

CAPITAL MARKETS DAY

**FOPE**

12 MAGGIO 2026

10 ANNI SUL MERCATO

FOPE

UN SECOLO DA COSTRUIRE

ESPORTAZIONE FABBRICA OREFICERIA PREZIOSI

# FOPE

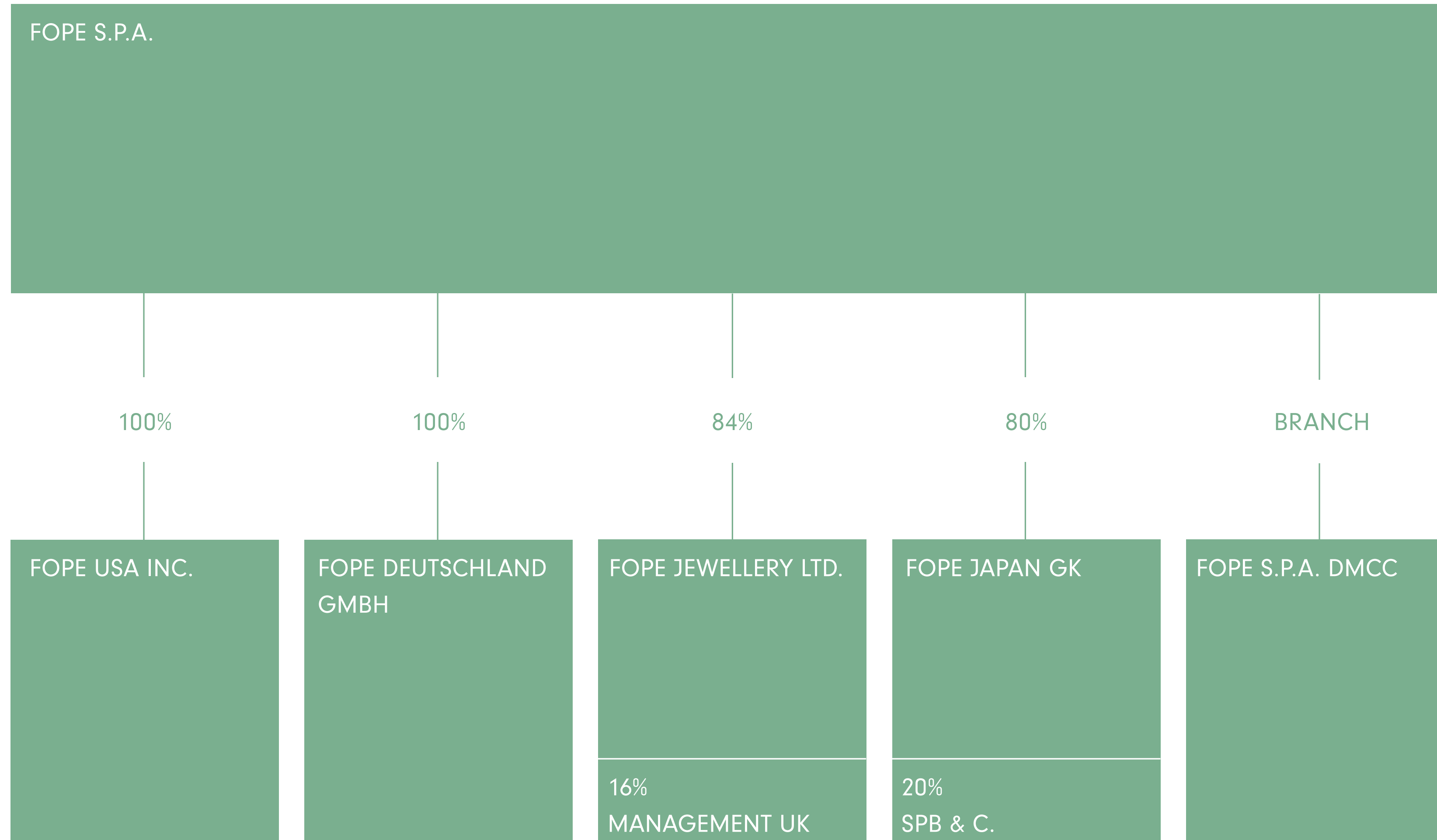
Il nome FOPE è l'acronimo di  
«Fabbrica Oreficeria Preziosi Esportazione»

Quattro parole che racchiudono  
l'essenza del brand: la radice manifatturiera,  
l'ambito d'azione, l'internazionalità.

