

VICENZA

FOPE

DAL 1929

IRTOP CONSULTING - EGM Investor Day

April, 15 2024

















# 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

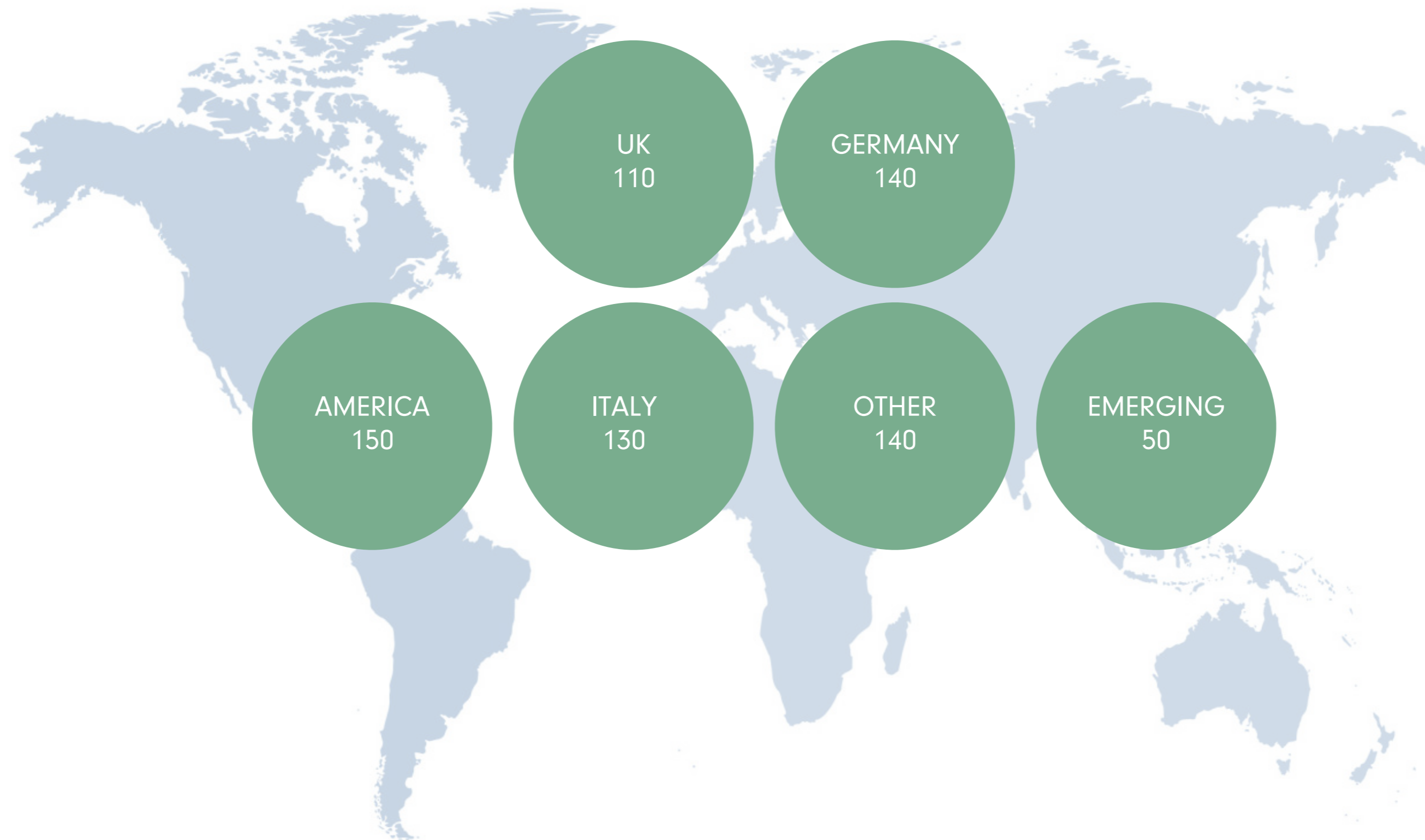
- **SIGNIFICANT PRESENCE  
IN THE INTERNATIONAL MARKET**

