

VICENZA

FOPE

DAL 1929

IRT CONSULTING - INVESTOR DAY

LUGANO October, 4 2024









# BUSINESS MODEL

- **PRODUCT**

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

- **DISTRIBUTION CHANNELS**

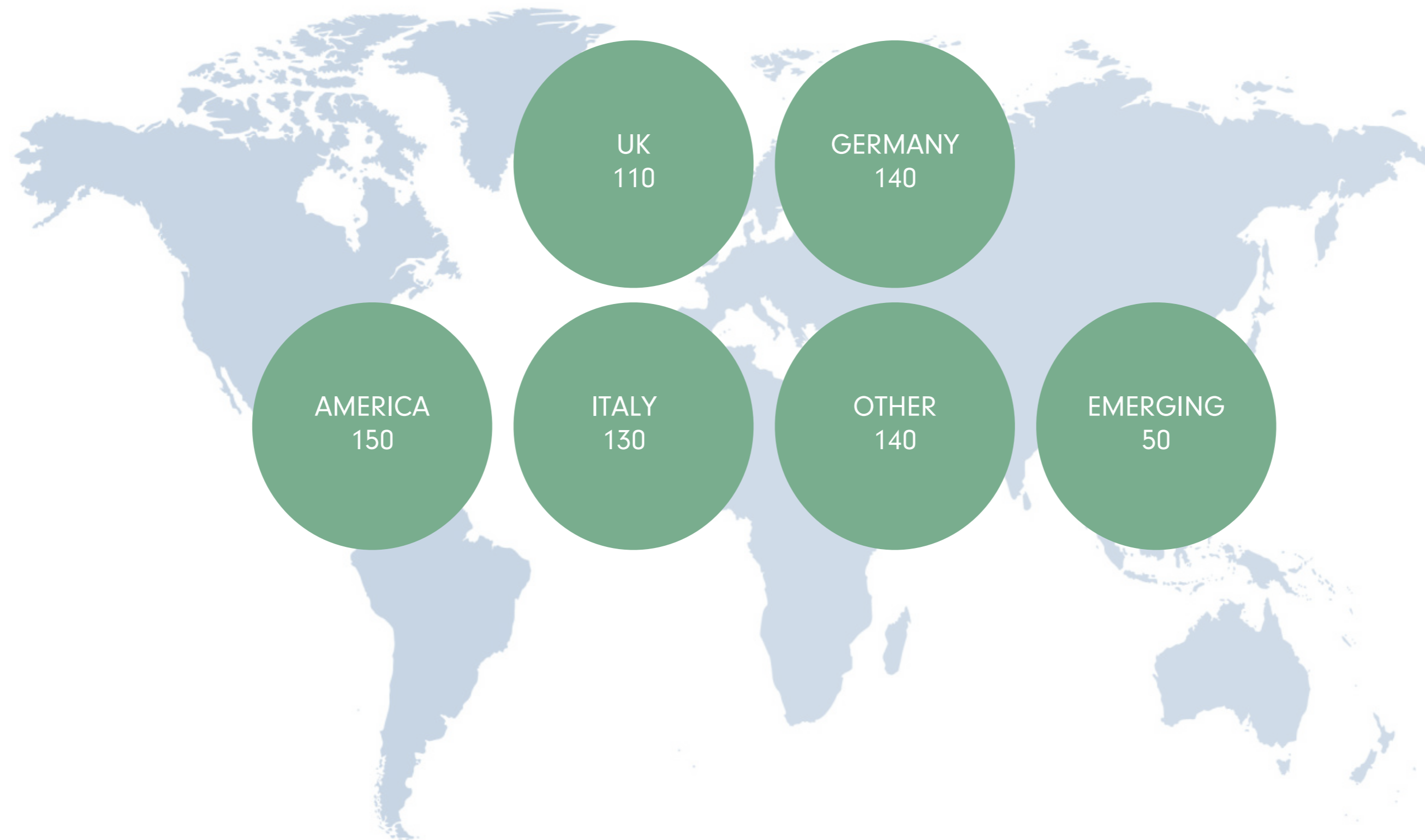
presence of the brand in high level jewellery shops  
direct sale: boutique in Venice, London, Tokyo, Kuala Lumpur  
direct relationship with the jewellers - no distributors