# BUSINESS MODEL

- PRODOTTO
- CANALI DI DISTRIBUZIONE
- PRESENZA SUL MERCATO INTERNAZIONALE
- ATTENZIONE ALL'INNOVAZIONE

# MARKET COVERAGE



# HIGHLIGHTS

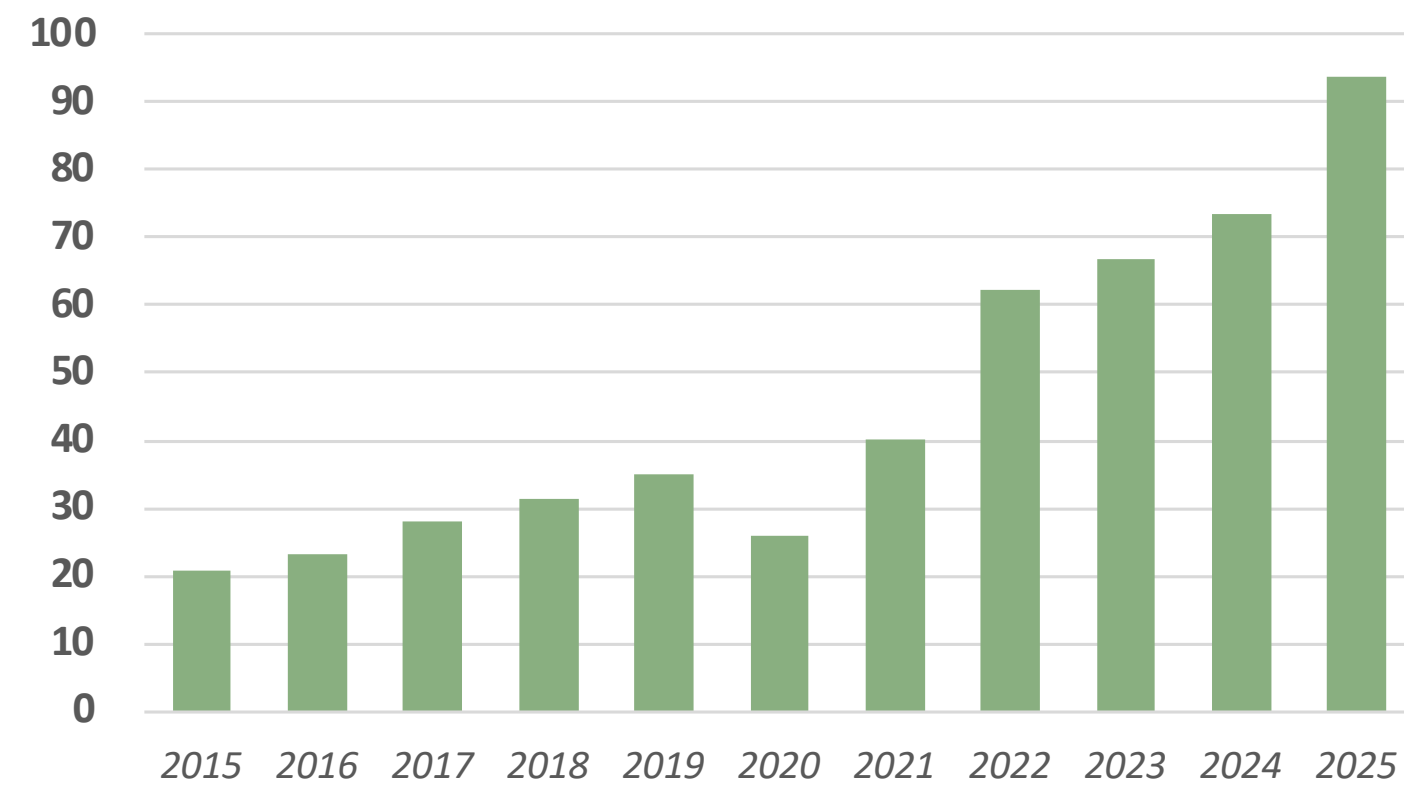
## FOPE consolidated data

MLN/EUR	Act		Act		2025 Vs 2024	
	2025 (December, 31)		2024 (December, 31)			
<b>Net Revenue</b>	<b>93,6</b>	100,0%	<b>73,4</b>	100,0%	<b>20,2</b>	27,5%
Operating Costs	(73,1)		(58,6)		(14,5)	
<b>EBITDA</b>	<b>20,5</b>	21,9%	<b>14,8</b>	20,2%	<b>5,7</b>	38,5%
Depr. & Amortization	(3,0)		(2,7)		(0,3)	
<b>EBIT</b>	<b>17,5</b>	18,7%	<b>12,1</b>	16,5%	<b>5,4</b>	44,5%
Financial Incoms / (Costs)	(1,4)		(0,6)		(0,8)	
<b>Earning Before Tax</b>	<b>16,1</b>	17,2%	<b>11,5</b>	15,7%	<b>4,6</b>	40,0%
Tax	(4,7)		(3,1)		(1,6)	
<b>Net Income</b>	<b>11,4</b>	12,2%	<b>8,4</b>	11,4%	<b>3,0</b>	36,0%
Asset	15,3		15,4		(0,1)	
Working Capital	35,7		29,6		6,1	
Funds	(3,4)		(2,9)		(0,5)	
<b>Net Invested Capital</b>	<b>47,5</b>		<b>42,1</b>		<b>5,5</b>	
<b>Equity</b>	<b>57,6</b>		<b>45,4</b>		<b>12,2</b>	
<b>Net Debt / (Cash)</b>	<b>(10,0)</b>		<b>(3,3)</b>		<b>(6,7)</b>	