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

**FOPE**



# DISTRIBUTION NETWORK

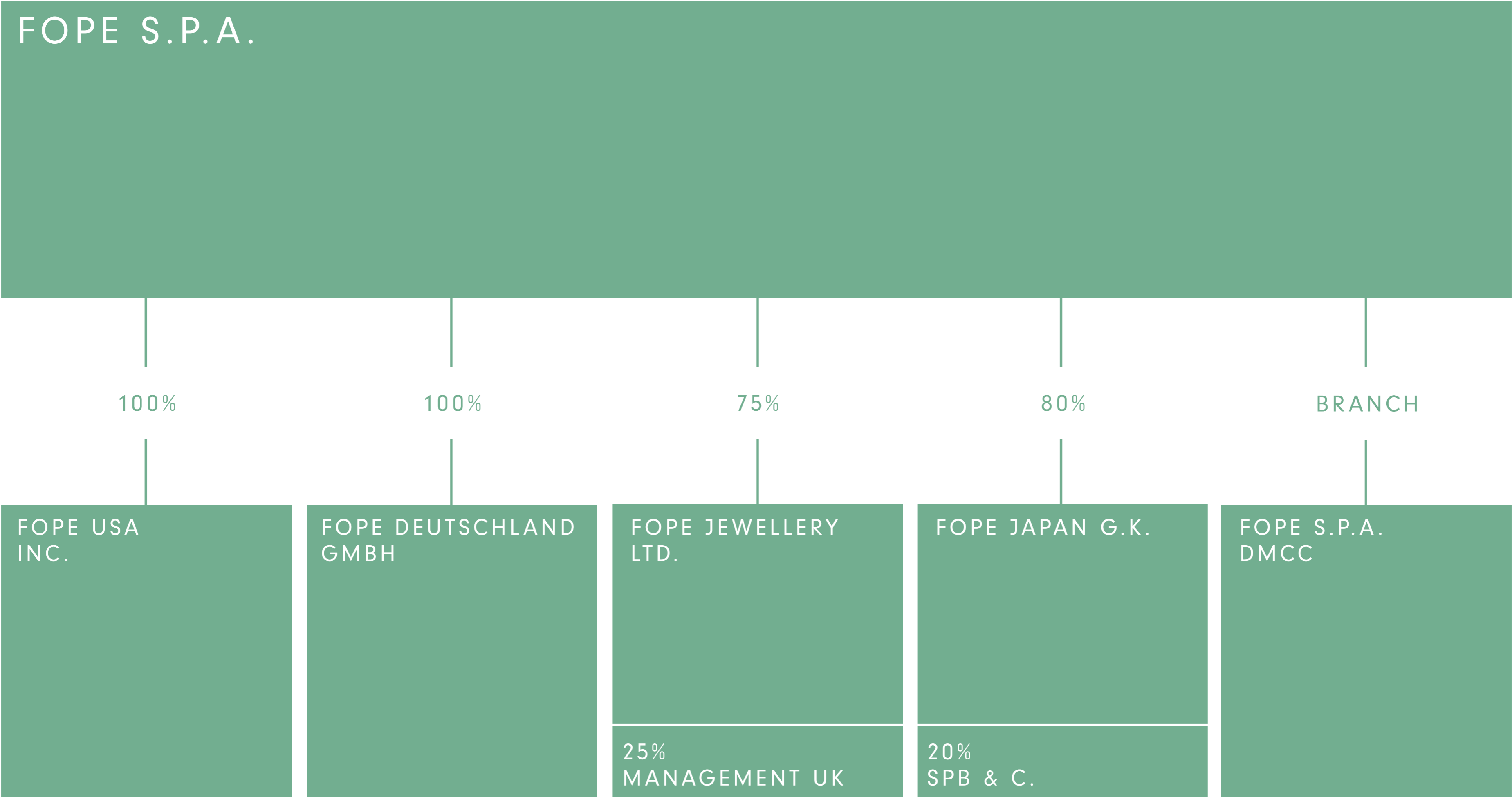


- about 600 retailers and more than 700 POS
- Boutique: Venice, London, Tokyo, Kuala Lumpur