- **SIGNIFICANT PRESENCE  
IN THE INTERNATIONAL MARKET**

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

**FOPE**

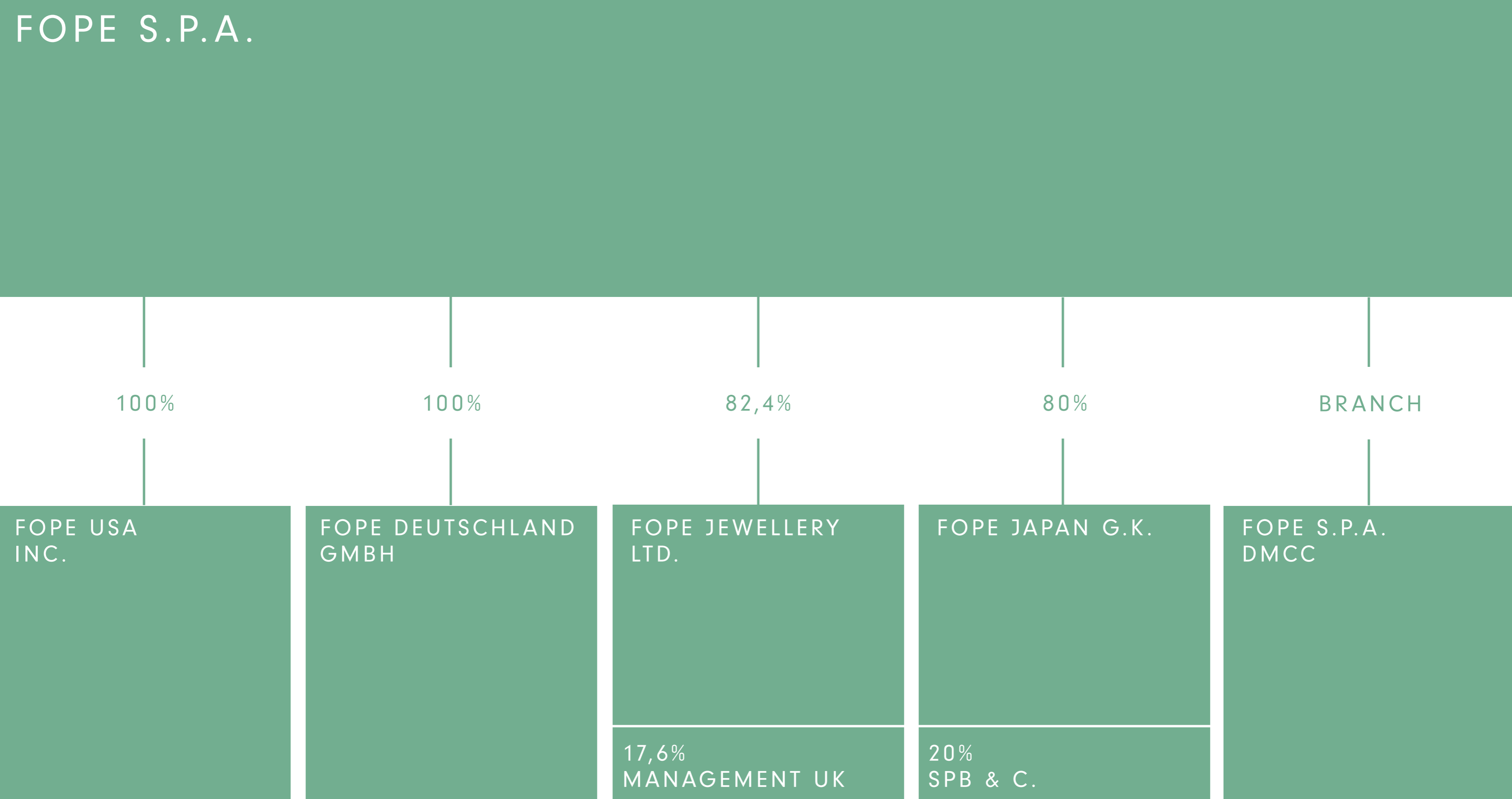
# DISTRIBUTION NETWORK



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

