

EQUITY RESEARCH

UPDATE

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FOPE

Euronext Growth Milan | Luxury Jewelry | Italy

Rating

 **BUY**

unchanged

Target Price

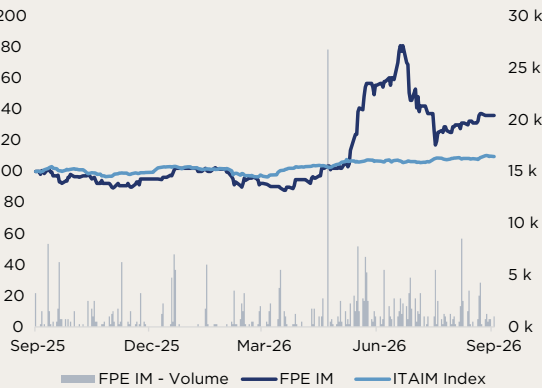
€ 72,50

prev. € 50,00

Key Multiples	FY25A	FY26E	FY27E	FY28E
EV/Sales	3,2x	2,6x	2,2x	2,0x
EV/EBITDA	14,4x	12,0x	9,9x	8,5x
EV/EBIT	16,9x	13,9x	11,2x	9,5x
P/E	26,6x	20,5x	16,4x	13,9x
NFP/EBITDA	n/a	n/a	n/a	n/a

Key Financials (€/mln)	FY25A	FY26E	FY27E	FY28E
Sales	93,58	112,00	132,00	150,50
EBITDA	20,52	24,55	29,95	34,80
EBIT	17,47	21,25	26,45	31,10
Net Income	11,45	14,85	18,55	21,90
Net Financial Position	(10,04)	(10,23)	(14,75)	(19,56)
EBITDA margin	21,9%	21,9%	22,7%	23,1%
EBIT margin	18,7%	19,0%	20,0%	20,7%
Net income margin	12,2%	13,3%	14,1%	14,6%

Stocks performance relative to FTSE Italia Growth



Stock Data

Risk	Medium
Price	€ 56,00
Target price	€ 72,50
Upside/(Downside) potential	29,5%
Ticker - Bloomberg Code	FPE IM
Market Cap (€/mln)	€ 305,08
EV (€/mln)	€ 295,05
Free Float (% on ordinary shares)	7,57%
Shares Outstanding	5.447.908
52-week high	€ 75,00
52-week low	€ 36,20
Average Daily Volumes (3 months)	1.429

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Stock performance	1M	3M	6M	1Y
Absolute	4,7%	-12,5%	47,4%	35,9%
to FTSE Italia Growth	3,9%	-15,1%	34,2%	26,4%
to Euronext STAR Milan	7,8%	-16,5%	32,5%	33,5%
to FTSE All-Share	6,3%	-13,4%	28,3%	15,7%
to EUROSTOXX	7,5%	-13,8%	32,9%	21,3%
to MSCI World Index	5,5%	-16,2%	29,4%	20,1%

Source: FactSet

Main Ratios	FY25A	FY26E	FY27E	FY28E
ROA	20,2%	22,9%	24,7%	25,5%
ROIC	24,1%	29,1%	33,0%	35,2%
ROE	19,9%	24,2%	26,1%	26,8%
Current Ratio	3,70	4,02	4,27	4,52

Source: FactSet

1H26A Results

In 1H26A, the Group recorded revenues of € 56.77 million, up 32.0% compared to € 43.02 million in 1H25A, supported by the positive performance of the main international markets and the growing contribution of Japan, South Korea and Southeast Asia. EBITDA stood at € 14.81 million, up 39.9%, with the EBITDA margin improving to 26.1% from 24.6%, thanks to higher volumes, the preservation of commercial margins and greater absorption of structural costs. EBIT reached € 13.28 million (+45.9%), with an EBIT margin of 23.4%, while Net Income stood at € 9.36 million (+66.2%), also benefiting from the improvement in financial management. From a balance sheet perspective, NFP remained cash positive at € 9.85 million, substantially stable compared to year-end 2025, despite higher investments and dividend distributions.

