







ESPORTAZIONE FABBRICA OREFICERIA PREZIOSI

THE NAME

The name FOPE is an acronym for
"Fabbrica Oreficeria Preziosi Esportazione"
Jewellery Factory Fine Exports

Four words that encapsulate the very essence of the brand: our manufacturing roots, what we do, and our aspiration to international reach.

BRAND KEY POINTS

- FUSION OF **ARTISANAL MASTERY** AND **TECHNOLOGY**
- HIGHLY **RECOGNISABLE DESIGN** AND **BRAND IMAGE**
- **ICONIC, TIMELESS DESIGN**, ROOTED IN MESH/CHAIN CONSTRUCTION AND FLEXIBILITY
- **UNIQUE FIT AND FEEL** THAT CONVEY AN IDEA OF EFFORTLESS, INCLUSIVE LUXURY: **A FLEXIBLE LUXURY**
- EXTREMELY **HIGH CUSTOMER LOYALTY**

BUSINESS MODEL

- **PRODUCT**

- .COLLECTIONS DESIGNED AND CREATED IN-HOUSE

- .SOLD EXCLUSIVELY AS THE BRAND FOPE

- **DISTRIBUTION CHANNELS**

- .PRESENCE OF THE BRAND IN HIGH LEVEL JEWELLERY SHOPS

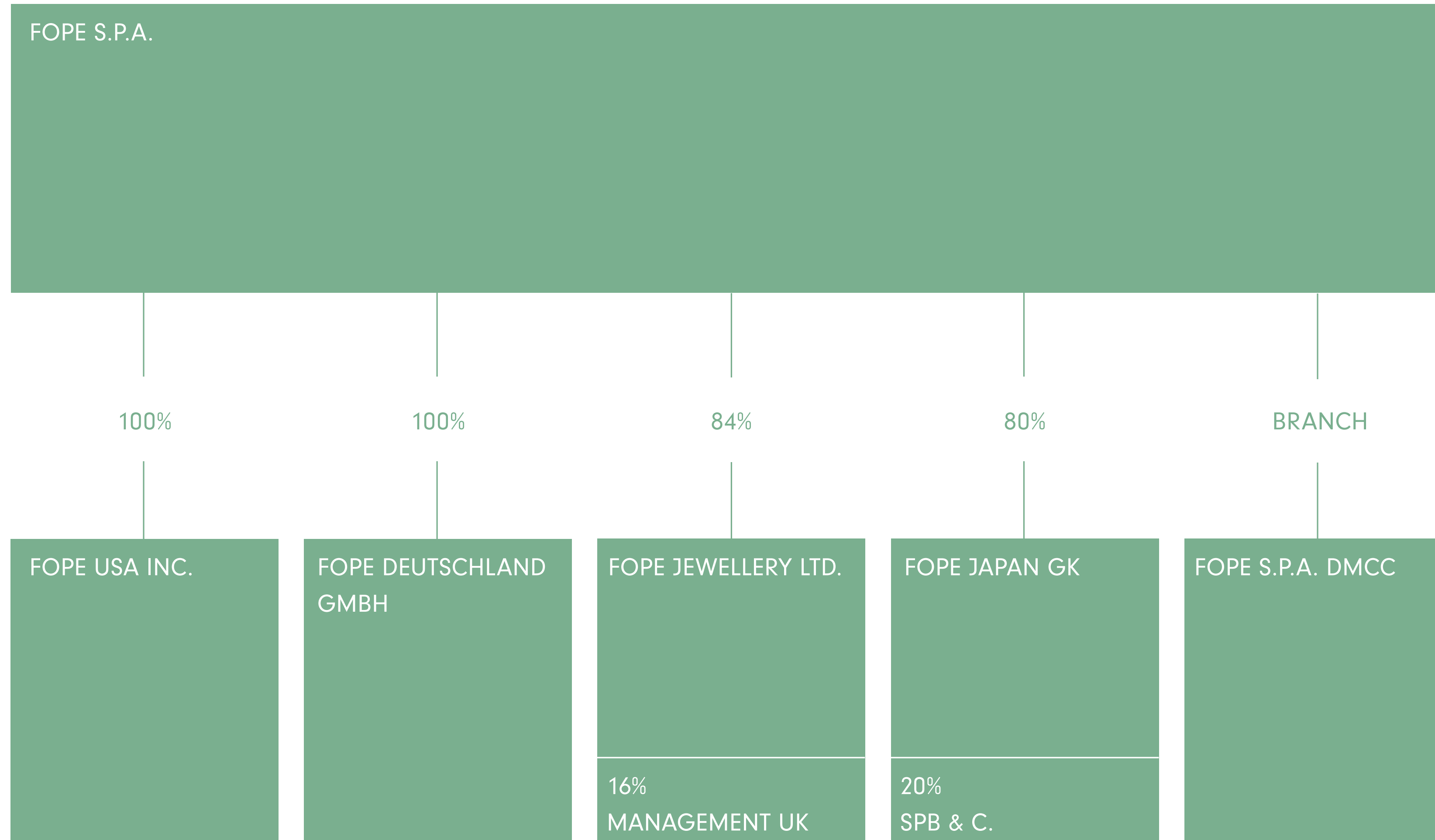
- .DIRECT SALE: BOUTIQUE IN VENICE, LONDON, TOKYO, KUALA LUMPUR