**FOPE**

# MARKET COVERAGE



**FOPE**

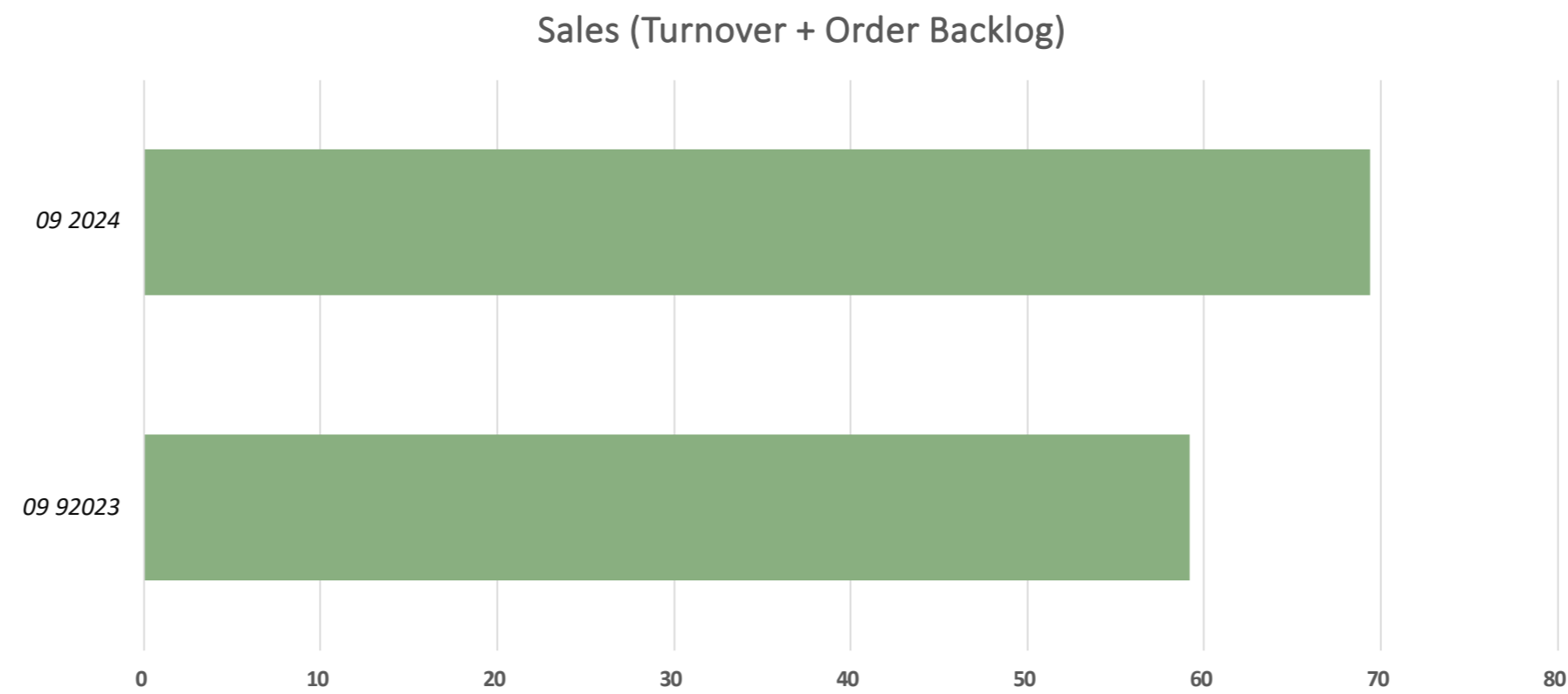




# HIGHLIGHTS

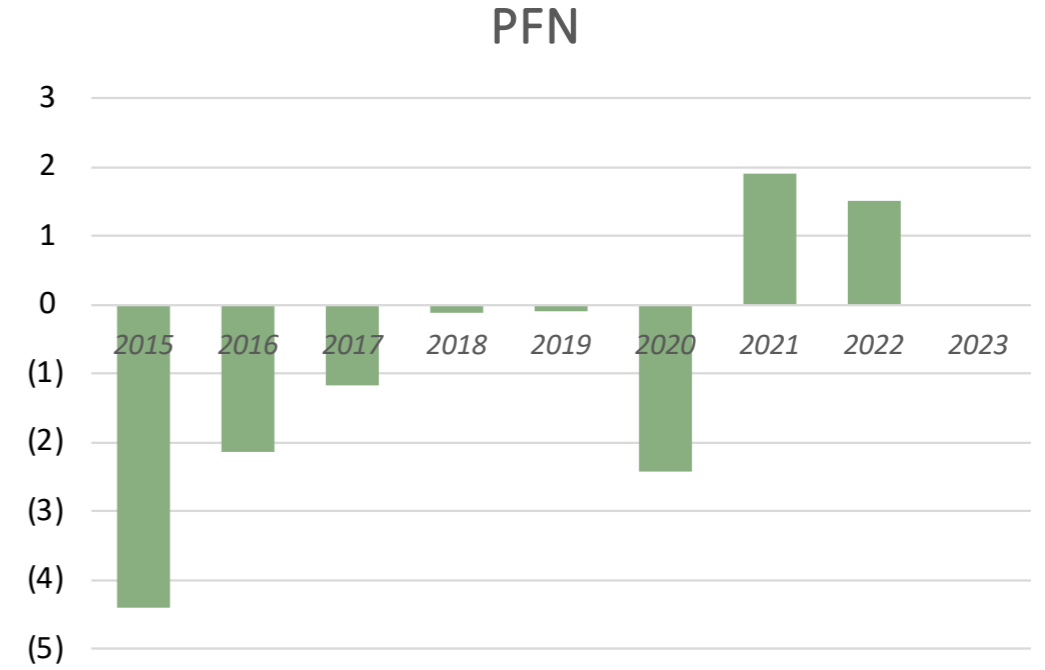