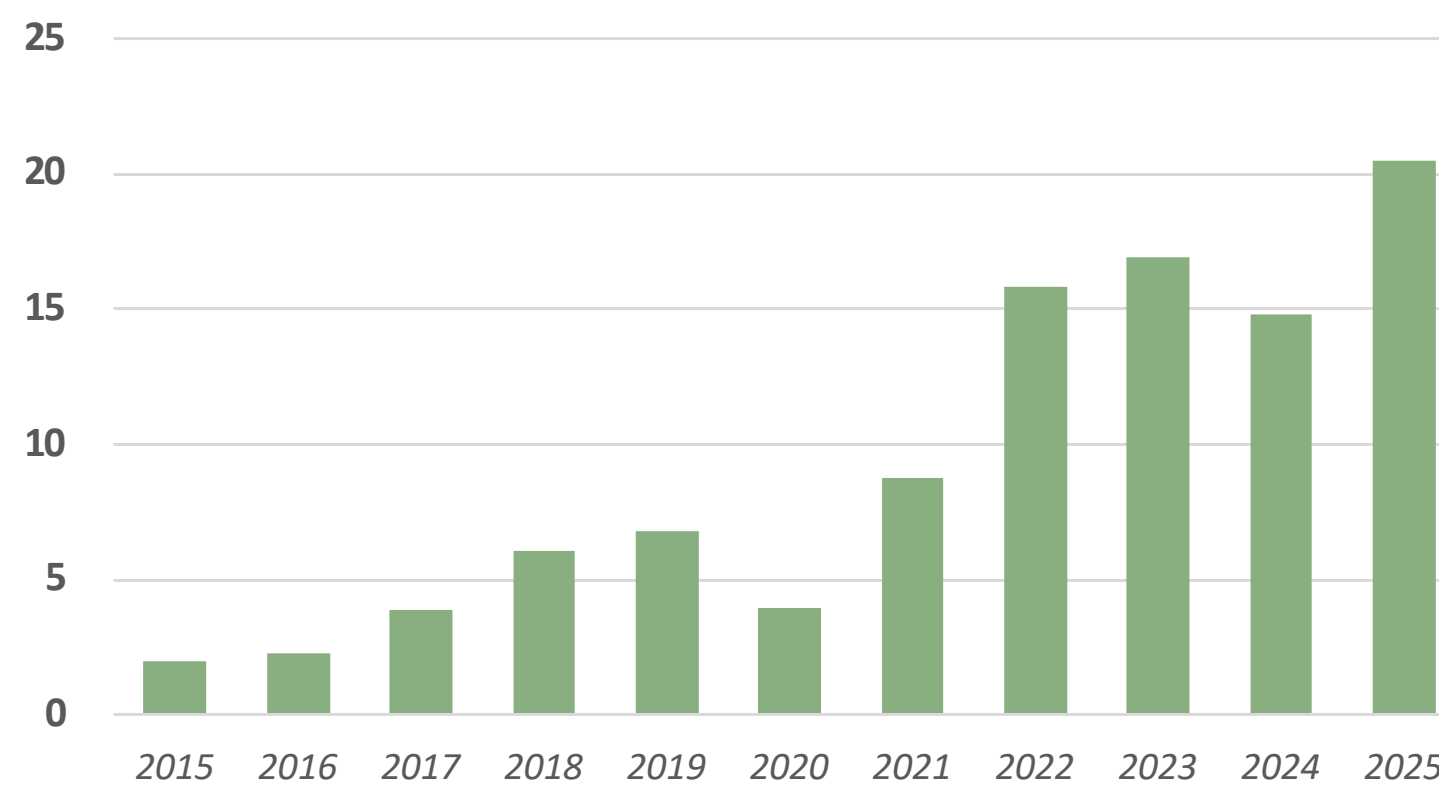
# HIGHLIGHTS

## FOPE consolidated data 2015 - 2025

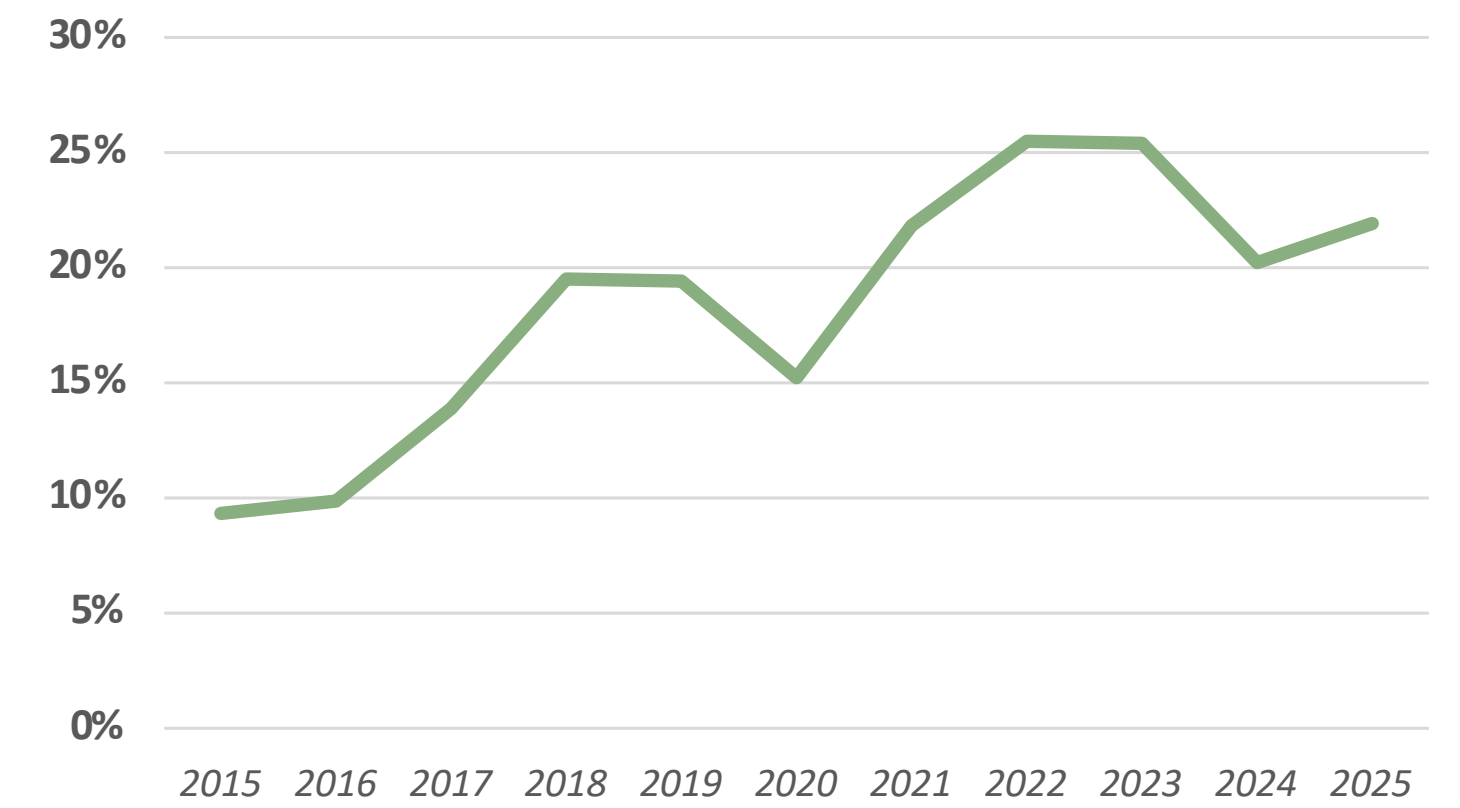
### Net Revenue



### EBITDA



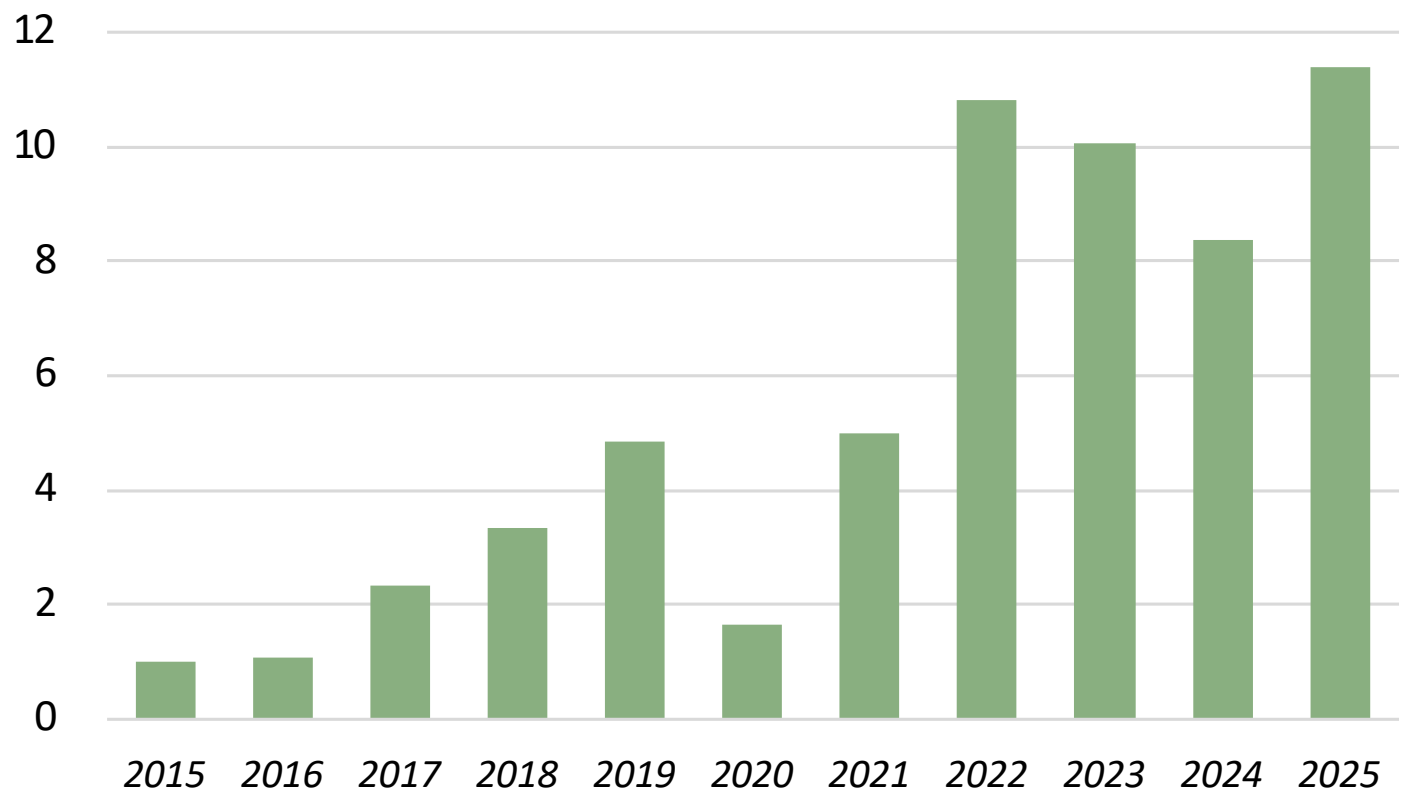
### EBITDA MARGIN



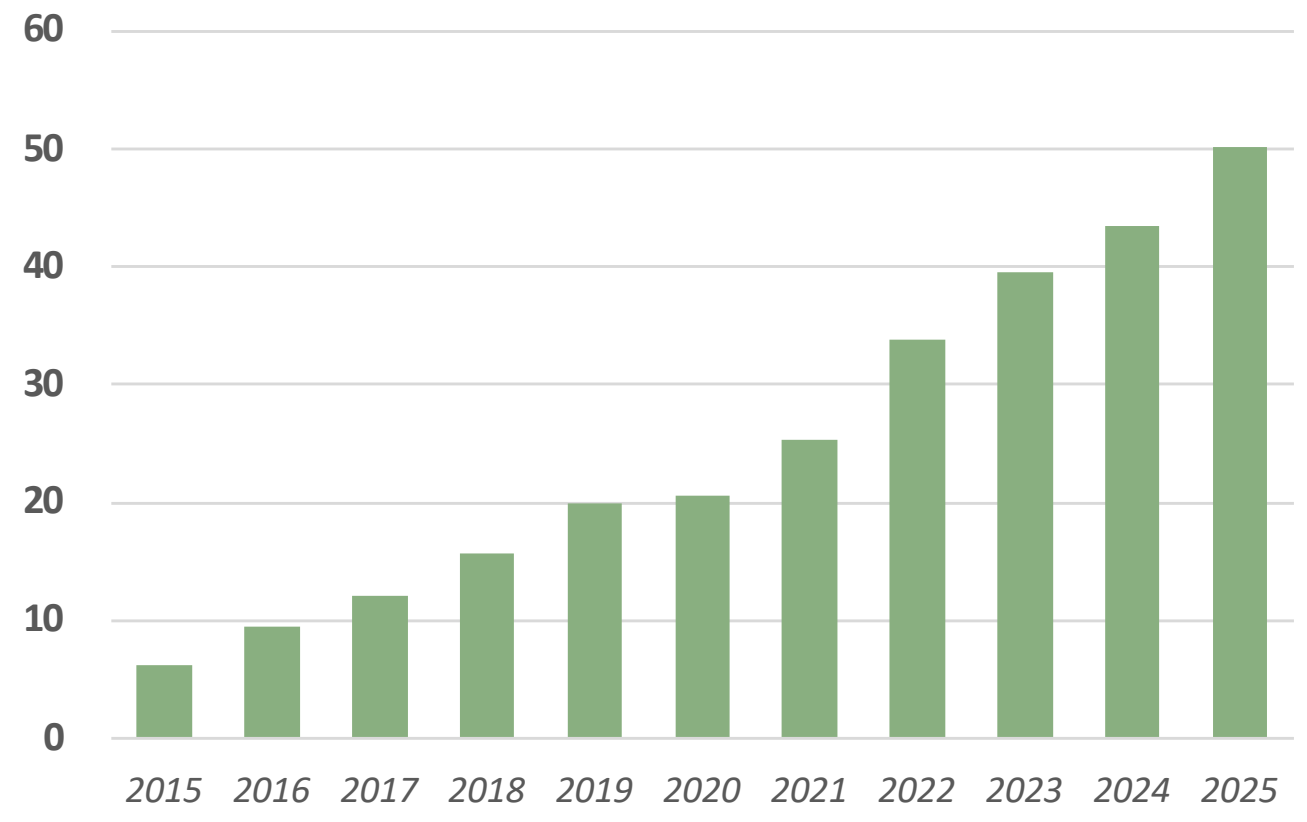
# HIGHLIGHTS

## FOPE consolidated data 2015 - 2025

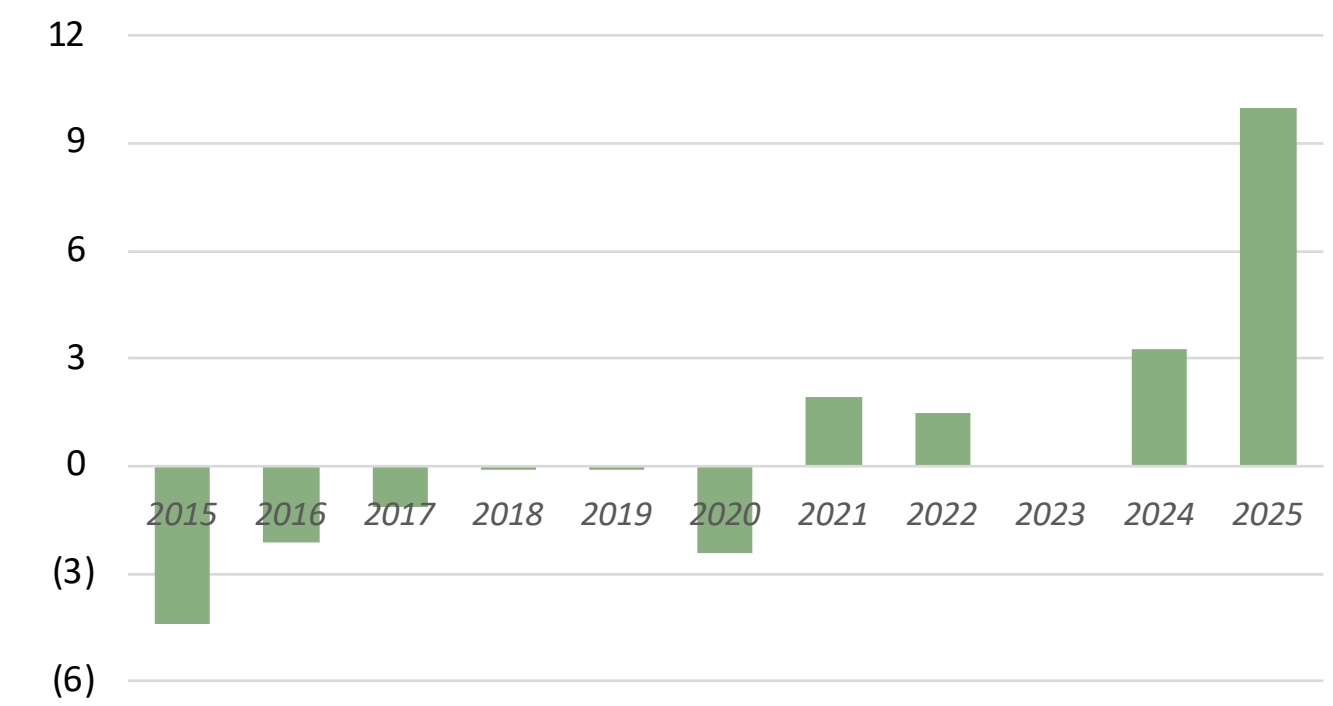
