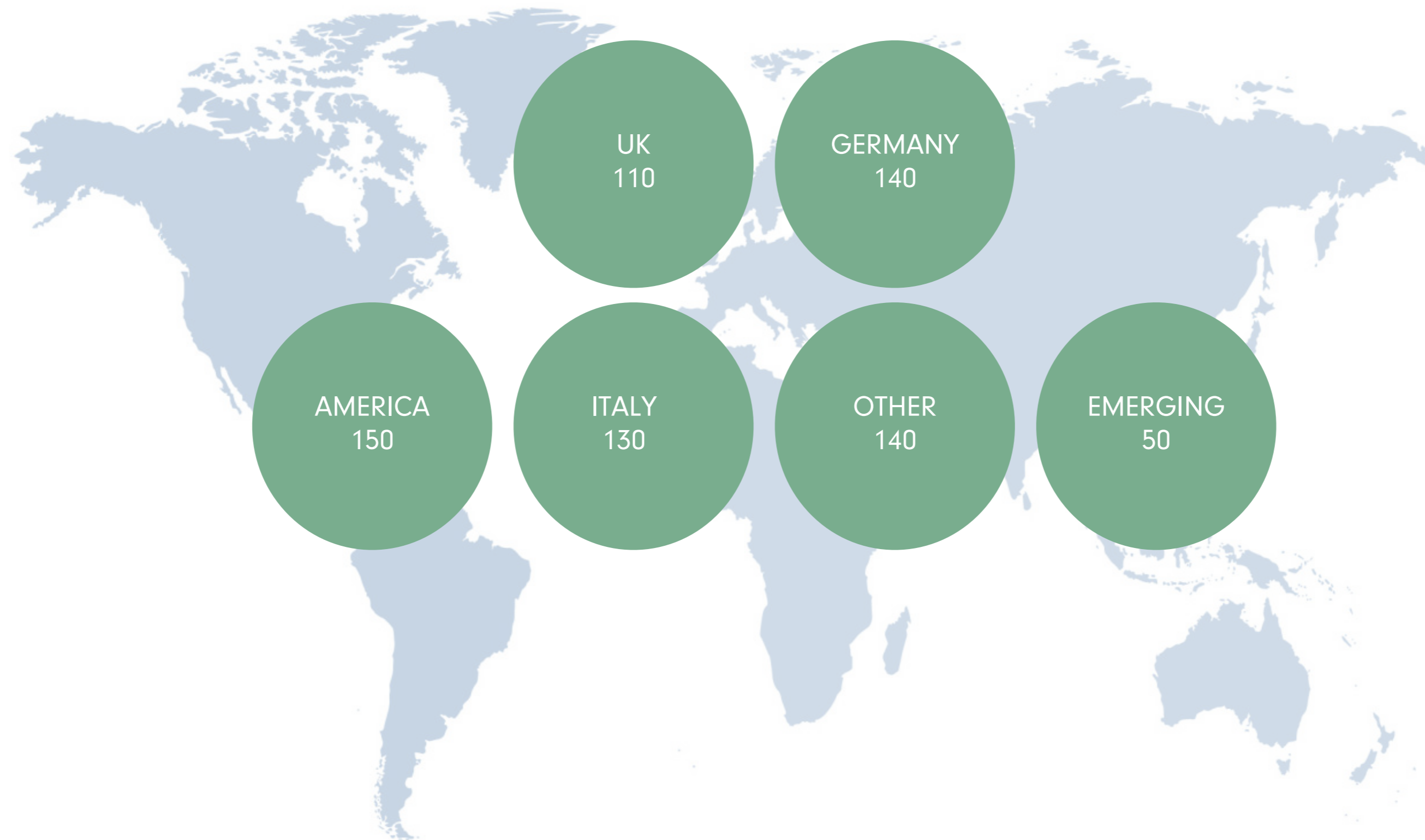
presence of the brand in high level jewellery shops
direct sale: boutique in Venice, London, Tokyo, Kuala Lumpur
direct relationship with the jewellers - no distributors