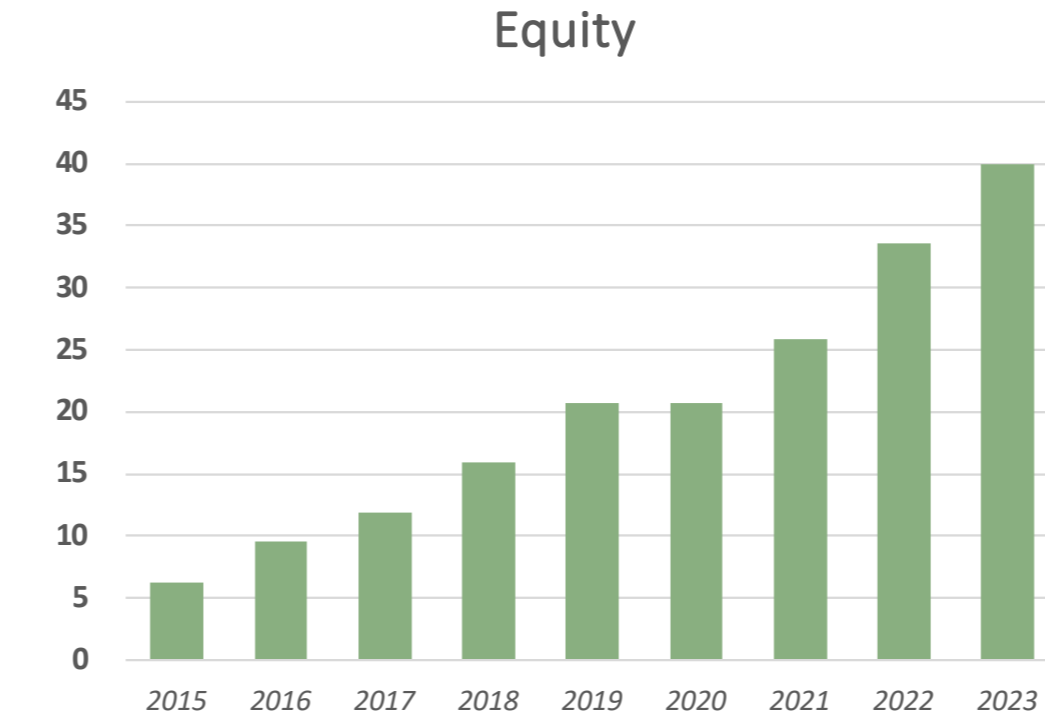
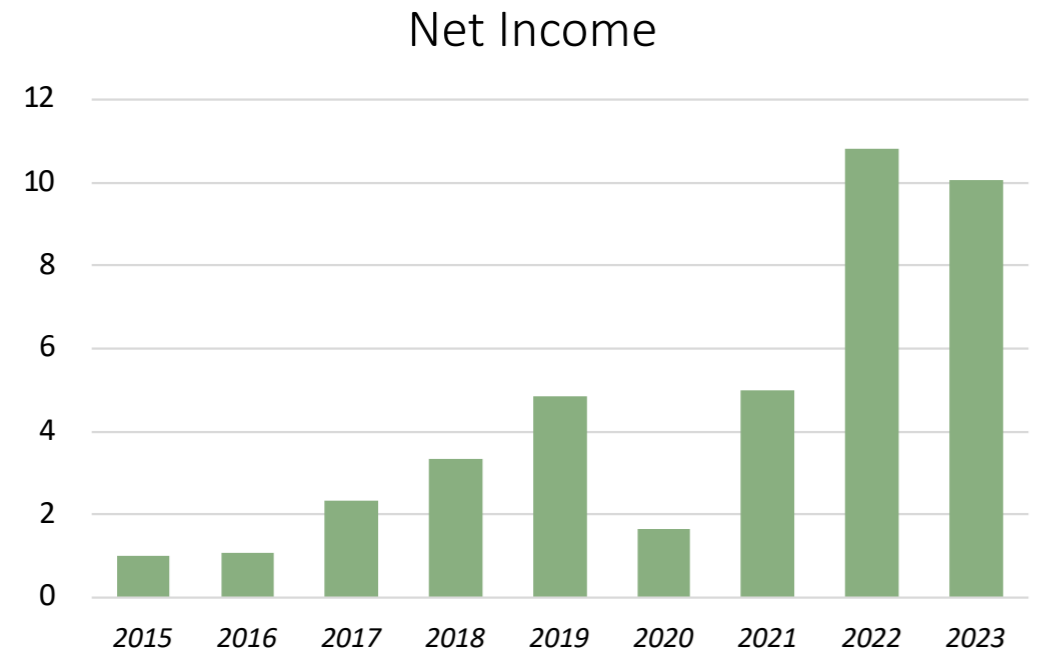
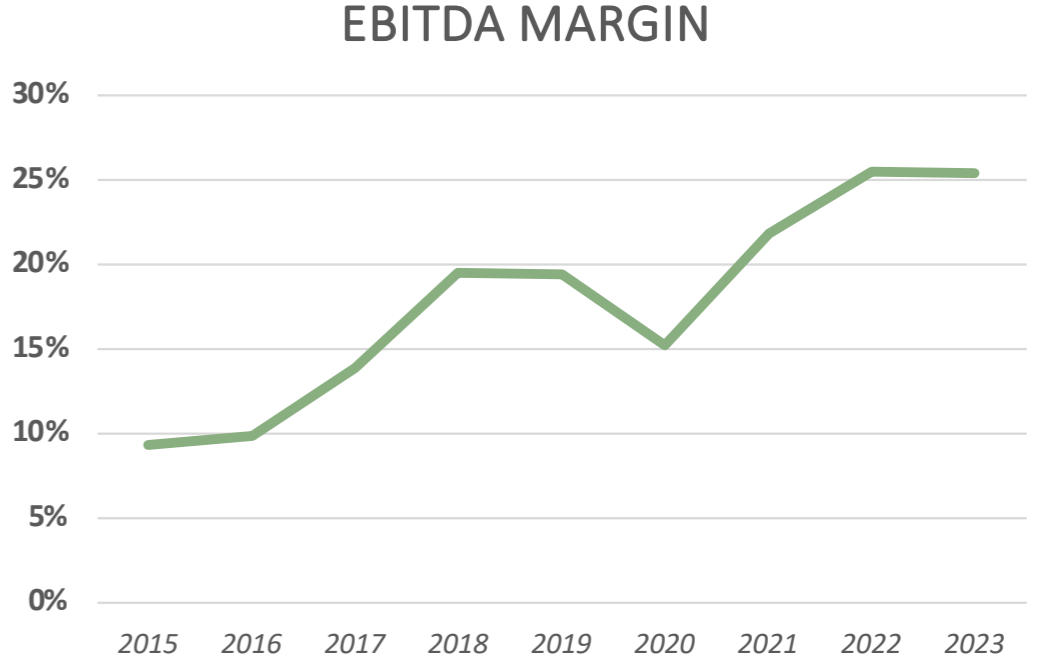