Net Income



Equity



PFN



# HIGHLIGHTS

## FOPE consolidated data

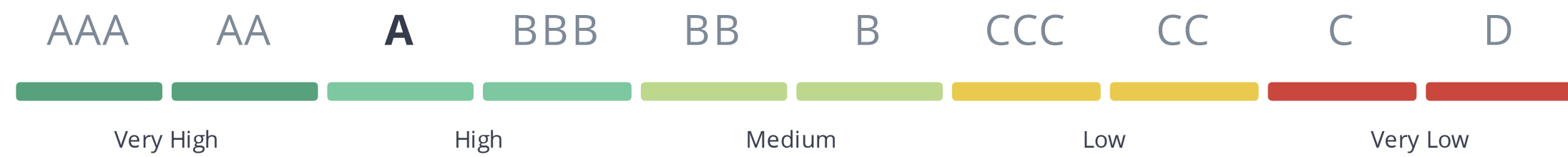
MLN/EUR	Act		Act		2025 Vs 2016
	2025 (December, 31)		2016 (December, 31)		
<b>Net Revenue</b>	<b>93,6</b>	100,0%	<b>23,1</b>	100,0%	<b>70,5</b> x 3,1
Operating Costs	(73,1)				(73,1)
<b>EBITDA</b>	<b>20,5</b>	21,9%	<b>2,3</b>	9,8%	<b>18,2</b> x 8,1
Depr. & Amortization	(3,0)		(2,7)		(0,3)
<b>EBIT</b>	<b>17,5</b>	18,7%	<b>1,6</b>	6,8%	<b>15,9</b> x 10,1
Financial Incoms / (Costs)	(1,4)		(0,6)		(0,8)
<b>Earning Before Tax</b>	<b>16,1</b>	17,2%	<b>1,5</b>	6,5%	<b>14,6</b> x 9,7
Tax	(4,7)		(3,1)		(1,6)
<b>Net Income</b>	<b>11,4</b>	12,2%	<b>1,1</b>	4,6%	<b>10,3</b> x 9,7
Asset	15,3		5,0		10,3
Working Capital	35,7		8,9		26,8
Funds	(3,4)		(2,1)		(1,3)
<b>Net Invested Capital</b>	<b>47,5</b>		<b>11,8</b>		<b>35,8</b> x 3,0
<b>Equity</b>	<b>57,6</b>		<b>9,6</b>		<b>48,0</b> x 5,0
<b>Net Debt / (Cash)</b>	<b>(10,0)</b>		<b>2,1</b>		<b>(12,1)</b> x 5,7

