

INVESTOR PRESENTATION

May 2025

VICENZA

FOPE

DAL 1929

IRTOP CONSULTING - EGM INVESTOR DAY







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

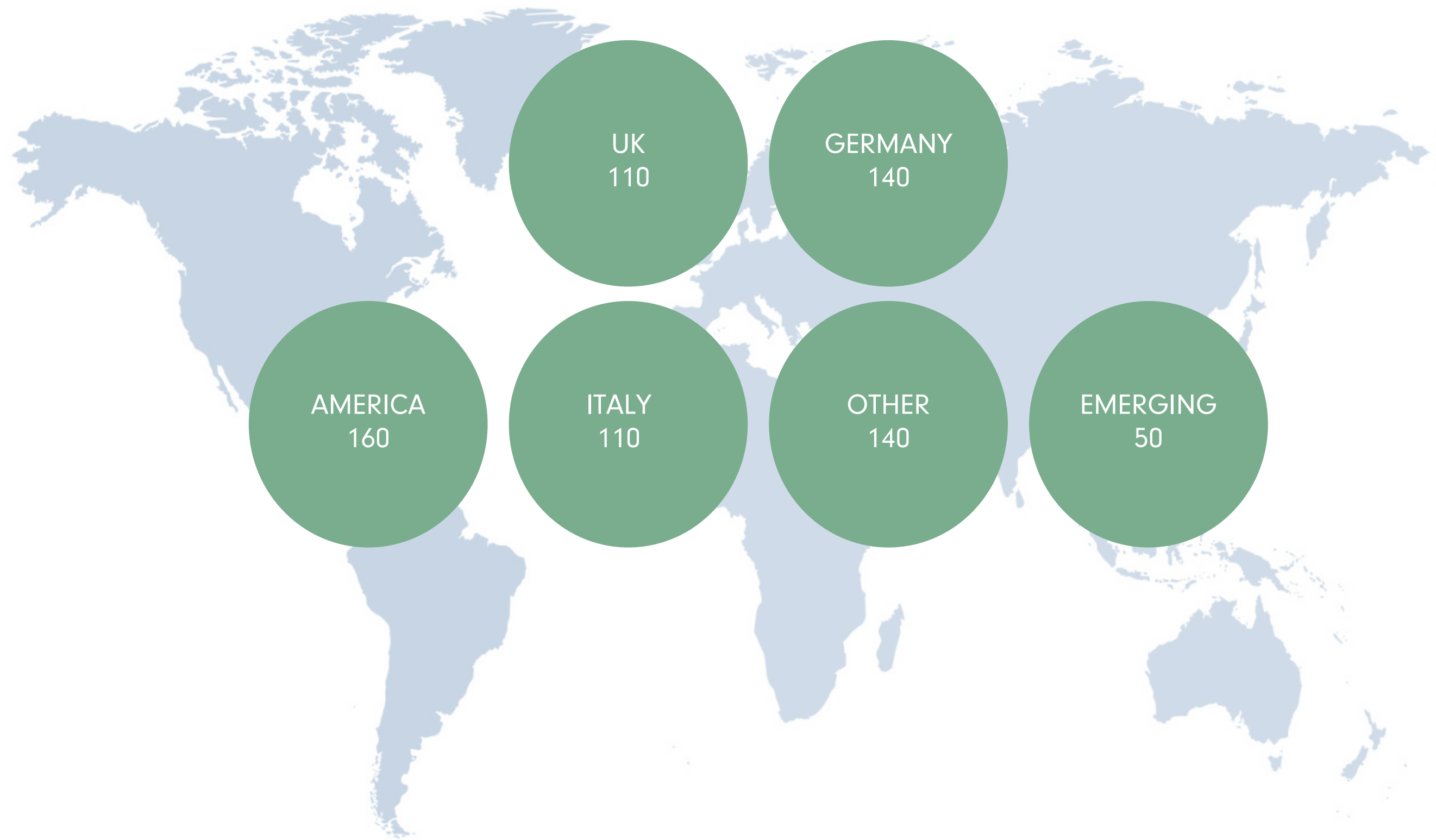
direct relationship with the jewellers - no distributors