**FOPE**



# MARKET COVERAGE



**FOPE**

# HIGHLIGHTS

## FOPE consolidated data - 31 December 2023

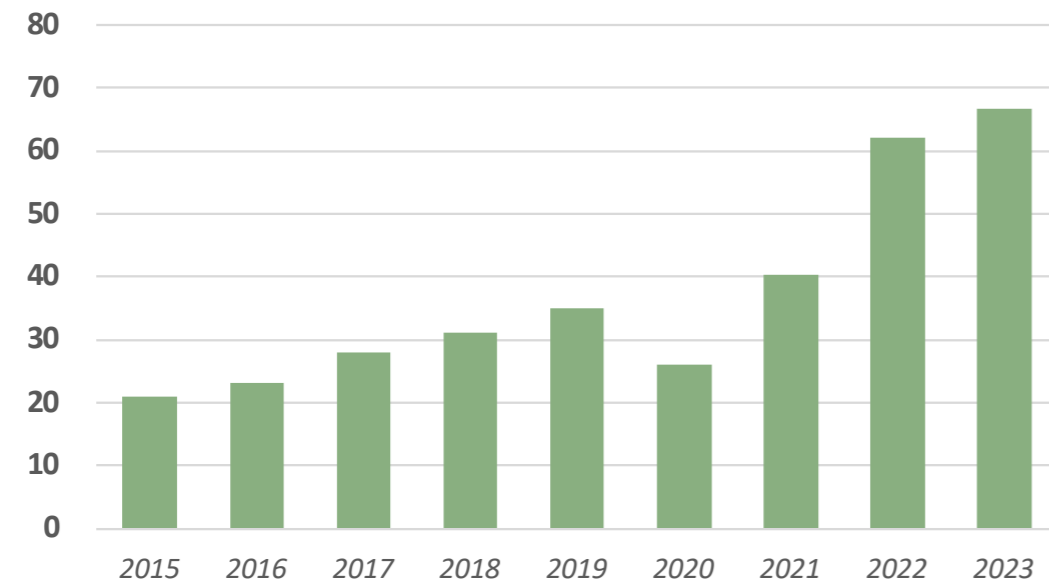
	2023 (December, 31)		2022 (December, 31)		2023 Vs 2022		2019 (December, 31)	
<b>Net Revenue</b>	<b>66,8</b>	100,0%	<b>62,2</b>	100,0%	<b>4,6</b>	7,4%	<b>35,0</b>	100,0%
Operating Costs	(49,8)		(46,3)		(3,5)		(28,2)	
<b>EBITDA</b>	<b>17,0</b>	25,4%	<b>15,8</b>	25,5%	<b>1,1</b>	7,1%	<b>6,8</b>	19,4%
Depr.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