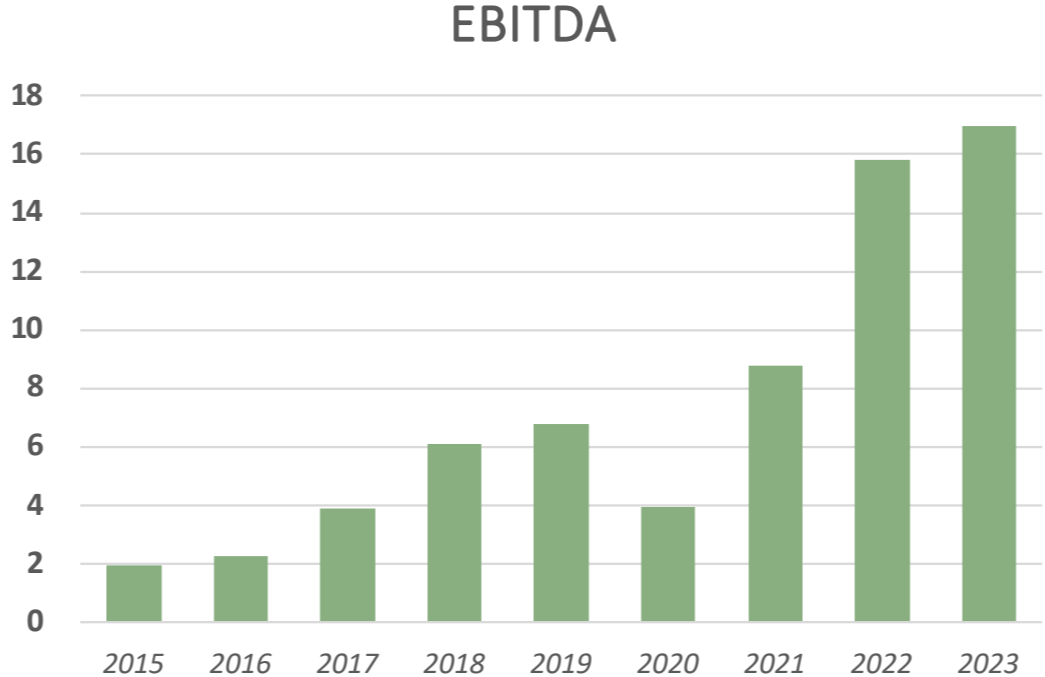
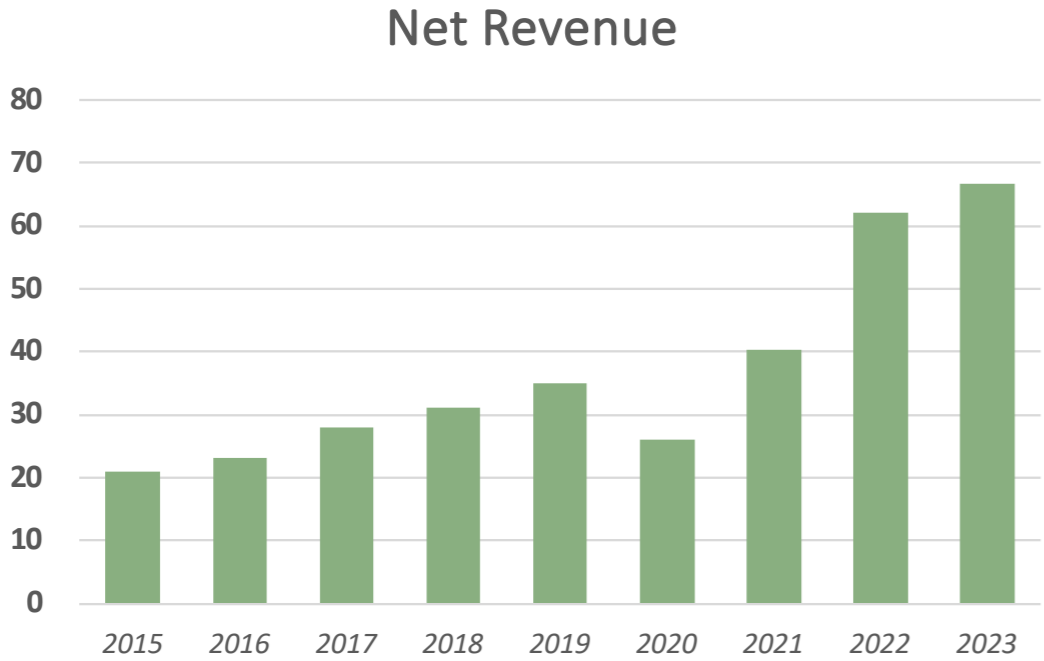
## FOPE consolidated data

