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PRESS RELEASE
BASICNET – KEY INDICATORS GROWTH CONTINUES IN 3Q 21

Turin, October 28, 2021. The Board of Directors of BasicNet S.p.A. has reviewed the Group performance for 9M 2021:

- **aggregate sales** of Group products by the Global licensees Network of Euro 691.9 million, up 13.7% on 9M 2020, as follows:
 - commercial licensees of Euro 515.8 million (Euro 442.7 million in 9M 2020, +16.5%)
 - productive licensees of Euro 176.1 million (Euro 165.7 million in 9M 2020, +6.3%).

Commercial licensees sales continued to recover on the previous year, driven by the Americas (+58.5%). The Middle East and Africa grew 47.2% in the first nine months of 2021 and Europe, accounting for approx. 70% of aggregate sales, was up 14.3%. Asia and Oceania, which represents 6.5% of aggregate sales, reported a decline of 31.2% on the same period of the previous year, mainly due to the replacement of a licensee. Productive licensee sales growth picked up further on the first half of the year, despite the continued slowdown of commercial marine transport;

- **consolidated sales** of Euro 216.4 million (Euro 196.5 million in 9M 2020, +10.1%), as follows:
 - royalties from commercial and productive licensees: Euro 40.1 million (Euro 33.2 million in 9M 2020, +20.6%);
 - direct sales: Euro 176.3 million (Euro 163.3 million in 2020), +8%;
- **EBITDA:** Euro 33.6 million (Euro 16.1 million in 9M 2020, +107.9%). EBITDA was up 23.7% in the third quarter alone against the same period of 2020 and grew 6.4% on Q3 2019;
- **EBIT:** Euro 24.3 million (Euro 7.4 million in 9M 2020, +226.4%);
- **net financial position:** Euro -66.0 million (Euro -80.1 million at September 30, 2020 and Euro -82.2 million at December 31, 2020). Dividends of Euro 3.1 million were distributed in the first nine months of 2021 and treasury shares acquired for Euro 2.6 million.

Outlook

The positive trend of the operating performance is expected to continue during the remainder of the year on the basis of the current available data

The Chief Executive Officer Federico Trono will present the 9M 2021 results during a video conference to be held today in English at 6PM.

To participate:

Microsoft Teams Meeting

Participate via computer or mobile app

[Click here to attend the meeting](#)

Alternatively, attend by calling (only audio)

[+39 02 0062 4808,,230903455#](tel:+390200624808230903455) Italy, Milan

Telephone ID conference: 230 903 455#

The presentation may be downloaded from the website www.BasicNet.com, from the section: "financial data/other information and presentations" shortly before the video conference, at the following link:

<http://www.basicnet.com/contenuti/datifinanziari/informazioniannuali.asp?menuSelectedID=3g>

In relation to the “alternative performance measures”, as defined by the ESMA/2015/1415 guidelines, we provide below a definition of the measures used in this press release:

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| <ul style="list-style-type: none"> • Commercial licensees or licensees: | independent business owners, granted licenses to distribute Group brand products in their respective regions. |
| <ul style="list-style-type: none"> • Productive licensees or sourcing centers: | third-party firms to the Group. Their function is to manufacture and market merchandise and are located in various countries worldwide, depending on what type of goods they produce. |
| <ul style="list-style-type: none"> • Commercial licensee aggregate sales: | sales by commercial licensees, recognised by the BasicNet Group to the “royalties and sourcing commissions” account of the income statement. |
| <ul style="list-style-type: none"> • Productive licensee aggregate sales: | sales by productive licensees, recognised by the BasicNet Group to the “royalties and sourcing commissions” account of the income statement. |
| <ul style="list-style-type: none"> • Consolidated sales | the sum of royalties, sourcing commissions and sales of the licensee company BasicItalia S.p.A. and its subsidiaries, in addition to the parent company BasicNet S.p.A. |
| <ul style="list-style-type: none"> • EBITDA: | “operating result” before “amortisation and depreciation”. |
| <ul style="list-style-type: none"> • EBIT: | “operating result”. |
| <ul style="list-style-type: none"> • Net Debt: | total of current and medium/long-term financial payables, less cash and cash equivalents and other current financial assets. |

The Executive Officer for Financial Reporting, Ms. Paola Bruschi, declares in accordance with Article 154-bis, paragraph 2, of the Consolidated Finance Act that the accounting information contained in the present press release corresponds to the underlying accounting documents, records and accounting entries.