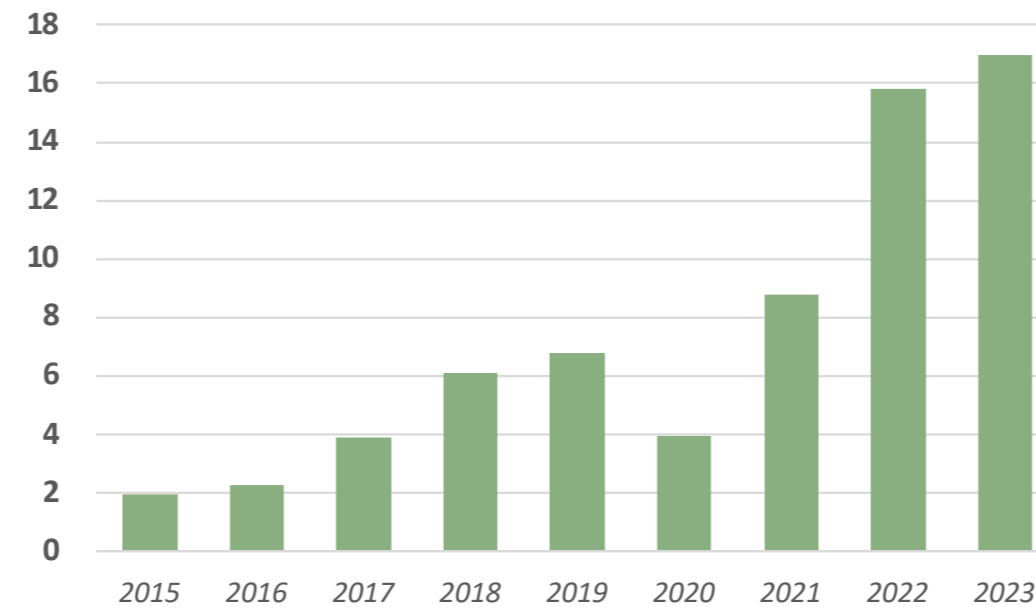
# HIGHLIGHTS

## FOPE consolidated data 2016 - 2023

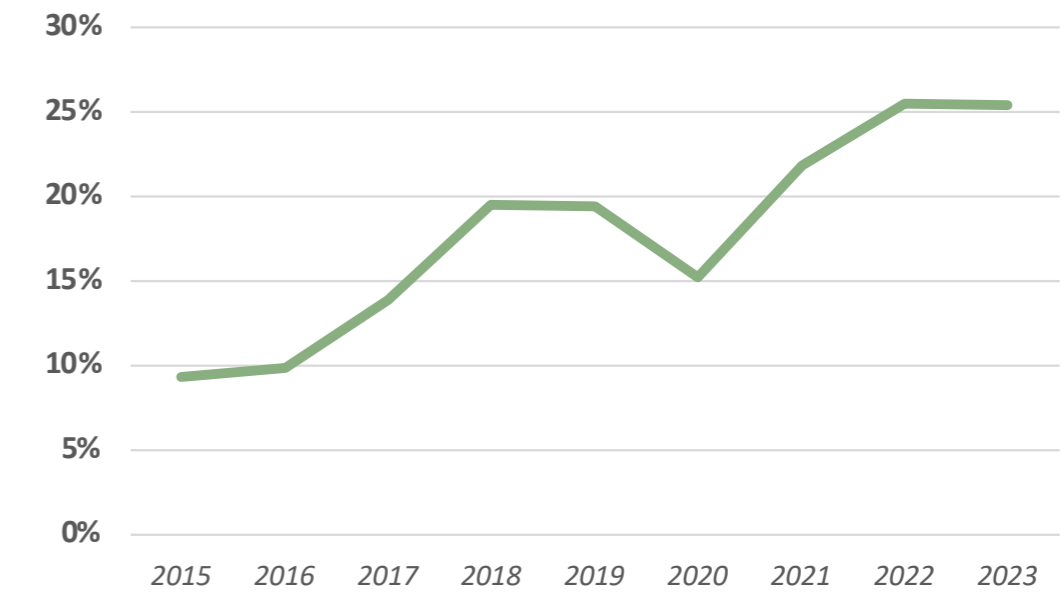
### Net Revenue



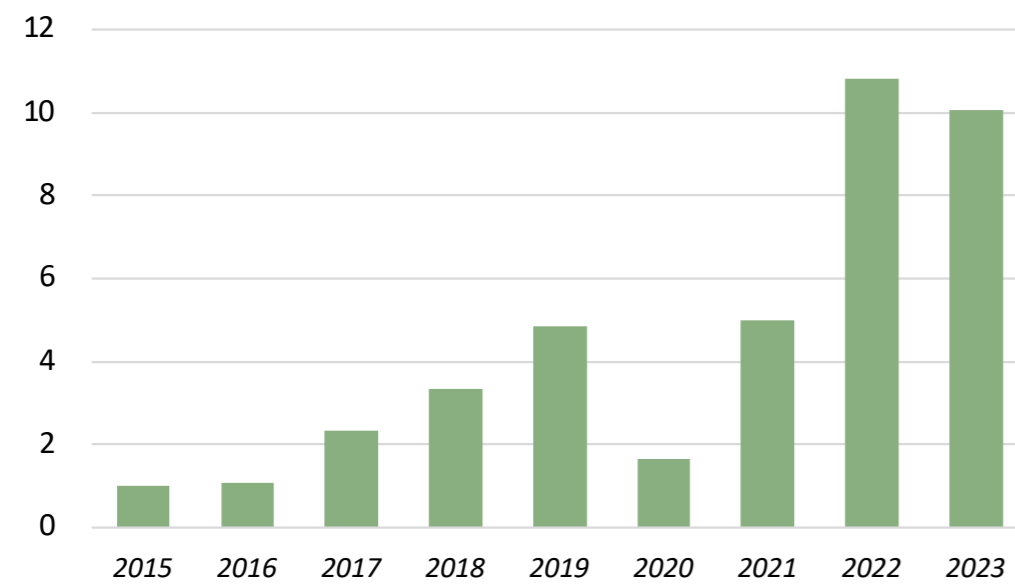