- **SIGNIFICANT PRESENCE
IN THE INTERNATIONAL MARKET**

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

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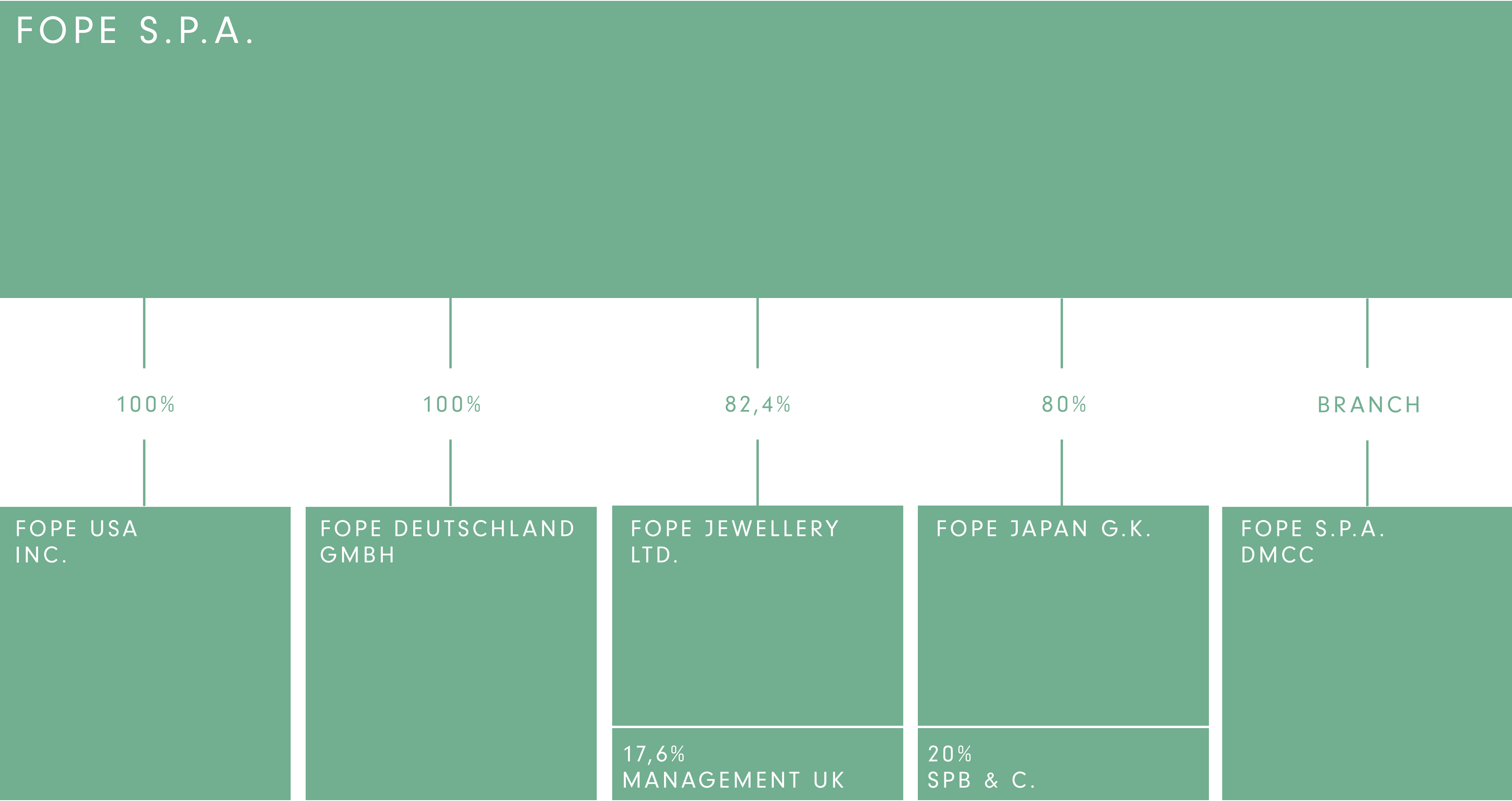
DISTRIBUTION NETWORK