Estimates and Valuation Update

In light of the results published in the 1H26A interim financial report, we revise our estimates for both the current year and the following years. In particular, we estimate FY26E revenues of € 112.00 million and EBITDA of € 24.55 million, corresponding to a margin of 21.9%. For the following years, we expect revenues to increase to € 150.50 million (25A-28E CAGR: 17.2%) in FY28E, with EBITDA of € 34.80 million, corresponding to a margin of 23.1%, compared to € 20.52 million in FY25A, corresponding to an EBITDA margin of 21.9%. From a balance sheet perspective, we estimate FY28E NFP to be cash positive at € 19.56 million. We conducted the valuation of FOPE's equity value based on the DCF method and the multiples of a sample of comparable companies. The DCF method (which prudentially includes a specific risk of 1.0% in the WACC calculation) results in an equity value of € 463.5 million. The equity value of FOPE based on market multiples is € 326.5 million. **The average equity value therefore amounts to approximately € 395.0 million. We set a target price of € 72.50, with a BUY rating and MEDIUM risk profile.**

Economics & Financials

TABLE 1 - ECONOMICS & FINANCIALS

CONSOLIDATED INCOME STATEMENT (€/mln)	FY24A	FY25A	FY26E	FY27E	FY28E
Sales	73,43	93,58	112,00	132,00	150,50
Other revenues	0,89	0,88	0,90	0,90	0,90
Value of Production	74,32	94,45	112,90	132,90	151,40
COGS	31,87	44,09	53,00	62,15	70,25
Services	19,65	19,61	23,10	27,00	30,50
Employees	6,86	8,62	10,25	11,60	13,35
Other operating costs	1,14	1,62	2,00	2,20	2,50
EBITDA	14,80	20,52	24,55	29,95	34,80
<i>EBITDA Margin</i>	<i>20,2%</i>	<i>21,9%</i>	<i>21,9%</i>	<i>22,7%</i>	<i>23,1%</i>
D&A	2,69	3,04	3,30	3,50	3,70
EBIT	12,11	17,47	21,25	26,45	31,10
<i>EBIT Margin</i>	<i>16,5%</i>	<i>18,7%</i>	<i>19,0%</i>	<i>20,0%</i>	<i>20,7%</i>
Financial management	(0,61)	(1,39)	(0,50)	(0,50)	(0,50)
EBT	11,50	16,08	20,75	25,95	30,60
Taxes	3,12	4,63	5,90	7,40	8,70
Net Income	8,38	11,45	14,85	18,55	21,90
CONSOLIDATED BALANCE SHEET (€/mln)	FY24A	FY25A	FY26E	FY27E	FY28E
Fixed Assets	15,37	15,30	18,00	19,50	19,80
Account receivable	17,26	16,17	20,50	23,70	27,00
Inventories	15,75	18,71	22,00	25,50	29,00
Account payable	5,57	5,85	7,25	8,40	9,80
Operating Working Capital	27,44	29,03	35,25	40,80	46,20
Other receivable	2,83	3,61	6,00	5,00	5,50
Derivatives	3,15	10,74	3,20	4,50	6,00
Other payable	2,77	7,72	5,40	5,60	5,80
Net Working Capital	30,65	35,66	39,05	44,70	51,90
Severance & other provisions	3,92	3,41	6,00	8,00	9,50
NET INVESTED CAPITAL	42,10	47,54	51,05	56,20	62,20
Share capital	5,40	5,42	5,45	5,45	5,45
Reserves	31,58	40,71	40,98	46,95	54,41
Net Income	8,38	11,45	14,85	18,55	21,90
Equity	45,36	57,58	61,28	70,95	81,76
Cash & cash equivalents	15,15	21,89	23,23	28,75	34,56
Short term financial debt	7,88	5,65	6,00	6,50	7,00
M/L term financial debt	4,00	6,21	7,00	7,50	8,00
Net Financial Position	(3,26)	(10,04)	(10,23)	(14,75)	(19,56)
SOURCES	42,10	47,54	51,05	56,20	62,20