# PROGETTO SHOP IN SHOP

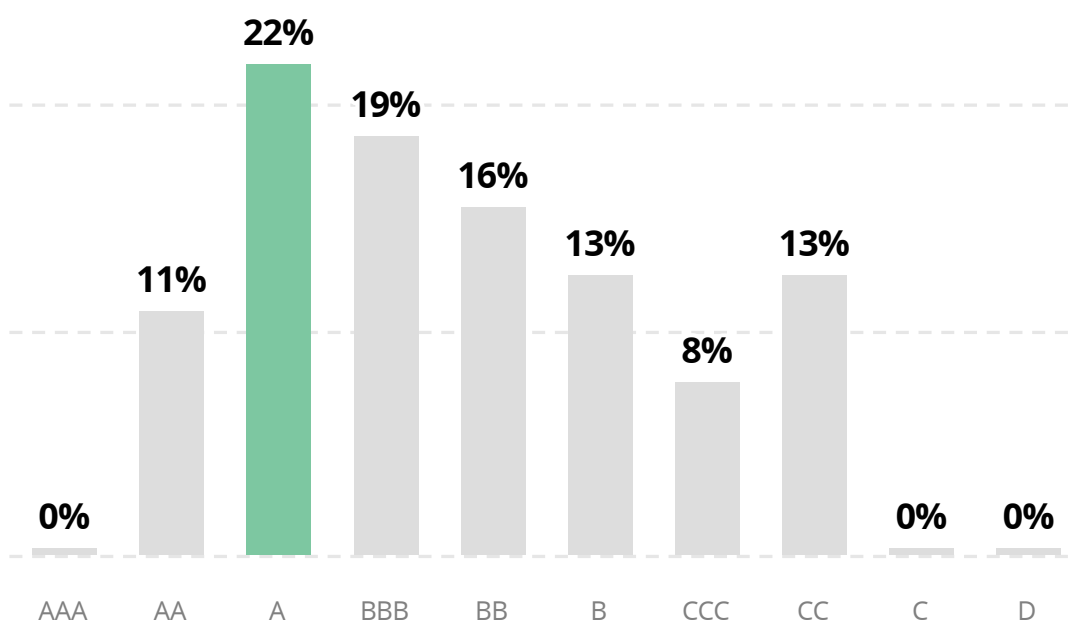




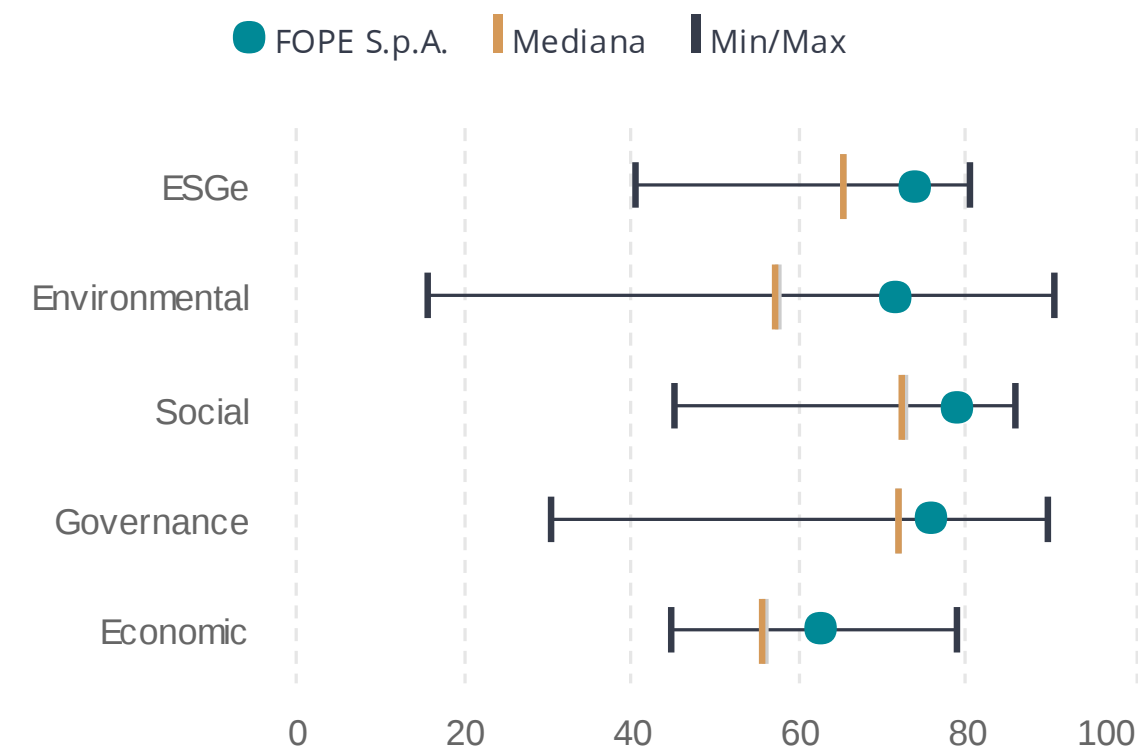
ESGe RATING CATEGORIES AND RISK MANAGEMENT CAPABILITY



ESGe RATING DISTRIBUTION



ESGe SCORE BREAKDOWN

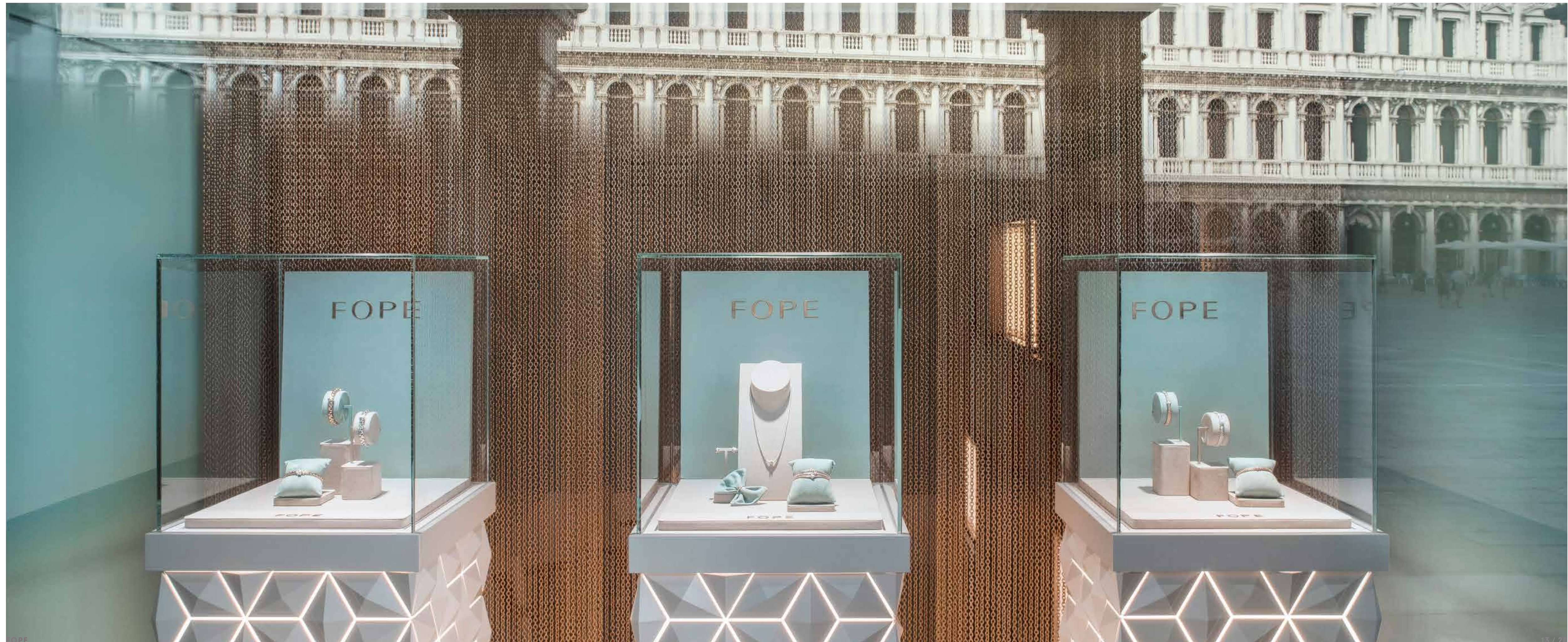


# FILOSOFIA DI SOSTENIBILITÀ

# PRESENZA CON NEGOZI MONOMARCA

- VENEZIA
- LONDRA
- TOKYO
- KUALA LUMPUR
- ISOLA BELLA
- COREA (5 SHOPS)

# VENEZIA, PIAZZA SAN MARCO



# LONDRA, OLD BOND STREET



# MILANO, VIA SANT'ANDREA



# LINEE GUIDA STRATEGICHE

Rafforzare la nostra posizione sui mercati internazionali per creare opportunità di upselling

- FOCUS ON MAIN AND EMERGING MARKETS
- VALUE PROPOSITION
- BRAND AWARENESS

Key Success Factors

- PRODOTTO
- PARTNERSHIP CON JEWELRY SHOPS
- RETE MONOMARCA

# LINEE GUIDA STRATEGICHE

MLN/EUR	2029	2025	2016
Net Revenue	145 - 150 (*)	94	23
EBITDA	33 - 35	21	2

(\*) al netto impatto incremento quotazioni prezzo dell'oro

# IPO - NOVEMBRE 2016

EUR 2,90 share value IPO  
EUR 39,40 share value 8 Maggio 2026



# MAGGIO 2026



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VICENZA

FOPE

DAL 1929