

**MARCH 03, 2022**

**BasicNet<sup>®</sup>**

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**FY21 RESULTS PRESENTATION**

## FY21 PERFORMANCE

- Preliminary results confirmed
- Aggregated sales up 16,6% YoY
- Consolidated revenues up 14,1% YoY with both direct sales and royalties performing
- EBITDA exceeding FY19 result
- Net result at € 20,3 million
- Net financial position at € 61,7 million
- Continuously improving TWC

## DIVIDEND PROPOSAL

- DPS proposal of € 0,12
- Dividend yield and pay-out ratio in line with FY19
- Total dividend of € 6,1 million

## BUY-BACK PROPOSAL

- BB proposal of € 14,0 million
- BasicNet currently holding 16,12% of treasury shares

# BASICNET AGGREGATED SALES

# 949,4

## +16,6%

vs 2020

(amounts in € million)

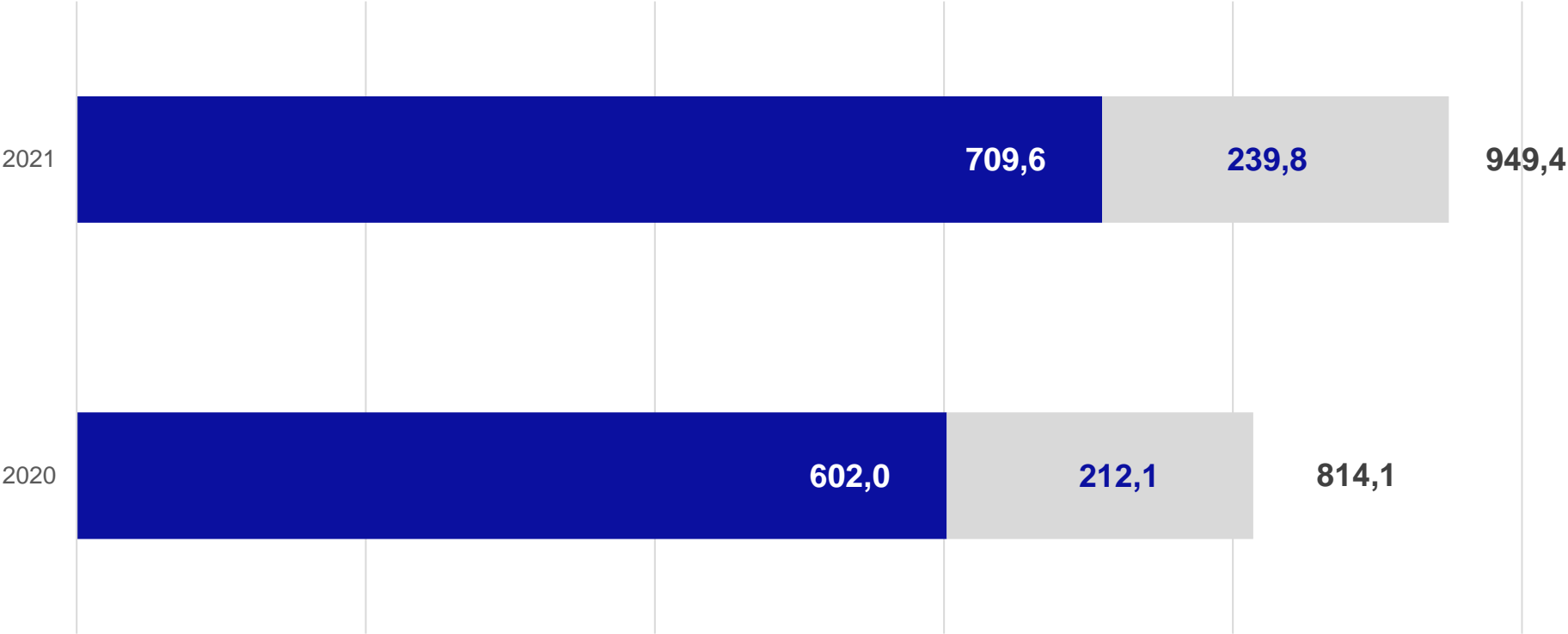
SALES OF COMMERCIAL LICENSEES

+17,9%  
vs 2020

SALES OF SOURCING CENTERS

+13,1%  
vs 2020

(amounts in € million)



# GROUP CONSOLIDATED REVENUES

# 296,4

**+14,1%**  
**vs 2020**

(amounts in € million)