CONSOLIDATED CASH FLOW (€/mln)	FY25A	FY26E	FY27E	FY28E
EBIT	17,47	21,25	26,45	31,10
Taxes	4,63	5,90	7,40	8,70
NOPAT	12,84	15,35	19,05	22,40
D&A	3,04	3,30	3,50	3,70
Change in NWC	(5,01)	(3,39)	(5,65)	(7,20)
<i>Change in receivable</i>	1,09	(4,33)	(3,20)	(3,30)
<i>Change in inventories</i>	(2,97)	(3,29)	(3,50)	(3,50)
<i>Change in payable</i>	0,29	1,40	1,15	1,40
<i>Change in others</i>	(3,42)	2,83	(0,10)	(1,80)
Change in provisions	(0,51)	2,59	2,00	1,50
OPERATING CASH FLOW	10,37	17,85	18,90	20,40
Capex	(2,98)	(6,00)	(5,00)	(4,00)
FREE CASH FLOW	7,39	11,84	13,90	16,40
Financial Management and Other	(1,39)	(0,50)	(0,50)	(0,50)
Change in Financial debt	(0,03)	1,15	1,00	1,00
Change in equity	0,77	(11,15)	(8,88)	(11,09)
FREE CASH FLOW TO EQUITY	6,75	1,34	5,52	5,81

Source: FOPE Historical Data and Integrae SIM estimates

Company Overview

FOPE is a historic Italian goldsmith company, founded in Vicenza in 1929, and a leading player in the high-end jewellery sector. The Group pursues its strategic development, based on the growth and consolidation of the brand on the international luxury market, by leveraging 4 competitive advantages: 1) excellent product quality; 2) a perfect synthesis of 'Made in Italy' craftsmanship and technology; 3) recognizable design; and 4) consolidated relationships with its clients.

FOPE operates globally through its consolidated network of over 700 shops, in approximately 50 countries. The business model involves direct commercial relationships with multi-brand jewelers (independent or belonging to groups) specializing in luxury products, such as watches and high-end jewellery, with no intermediary distributors but rather partnerships guaranteeing customer/jeweler loyalty, reliability, and excellent after-sale services.

FOPE jewellery products range from timeless classics, featuring FOPE's iconic Novecento mesh chain, up to its more recent Flex'it lines, which include original bracelets made flexible thanks to a patented system of tiny gold springs, hidden between the links: collections marked by elegance, great comfort, and portability.

1H26A Results

TABLE 2 - 1H25A VS 1H26A

€/mln	Sales	EBITDA	EBITDA %	EBIT	Net Income	NFP
1H26A	56,77	14,81	26,1%	13,28	9,36	(9,85)
1H25A	43,02	10,60	24,6%	9,10	5,63	(10,04)*
Change	32,0%	39,7%	1,4%	45,9%	66,2%	n/a

Source: Integrae SIM

*NFP al 31/12/2025

Through a press release, commenting on the half-year results, the Group stated: *"The process of consolidating the distinctive positioning of our brand within the international luxury market is reflected in the results achieved during this first half, which confirm the soundness of the development strategies we are pursuing. All markets responded positively to our commercial activities and planned investments, both markets historically close to the brand, such as Europe and the United States, and emerging markets for us, such as Japan, South Korea and Southeast Asian countries. Higher sales volumes and primary margins on sales had a positive impact on the absorption of structural operating costs, ensuring the expected EBITDA levels. The second half of the current financial year began with encouraging signs, with the value of the order backlog increasing compared to the same period of the previous year and in line with budget expectations, allowing us to confirm our expectation of a positive conclusion to the current financial year."*

In 1H26A, the Group recorded revenues of € 56.77 million, up 32.0% compared to € 43.02 million in 1H25A, with international markets once again confirming their role as the main driver of the business, accounting for 86.0% of total revenues. Performance was particularly supported by Europe and the United States, where, according to management, the introduction of new tariffs did not have any significant impact on sales trends. The contribution from more recently developed markets, including Japan, South Korea and Southeast Asia, was also positive, with the Group intensifying its commercial investments in these regions. Growth was supported both by new collections and by steady demand for the "timeless" lines, in a context where growth remained significant even excluding list price adjustments linked to the price of gold. Looking ahead to 2H26, the outlook remains positive, supported by an order backlog higher than in the corresponding period of 2025 and by the expansion of the retail network, with the opening of the first boutique in China, in Hong Kong, and the opening planned by year-end in Via Sant'Andrea in Milan.