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

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MARKET COVERAGE



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HIGHLIGHTS

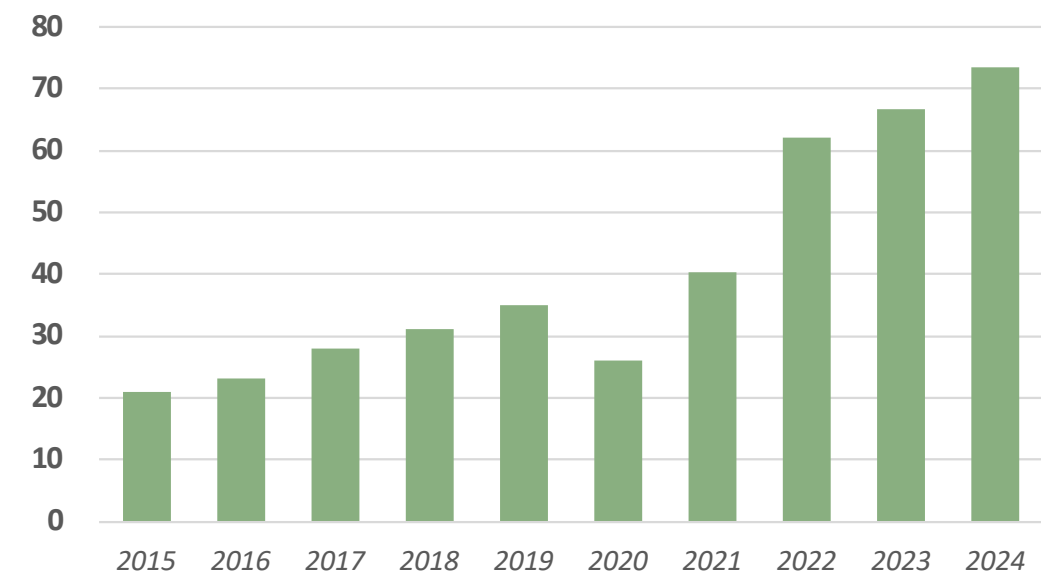
FOPE consolidated data

MLN/EUR	Act		Act		2024 Vs 2023	
	2024 (December, 31)		2023 (December, 31)			
Net Revenue	73,4	100,0%	66,8	100,0%	6,7	10,0%
Operating Costs	(58,6)		(49,8)		(8,8)	
EBITDA	14,8	20,2%	17,0	25,4%	(2,1)	-12,7%
Depr. & Amortization	(2,7)		(2,3)		(0,4)	
EBIT	12,1	16,5%	14,7	21,9%	(2,5)	-17,3%
Financial Incoms / (Costs)	(0,6)		(0,9)		0,3	
Earning Before Tax	11,5	15,7%	13,8	20,6%	(2,3)	-16,5%
Tax	(3,1)		(3,7)		0,6	
Net Income	8,4	11,4%	10,1	15,1%	(1,7)	-16,7%
Asset	15,4		14,8		0,6	
Customer receivables	17,3		14,4		2,9	
Stock	15,7		15,7		0,0	
Other Cr e Debt	(2,4)		(2,1)		(0,2)	
Working Capital	30,7		28,0		2,7	
Funds	(3,9)		(2,6)		(1,3)	
Net Invested Capital	42,1		40,1		2,0	
Equity	45,4		40,1		5,3	
Net Debt / (Cash)	(3,3)		0,0		(3,3)	