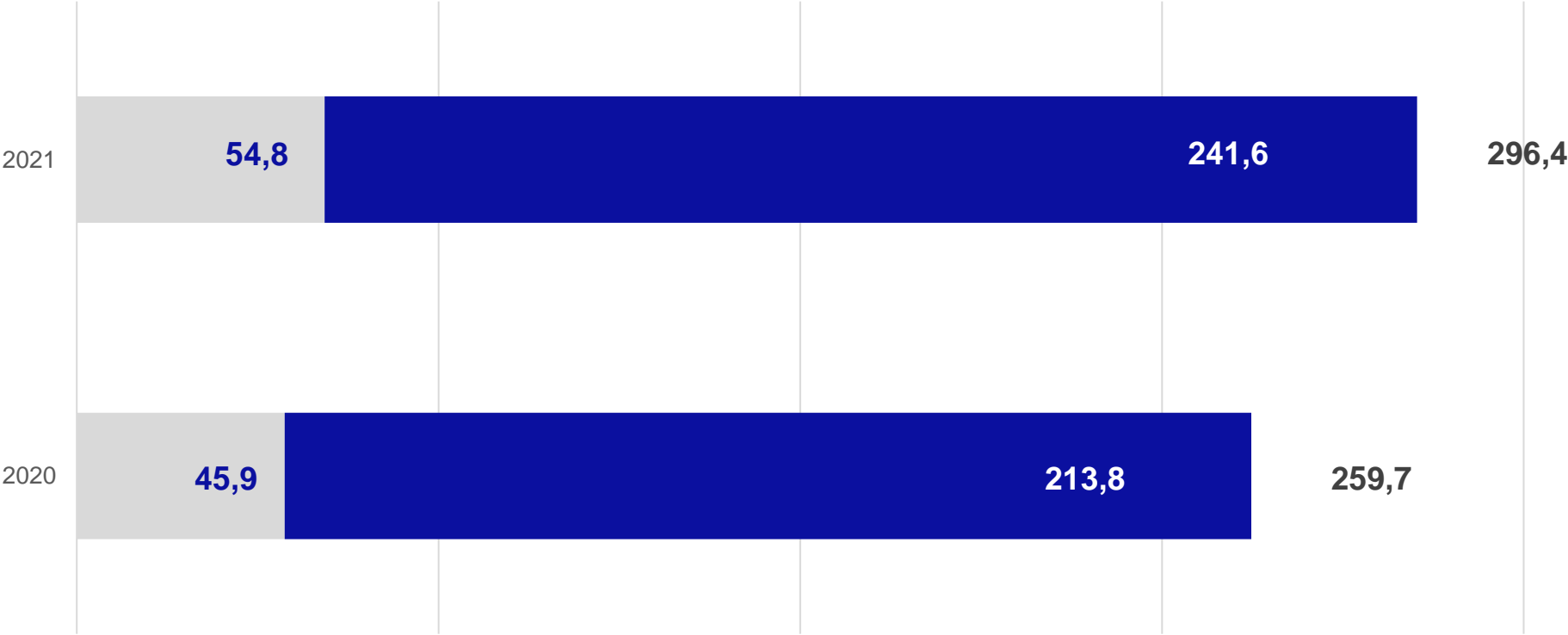
DIRECT SALES OF GOODS

+13,0%  
vs 2020

ROYALTIES FROM LICENSEES

+19,1%  
vs 2020

(amounts in € million)



# CONSOLIDATED KEY DATA

	12m 2021	12m 2020	Var
Consolidated revenues	296,4	259,7	36,7
<b>EBITDA</b>	<b>44,2</b>	<b>19,8</b>	<b>24,4</b>
<i>EBITDA margin</i>	14,9%	7,6%	7,3%
<b>EBIT</b>	<b>31,6</b>	<b>7,6</b>	<b>24,0</b>
<i>EBIT margin</i>	10,7%	2,9%	7,8%
<b>Net result</b>	<b>20,3</b>	<b>8,6</b>	<b>11,7</b>
Free cash flow	35,6	10,5	25,1
Trade Working Capital	50,2	59,3	(9,1)

(amounts in € million)

# GROUP NET FINANCIAL DEBT

# -61,7

## +20,4%

vs 2020

(amounts in € million)