- .DIRECT RELATIONSHIP WITH THE JEWELLERS - NO DISTRIBUTORS

- **SIGNIFICANT PRESENCE IN THE INTERNATIONAL MARKET**

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

MARKET COVERAGE



HIGHLIGHTS

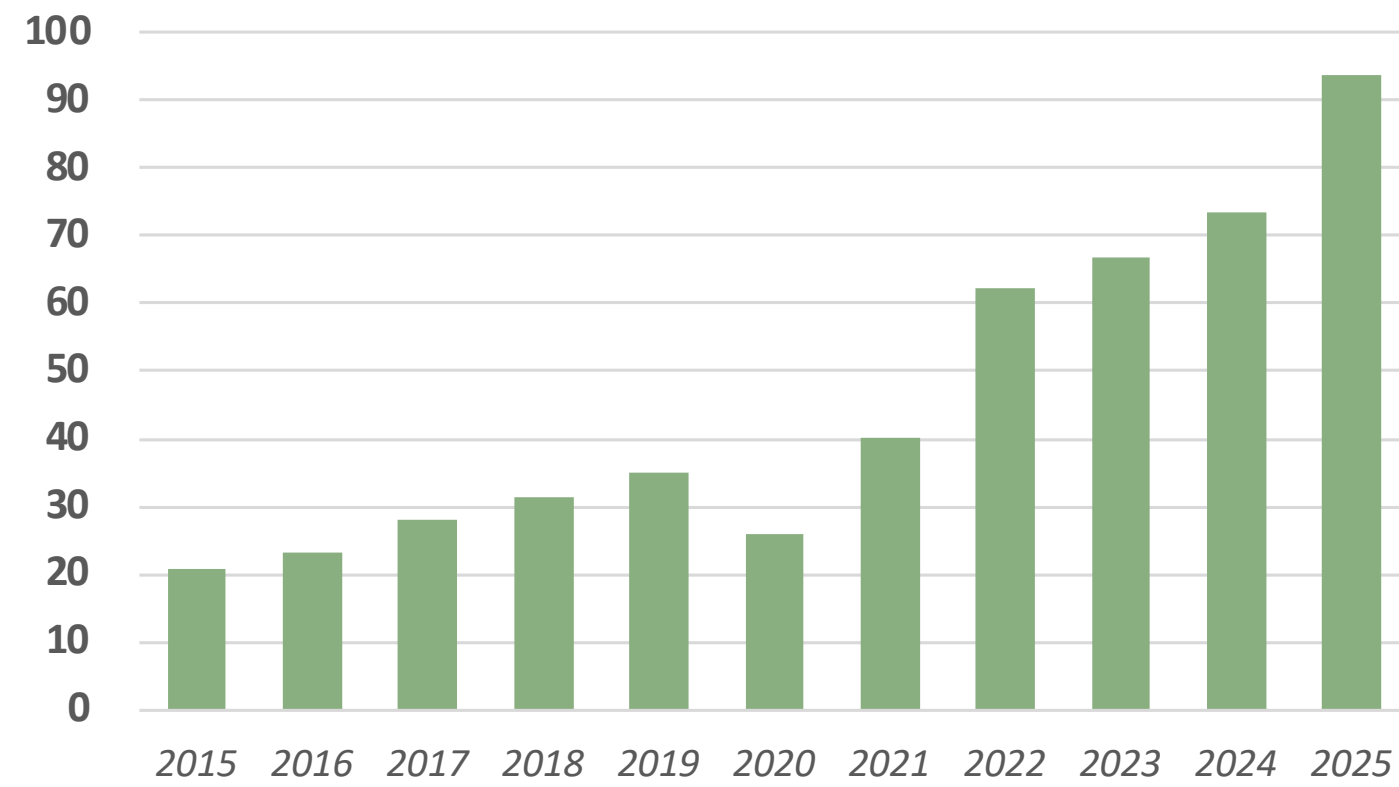
FOPE consolidated data

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