EBITDA stood at € 14.81 million, up 39.9% compared to 1H25A, with the EBITDA margin improving to 26.1% from 24.6%. The expansion in profitability reflects the preservation of commercial margins and higher volumes, which enabled greater absorption of structural costs, which increased following the recruitment of new qualified personnel. Gold hedging policies also helped mitigate the impact of raw material price volatility on profitability.

After depreciation and amortization of € 1.53 million, EBIT reached € 13.28 million (+45.9%), with the EBIT margin increasing to 23.4% from 21.2% in 1H25A. Net Income amounted to € 9.36 million (+66.2%), also supported by the improvement in financial management, whose negative balance decreased from € 1.15 million to € 0.21 million, mainly due to lower foreign exchange losses.

From a balance sheet perspective, NFP remained cash positive at € 9.85 million, more than tripling compared to € 3.24 million in 1H25A and remaining substantially stable compared to € 10.04 million at year-end 2025, despite investments more than doubling during the half-year (€ 3.41 million vs € 1.57 million) and dividend distributions of € 5.98 million. Investments, entirely related to ordinary business operations, mainly concerned the development of the retail network and the digitalization of corporate processes, including the extension of the new SAP S/4HANA ERP system, for which investments of € 0.36 million were incurred during the period.

FY26E - FY28E Estimates

TABLE 3 - ESTIMATES UPDATES FY26E-28E

€/mln	FY26E	FY27E	FY28E
Sales			
New	112,00	132,00	150,50
Old	110,00	125,40	144,20
<i>Change</i>	1,8%	5,3%	4,4%
EBITDA			
New	24,55	29,95	34,80
Old	24,10	27,95	32,75
<i>Change</i>	1,9%	7,2%	6,3%
EBITDA Margin			
New	21,9%	22,7%	23,1%
Old	21,9%	22,3%	22,7%
<i>Change</i>	0,0%	0,4%	0,4%
EBIT			
New	21,25	26,45	31,10
Old	20,80	24,45	29,05
<i>Change</i>	2,2%	8,2%	7,1%
Net Income			
New	14,85	18,55	21,90
Old	14,10	16,75	20,05
<i>Change</i>	5,3%	10,7%	9,2%
NFP			
New	(10,23)	(14,75)	(19,56)
Old	(7,33)	(10,85)	(13,89)
<i>Change</i>	n/a	n/a	n/a

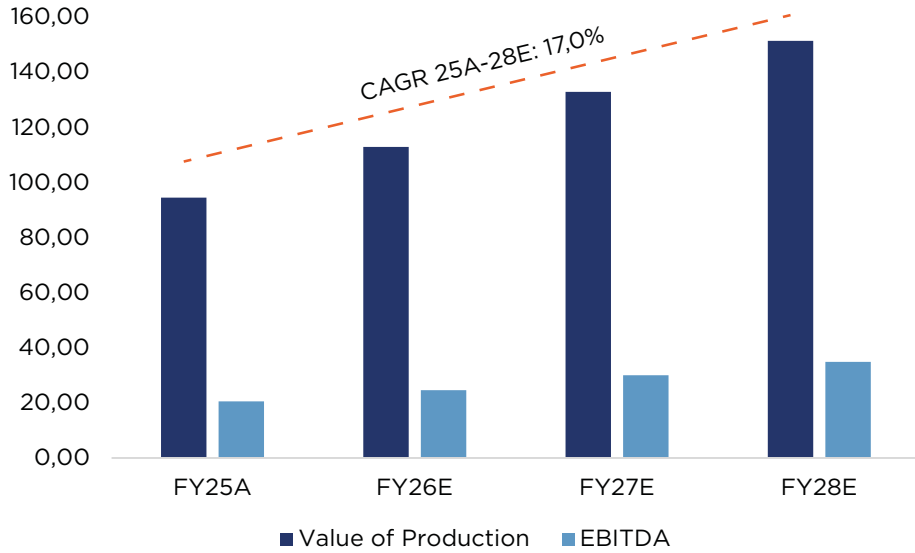
Source: Integrae SIM

In light of the results published in the 1H26A interim financial report, we revise our estimates for both the current year and the following years.