- **SIGNIFICANT PRESENCE
IN THE INTERNATIONAL MARKET**

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

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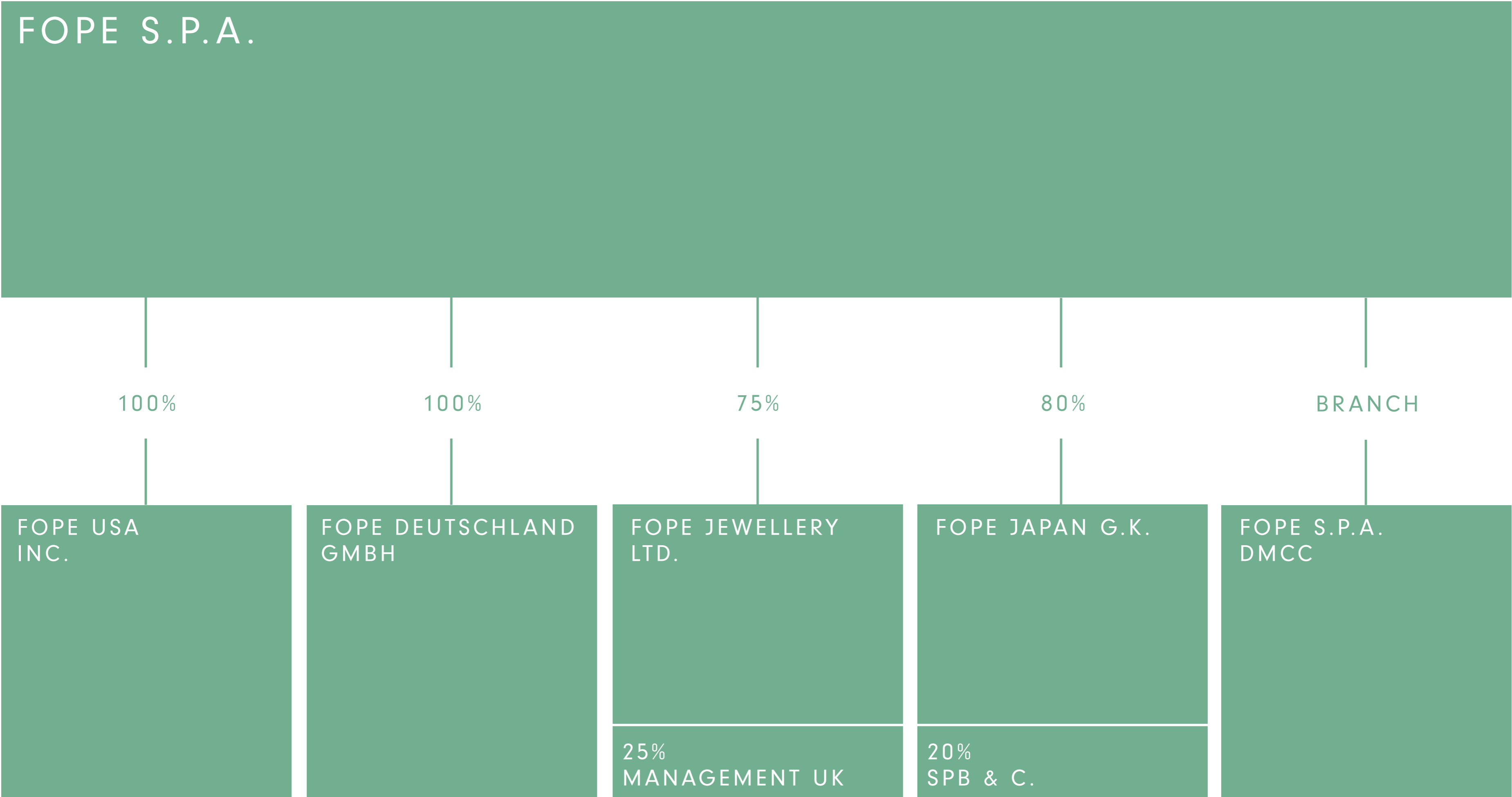
DISTRIBUTION NETWORK



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

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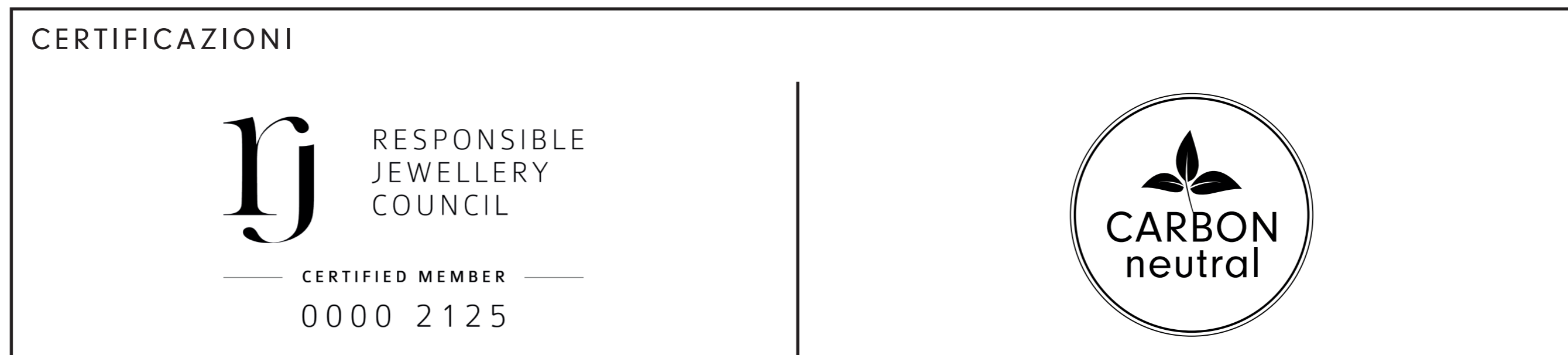
MARKET COVERAGE



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SUSTAINABILITY PHILOSOPHY

- SUSTAINABILITY REPORT SINCE 2017
- CERTIFIED 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

FOPE

LONDON



VENICE



TOKYO



KUALA LUMPUR



IPO - NOVEMBER 2016

EUR 2,90 share value IPO

EUR 30,0 share value 22/3/2024



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MARCH 2024



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