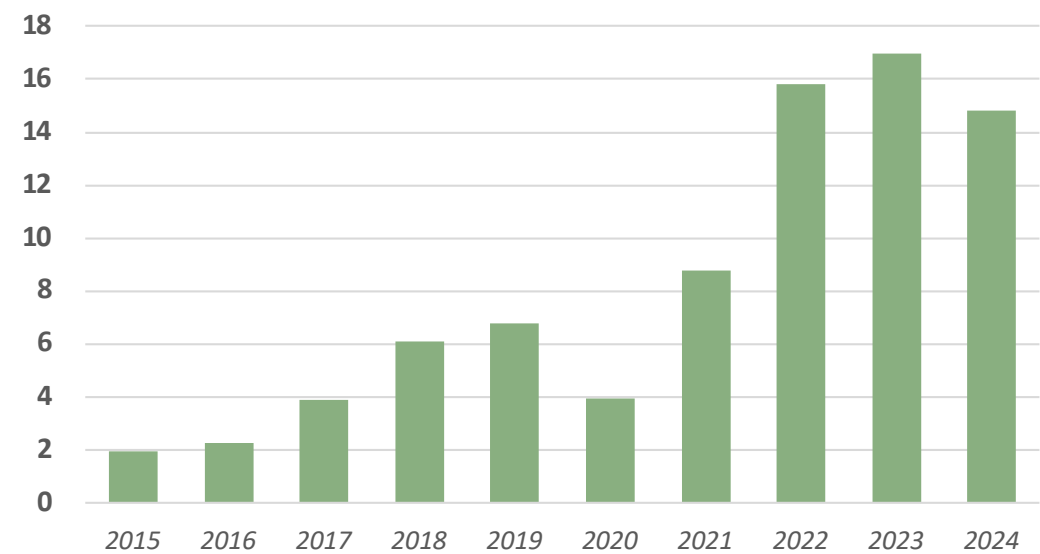
HIGHLIGHTS

FOPE consolidated data 2015 - 2024

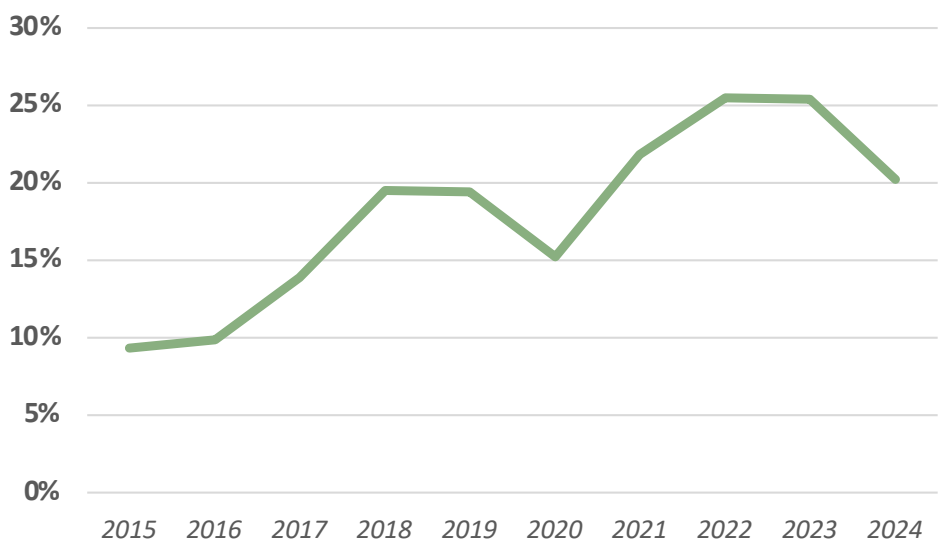
Net Revenue



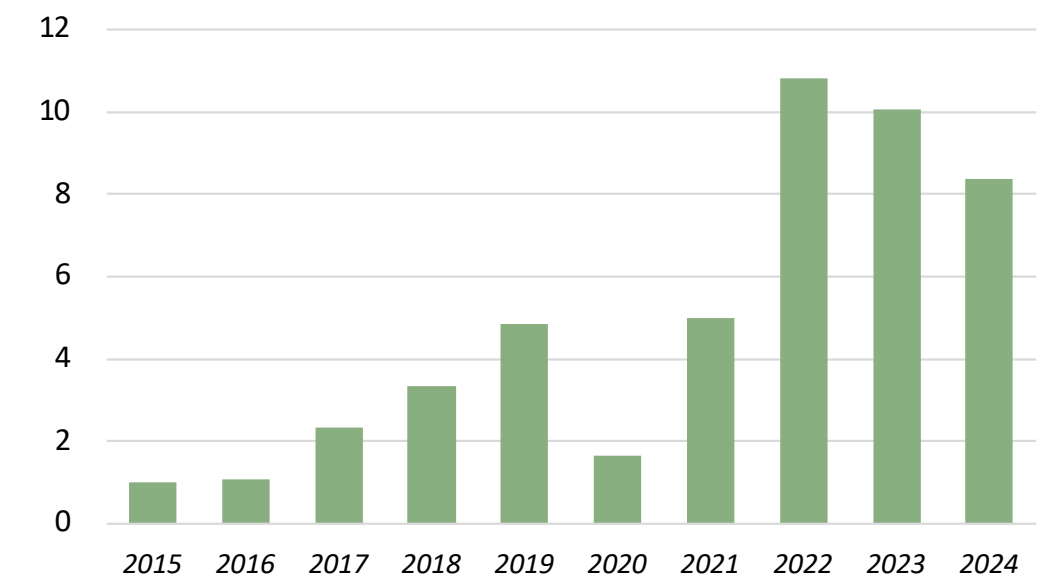
EBITDA



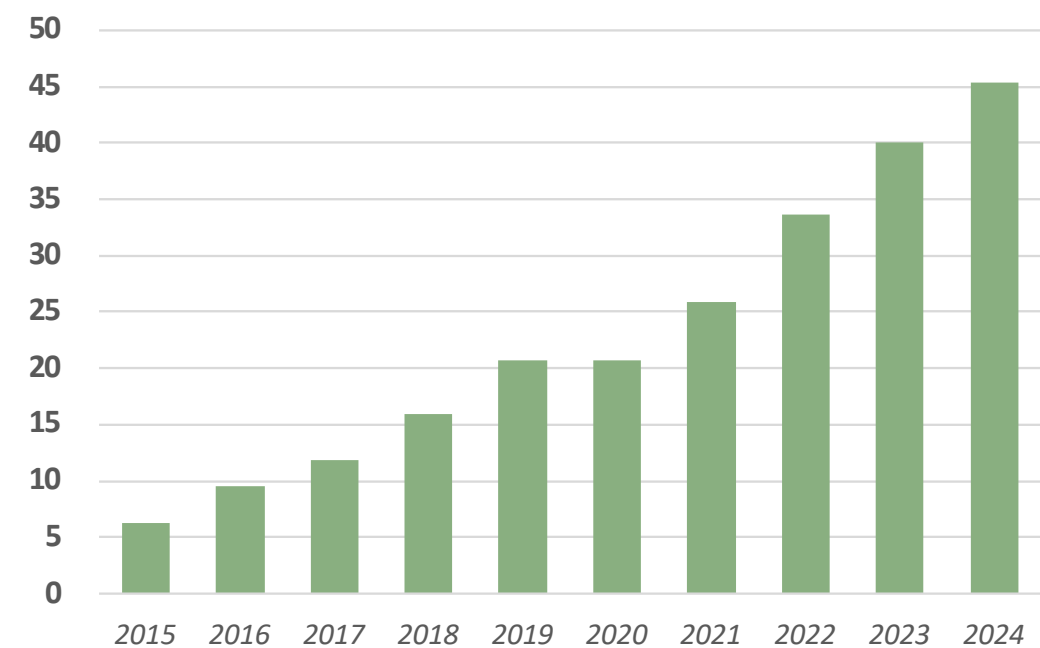