In particular, we estimate FY26E revenues of € 112.00 million and EBITDA of € 24.55 million, corresponding to a margin of 21.9%. For the following years, we expect revenues to increase to € 150.50 million (25A-28E CAGR: 17.2%) in FY28E, with EBITDA of € 34.80 million, corresponding to a margin of 23.1%, compared to € 20.52 million in FY25A, corresponding to an EBITDA margin of 21.9%.

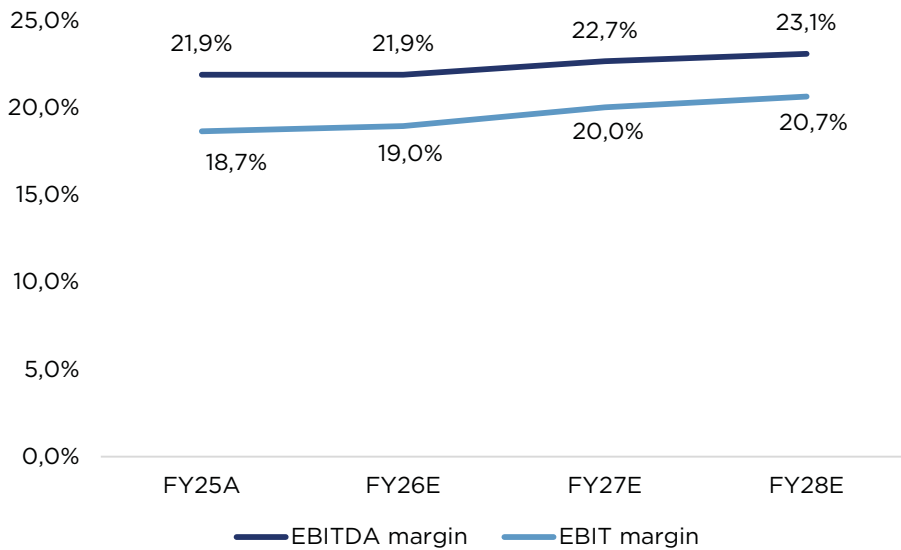
From a balance sheet perspective, we estimate FY28E NFP to be cash positive at € 19.56 million.