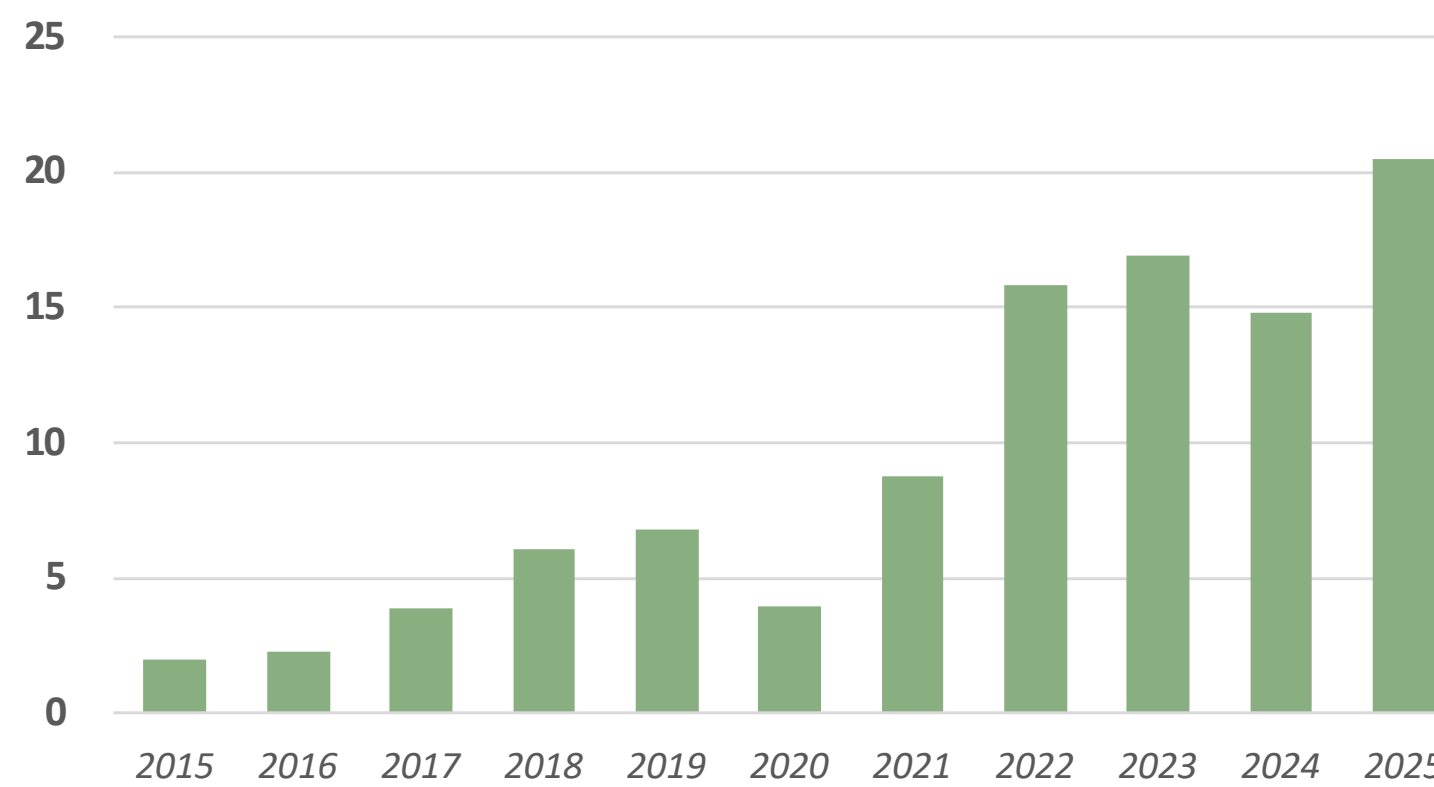
HIGHLIGHTS

FOPE consolidated data 2015 - 2025

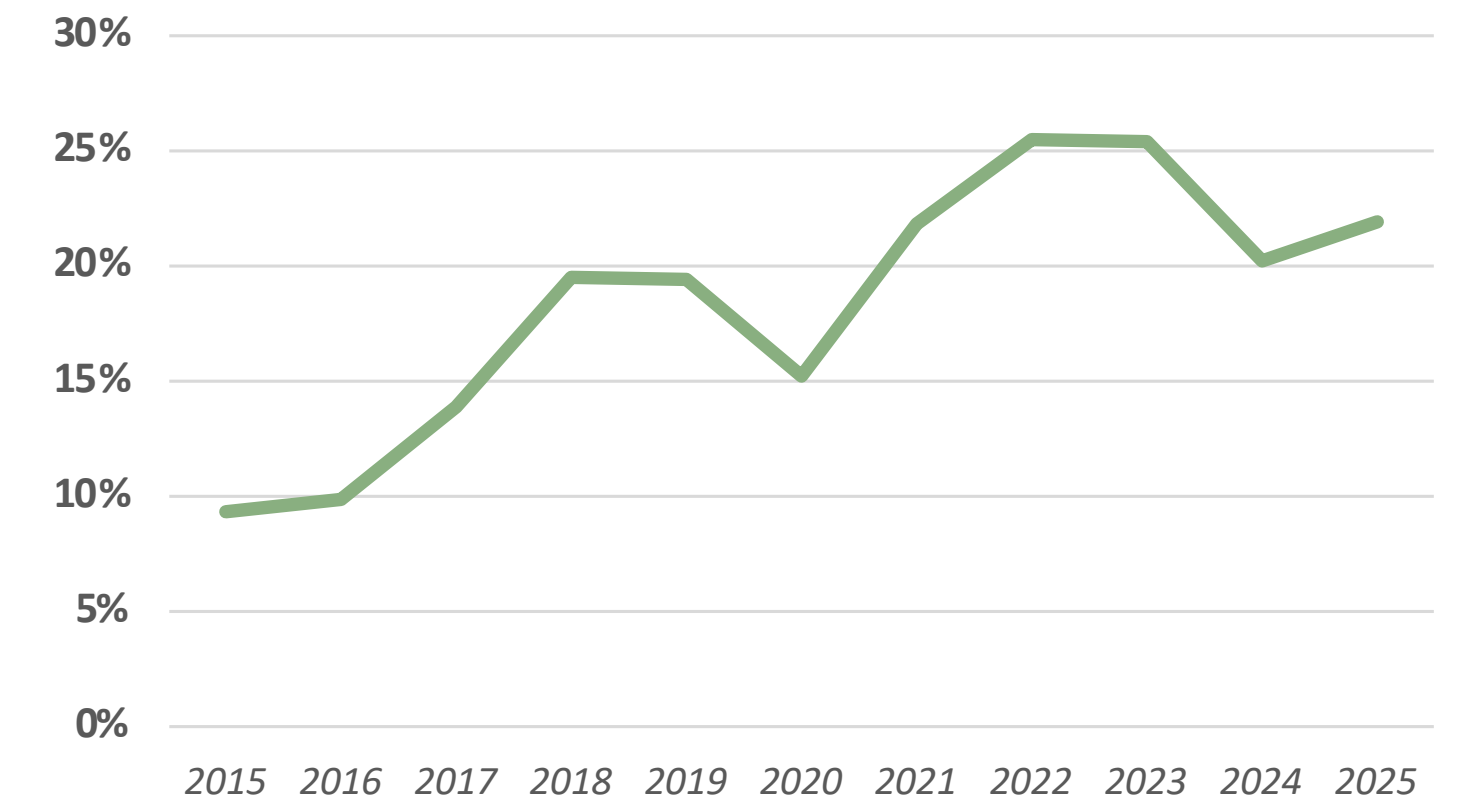
Net Revenue



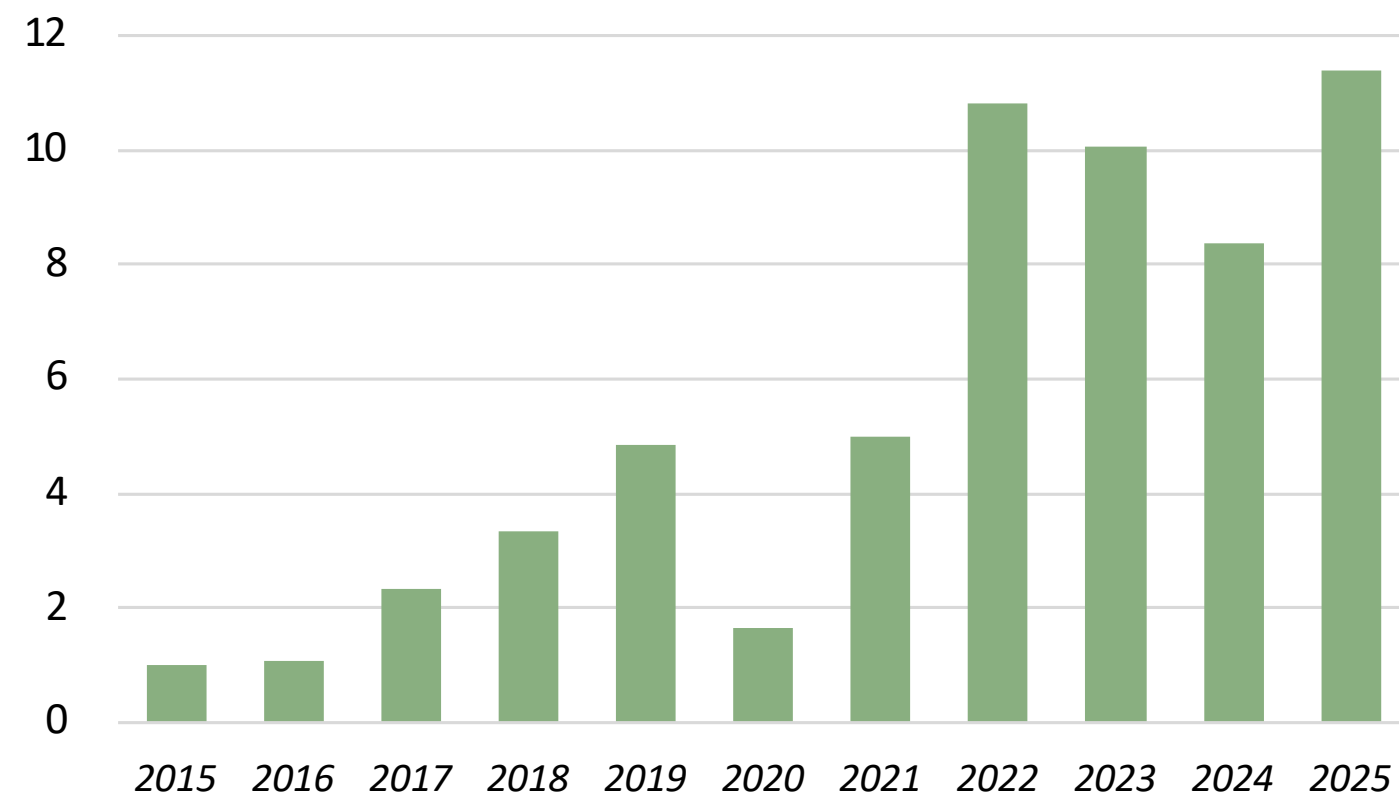
EBITDA



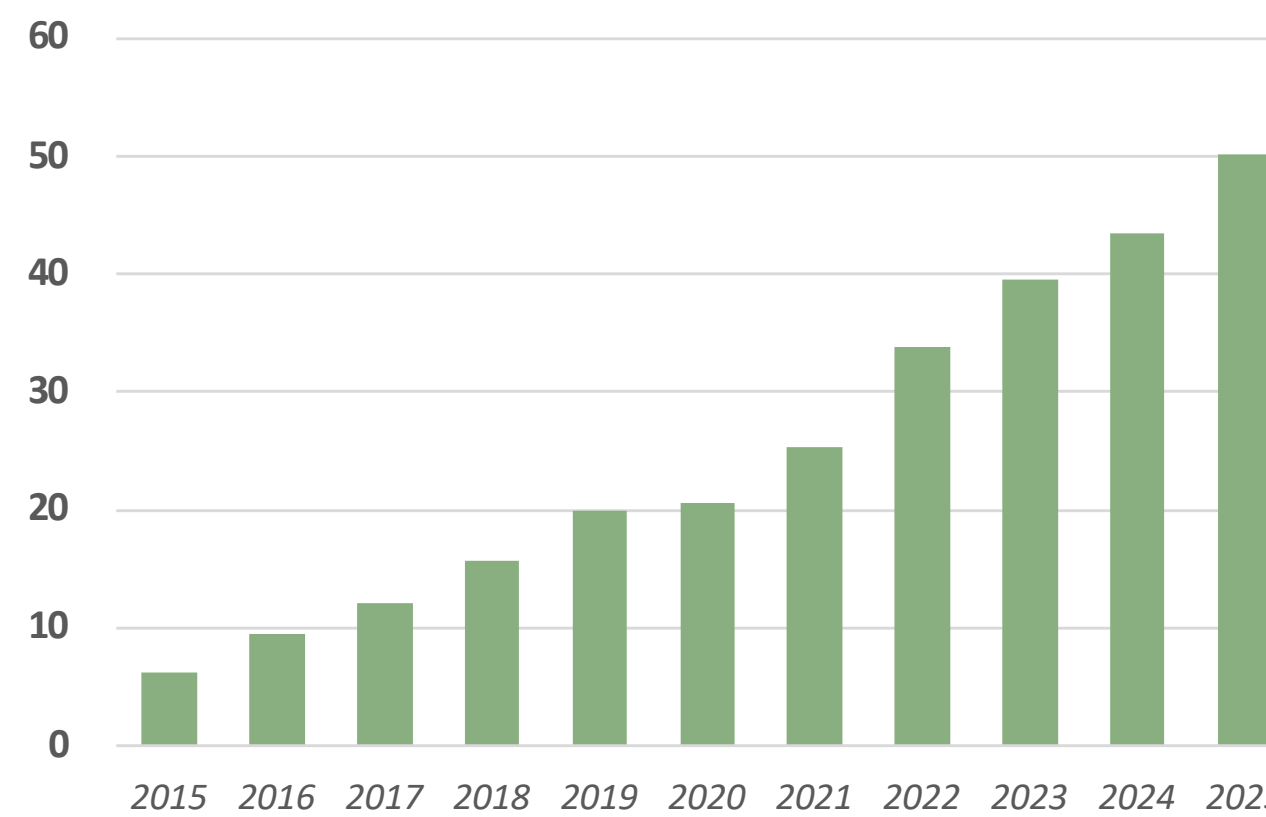
EBITDA MARGIN



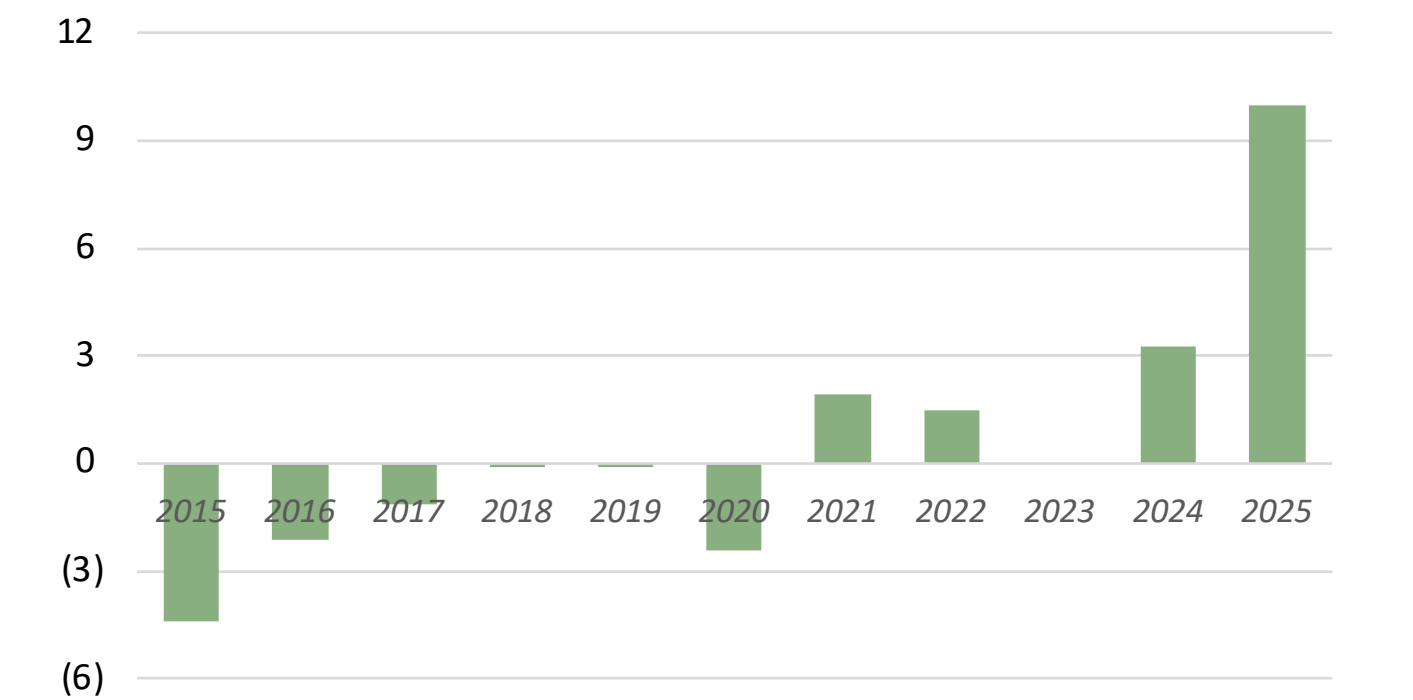
Net Income