MIn/EUR	<i>Act</i>		<i>Act</i>		2024 Vs 2023
	2024 (27 September)		2023 (30 September)		
Turnover					
Order Backlog					
<b>Total Sales</b>	<b>69,40</b>	100,0%	<b>59,20</b>	100,0%	<b>10,20</b> 17,2%



# HIGHLIGHTS

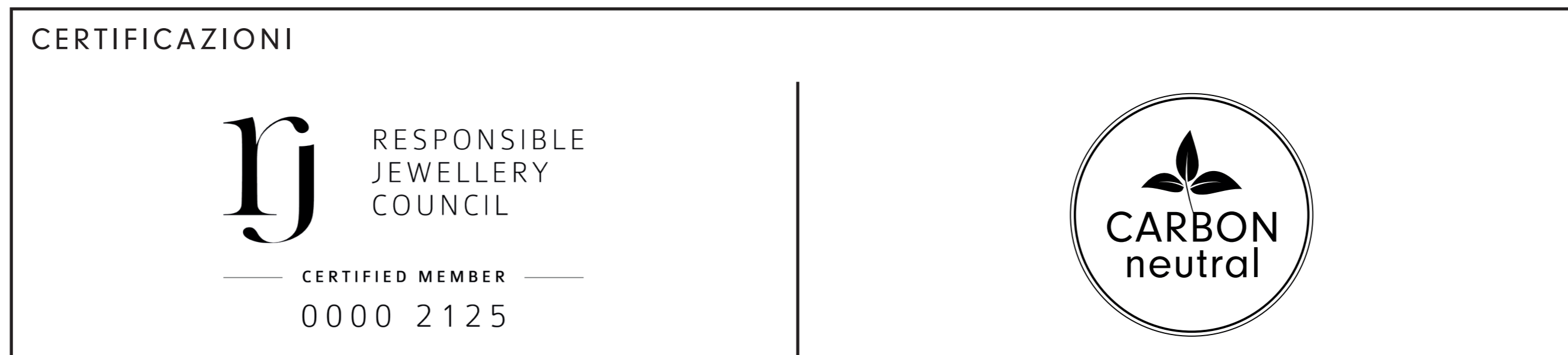
## FOPE consolidated data 2016 - 2023



# 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**

# SEUL



# LONDON



# VENICE





# TOKYO



# KUALA LUMPUR



OCTOBER 2024



VICENZA

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