EBITDA MARGIN



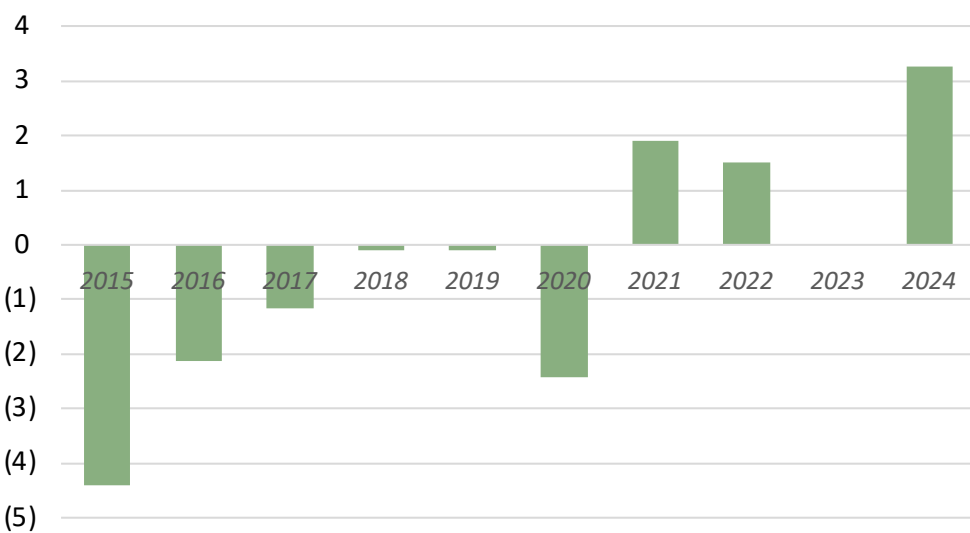
Net Income



Equity



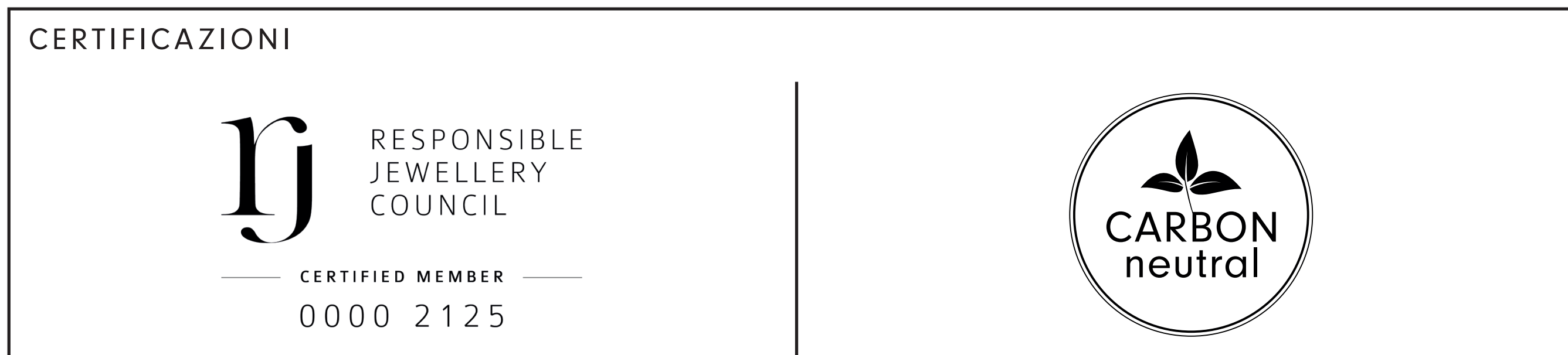
PFN



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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

SEUL



LONDON



VENICE



TOKYO



KUALA LUMPUR



IPO - NOVEMBER 2016

EUR 2,90 share value IPO

EUR 33,40 share value 22/5/2025



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MAY 2025



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