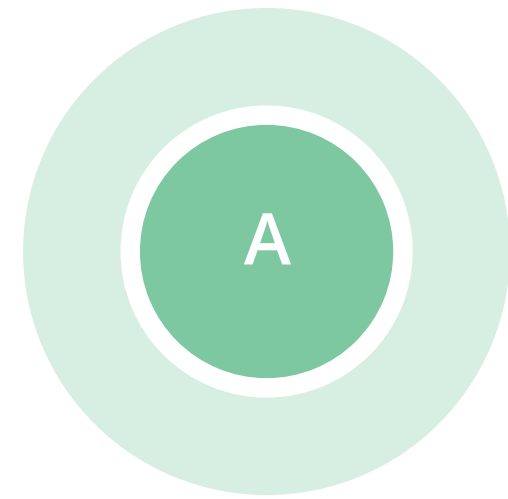
Equity



PFN



ESGe RATING



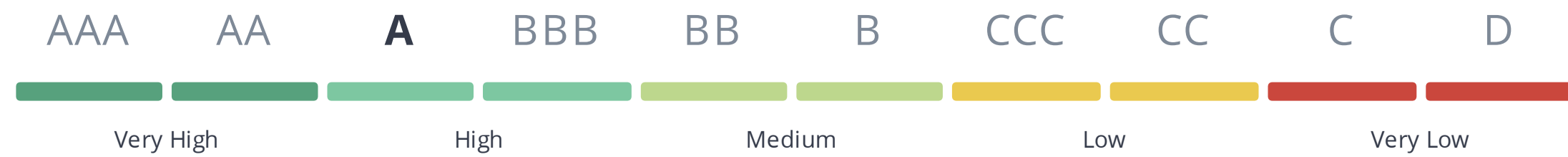
ESGe RISK MANAGEMENT CAPABILITY



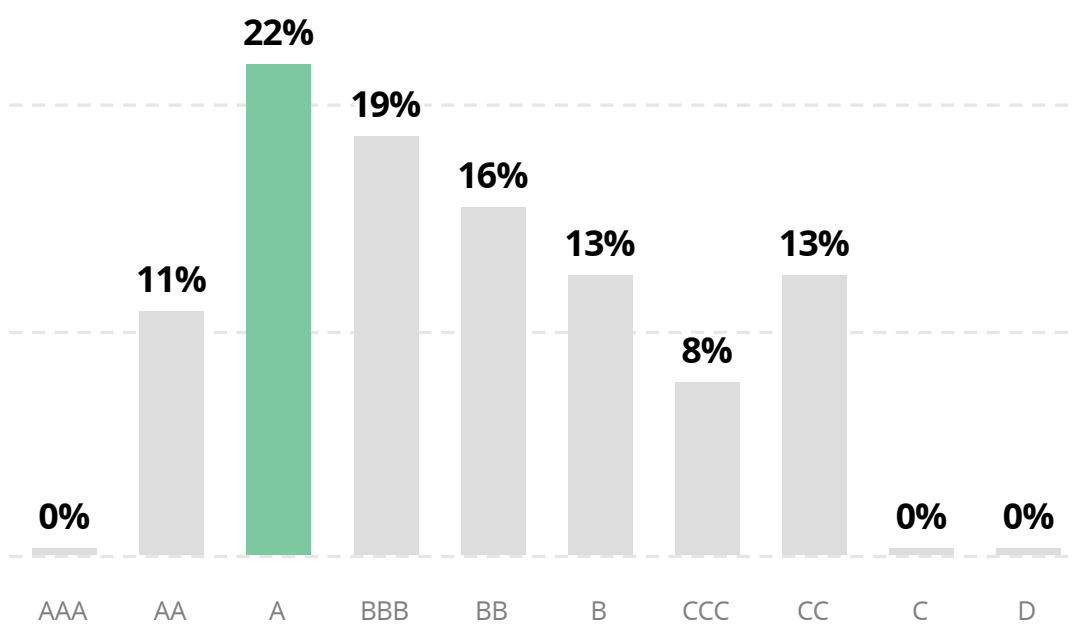
ESGe SCORE



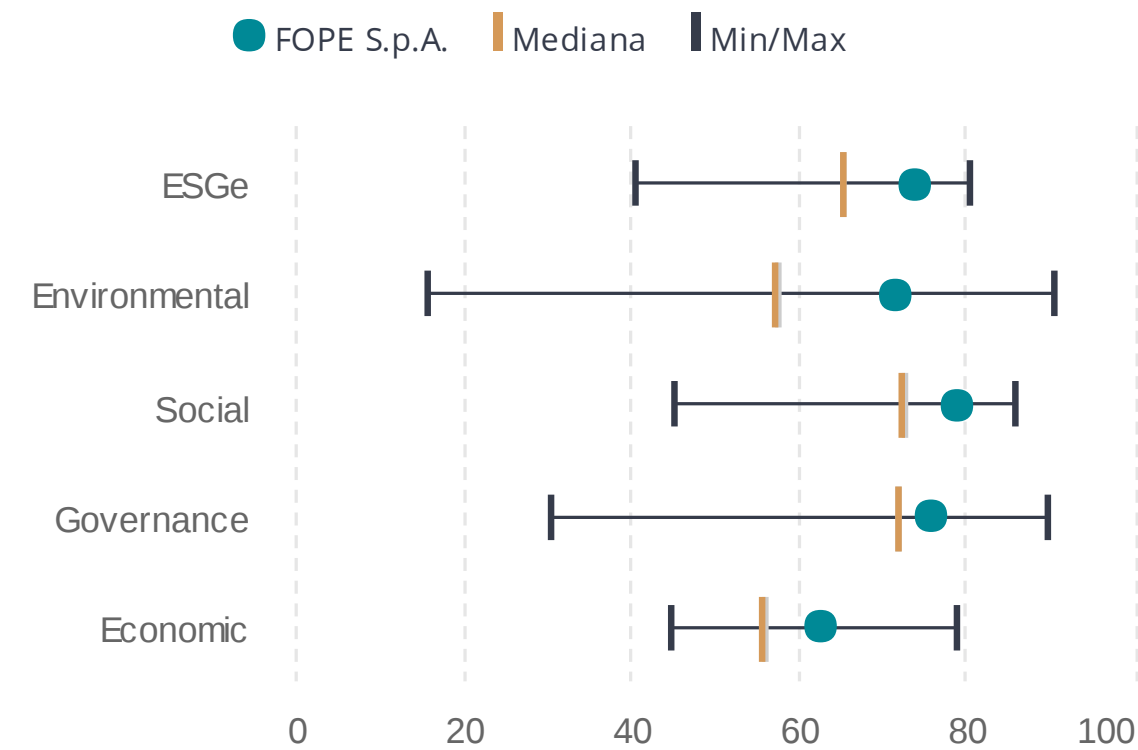
ESGe RATING CATEGORIES AND RISK MANAGEMENT CAPABILITY



ESGe RATING DISTRIBUTION



ESGe SCORE BREAKDOWN



SUSTAINABILITY PHILOSOPHY

SHOP IN SHOP PROJECT



FOPE BOUTIQUE

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

VENICE, SAN MARCO SQUARE



LONDON, OLD BOND STREET



MILAN, SANT'ANDREA STREET



STRATEGIC GUIDELINES

Strengthen the position in the international markets to create upselling

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

Key Success Factors

- PRODUCT
- PARTNERSHIP WITH JEWELRY SHOP

STRATEGIC GUIDELINES

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

(*) excluding the impact of higher gold prices

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