### EBITDA



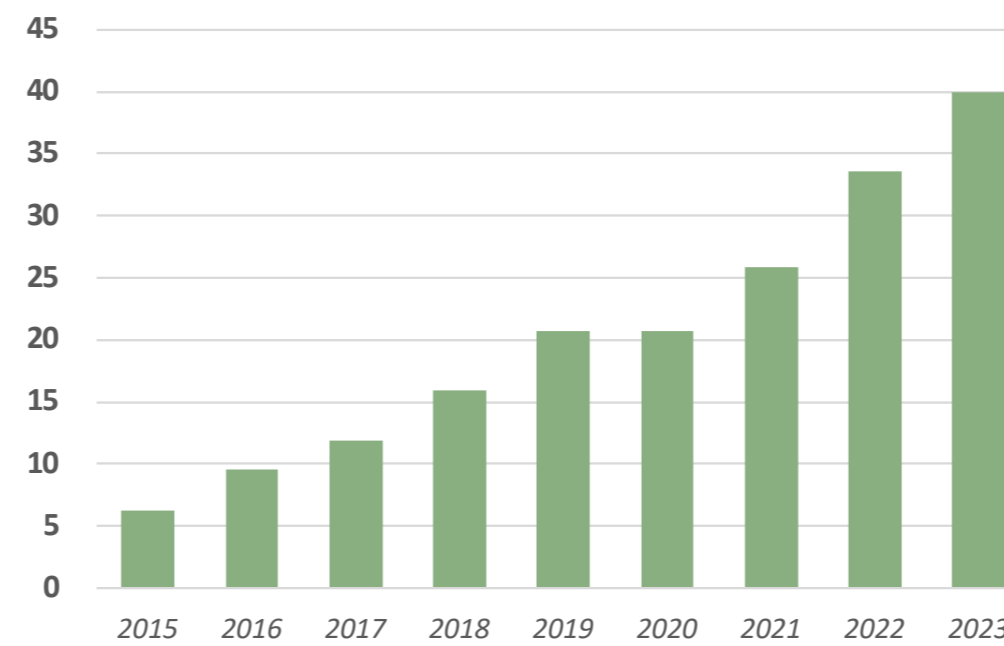
### EBITDA MARGIN



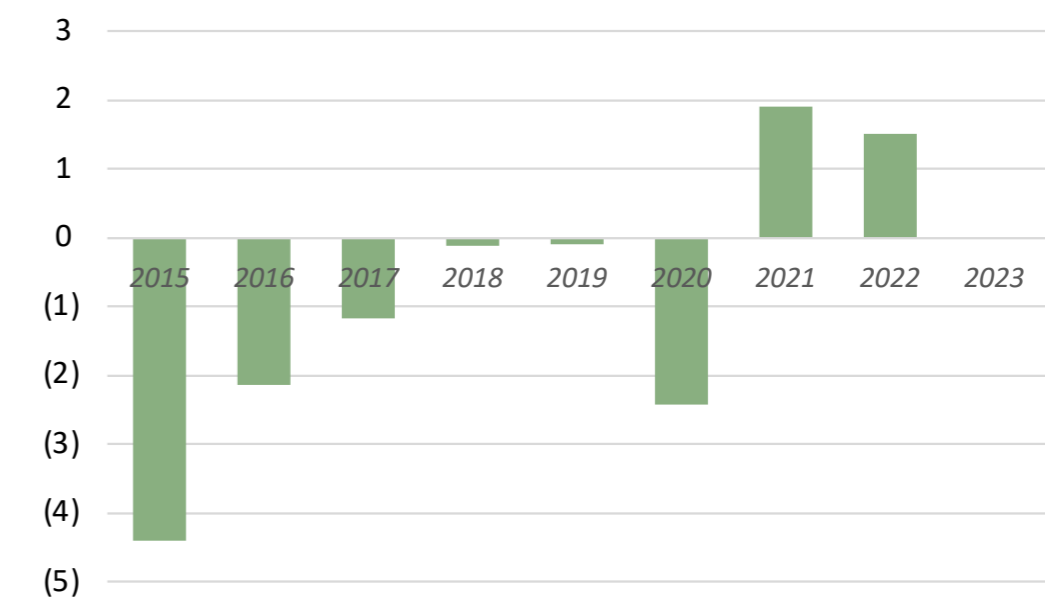
### Net Income



### Equity



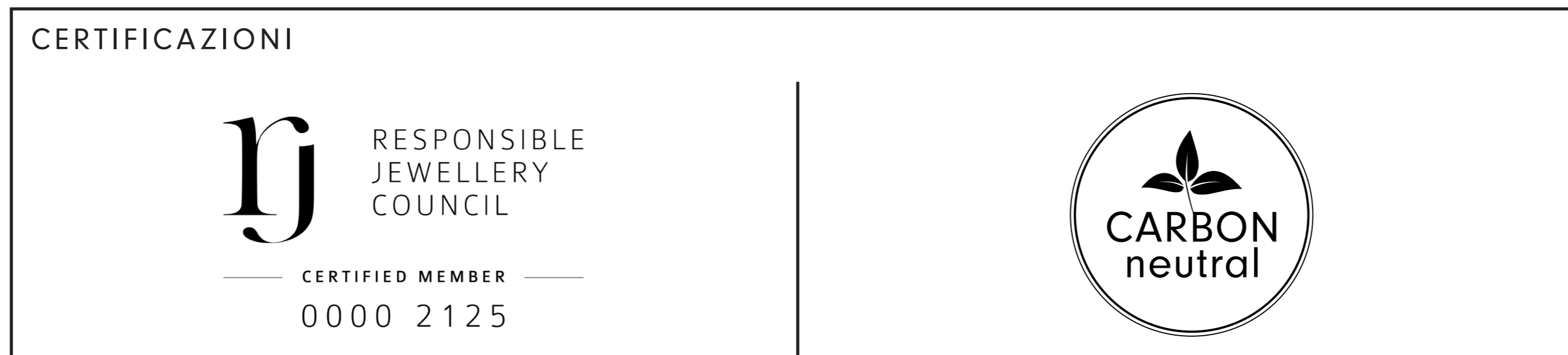
### PFN



# FOPE

# 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



APRIL 2024



### 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





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