CHART 1 - VOP AND EBITDA FY25A - FY28E



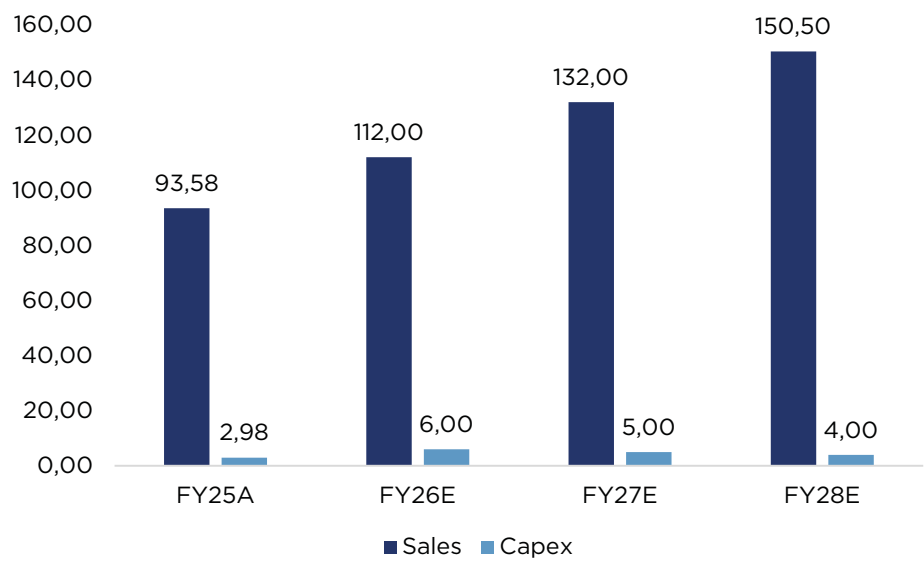
Source: Integrae SIM

CHART 2 - MARGIN % FY25A- FY28E



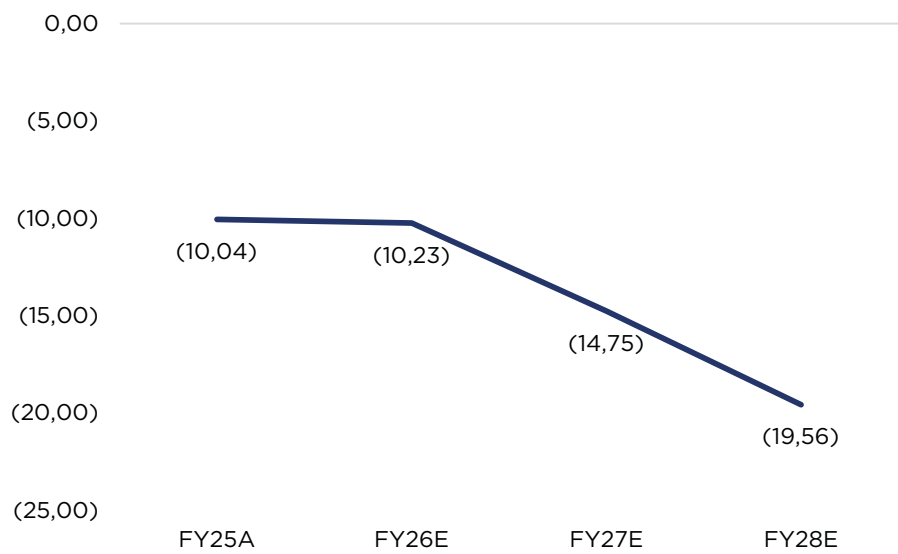
Source: Integrae SIM

CHART 3 - CAPEX FY25A - FY28E



Source: Integrae SIM

CHART 4 - NFP FY25A - FY28E



Source: Integrae SIM

Valuation

We conducted our valuation of the equity value of FOPE on the basis of the DCF method and multiples of a sample of comparable companies.

DCF Method

TABLE 4 - WACC

WACC			9,17%
D/E 25,00%	Risk Free Rate 3,25%	β Adjusted 1,0	α (specific risk) 1,00%
Kd 3,00%	Market premium 6,56%	β Relevered 1,2	Ke 10,92%

Source: Integrae SIM

For prudential purposes, we included a specific risk of 1.0%. The result is therefore a WACC of 9.17%.

TABLE 5 - DCF VALUATION

DCF	% of EV	
FCFE actualized	176,7	39%
TV actualized DCF	276,7	61%
Enterprise Value	453,4	100%
NFP (FY25A)	(10,0)	
Equity Value	463,5	

Source: Integrae SIM

With the above data and taking our estimates and assumptions as reference, the result is an **equity value of € 463.5 million**.

TABLE 6 - EQUITY VALUE SENSITIVITY ANALYSIS

€/mln	WACC							
Growth Rate (g)		7,7%	8,2%	8,7%	9,2%	9,7%	10,2%	10,7%
	3,0%	708,5	637,8	579,5	530,8	489,3	453,7	422,7
	2,5%	659,2	598,7	548,0	505,0	467,9	435,8	407,6
	2,0%	618,7	566,0	521,2	482,8	449,3	420,0	394,2
	1,5%	584,7	538,2	498,2	463,5	433,0	406,1	382,2
	1,0%	555,8	514,2	478,2	446,5	418,6	393,7	371,5
	0,5%	531,0	493,4	460,6	431,5	405,7	382,6	361,9
	0,0%	509,3	475,2	445,0	418,2	394,2	372,6	353,1

Source: Integrae SIM

Market Multiples

Our panel is made up of companies operating in the same sector as FOPE, but with higher capitalizations. These companies are the same used to calculate Beta for the DCF method. The panel is made up of:

TABLE 7 - MARKET MULTIPLES

Company Name	EV/EBITDA			EV/EBIT			P/E		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Compagnie Financiere Richemont SA	14,5 x	13,0 x	11,8 x	18,8 x	16,5 x	14,8 x	24,4 x	21,2 x	18,9 x
Salvatore Ferragamo SpA	8,7 x	7,8 x	7,1 x	40,0 x	26,2 x	20,0 x	171,0 x	49,9 x	31,4 x
Prada SpA	7,0 x	6,5 x	6,2 x	12,1 x	11,1 x	10,1 x	14,3 x	12,9 x	11,6 x
Moncler SpA	9,5 x	8,8 x	8,2 x	13,1 x	12,2 x	11,3 x	18,5 x	17,1 x	15,7 x
Burberry Group plc	7,5 x	6,5 x	6,2 x	18,6 x	14,0 x	11,3 x	26,7 x	18,4 x	14,1 x
Kering SA	9,9 x	8,7 x	8,0 x	19,9 x	16,0 x	13,1 x	34,4 x	22,1 x	16,6 x
LVMH Moet Hennessy Louis Vuitton SE	9,4 x	8,9 x	8,4 x	12,7 x	11,9 x	11,1 x	17,8 x	16,1 x	14,6 x
Hermes International SCA	17,3 x	16,0 x	14,8 x	19,5 x	18,0 x	16,5 x	30,3 x	26,9 x	24,4 x
Brunello Cucinelli SpA	14,1 x	12,8 x	11,5 x	24,8 x	22,1 x	19,8 x	35,5 x	30,9 x	27,2 x
Median	9,5 x	8,8 x	8,2 x	18,8 x	16,0 x	13,1 x	26,7 x	21,2 x	16,6 x

Source: Integrae SIM

TABLE 8 - MARKET MULTIPLES VALUATION

€/mln	FY25E	FY26E	FY27E
Enterprise Value (EV)			
EV/EBITDA	233,68	263,82	285,04
EV/EBIT	398,92	422,47	408,24
P/E	396,48	394,13	362,77
Enterprise Value post 10% discount			
EV/EBITDA	210,31	237,44	256,54
EV/EBIT	359,03	380,22	367,42
P/E	356,83	354,72	326,49
Equity Value			
EV/EBITDA	220,54	252,19	276,10
EV/EBIT	369,26	394,97	386,97
P/E	356,83	354,72	326,49
Average	315,54	333,96	329,85

Source: Integrae SIM

The equity value of FOPE was calculated using EV/EBITDA, EV/EBIT and P/E market multiples. After applying a discount of 10.0%, the result was an **equity value of € 326.5 million**.

Equity Value

TABLE 9 - EQUITY VALUE

Average Equity Value (€/mln)	395,0
Equity Value DCF (€/mln)	463,5
Equity Value Multiples (€/mln)	326,5
Target Price (€)	72,50

Source: Integrae SIM

The results give an average equity value of approximately € 395.0 million.

The target price is therefore € 72.50 (prev. € 50.00). We confirm a BUY rating and MEDIUM risk.

TABLE 10 - TARGET PRICE IMPLIED VALUATION MULTIPLES

Multiples	FY25A	FY26E	FY27E	FY28E
EV/EBITDA	18,8 x	15,7 x	12,9 x	11,1 x
EV/EBIT	22,0 x	18,1 x	14,6 x	12,4 x
P/E	34,5 x	26,6 x	21,3 x	18,0 x

Source: Integrae SIM

TABLE 11 - CURRENT PRICE IMPLIED VALUATION MULTIPLES

Main Ratios	FY25A	FY26E	FY27E	FY28E
EV/EBITDA	14,4 x	12,0 x	9,9 x	8,5 x
EV/EBIT	16,9 x	13,9 x	11,2 x	9,5 x
P/E	26,6 x	20,5 x	16,4 x	13,9 x

Source: Integrae SIM

Disclosure Pursuant to Delegated Regulation UE n. 2016/958

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Date	Price	Recommendation	Target Price	Risk	Comment
01/10/2025	40,40	Buy	47,00	Medium	Update
31/03/2026	37,80	Buy	50,00	Medium	Update
12/05/2026	40,00	Buy	50,00	Medium	Update

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Upside Potential (for different risk categories)

Rating	Low Risk	Medium Risk	High Risk
BUY	Upside $\geq$ 7.5%	Upside $\geq$ 10%	Upside $\geq$ 15%
HOLD	-5% < Upside < 7.5%	-5% < Upside < 10%	0% < Upside < 15%
SELL	Upside $\leq$ -5%	Upside $\leq$ -5%	Upside $\leq$ 0%
U.R.	Under Review		
N.R.	Not Rated		

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