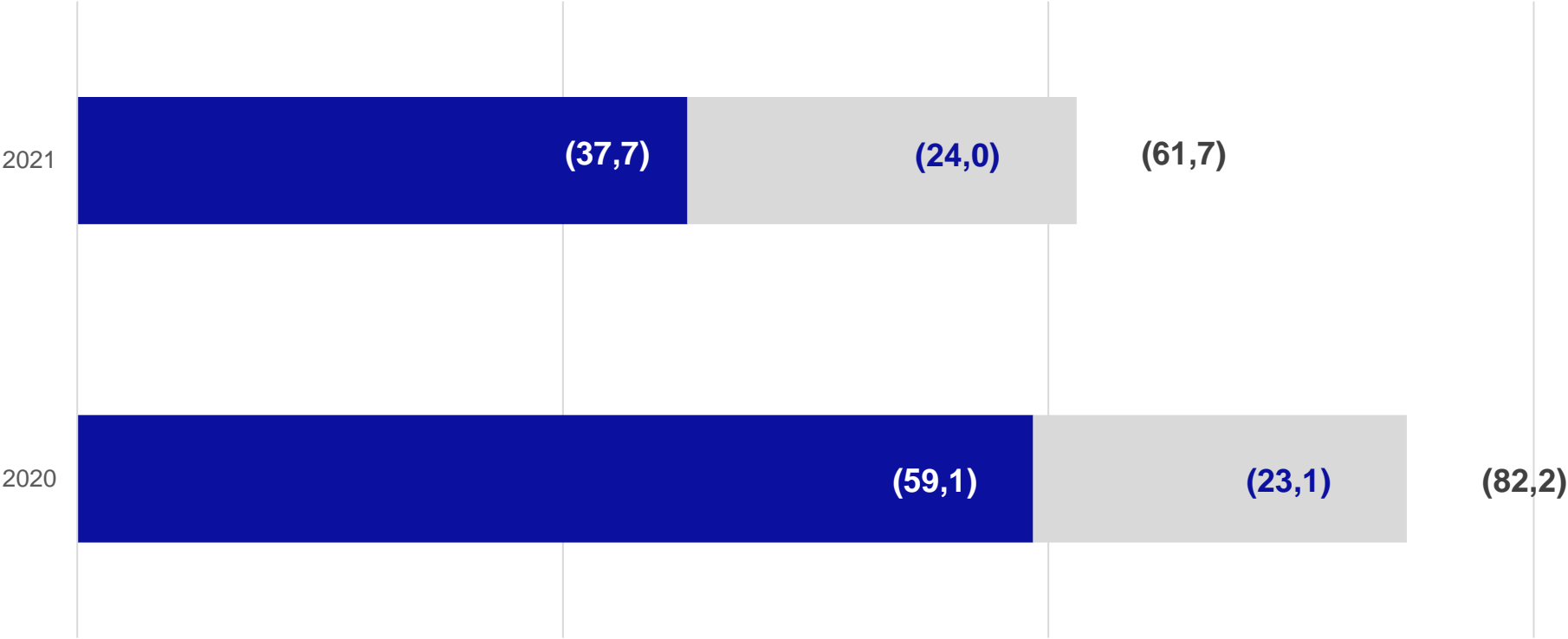


NET DEBT WITH BANKS

IFRS 16 & OTHER

+21,4  
vs 2020

-1,0  
vs 2020



(amounts in € million)

# DIVIDEND DISTRIBUTION PROPOSAL

# 0,12

dividend yield 2,1%  
pay-out ratio 30,2%

**0,06**  
in 2020

dividend yield 1,4%  
pay-out ratio 36,6%

**0,12**  
in 2019

dividend yield 2,3%  
pay-out ratio 30,3%

# BUY-BACK PROPOSAL

	Shareholders' proposal April 13 <sup>th</sup> , 2022	Shareholders' resolution April 8 <sup>th</sup> , 2021	Shareholders' resolution June 26 <sup>th</sup> , 2020
Buy-back plan	Euro 14,0 million	Euro 10,0 million	Euro 10,0 million
<b>Actual purchases</b>		<b>Euro 6,2 million</b>	<b>Euro 3,4 million</b>
Purchased shares (no.)		1.230.000	936.745
Average purchase price		Euro 5,05	Euro 3,68
Purchased shares (in %)		2,02%	1,54%
<b>Total treasury shares (in %)</b>		<b>16,12%</b>	<b>14,08%</b>

# Glossary

Aggregated Sales of Licensees (ASL)	sales by commercial licensees
Aggregated Sales of Sourcing Centers (ASSC)	sales by productive licensees
Royalties from Licensees	the sum of royalties income from ASL and sourcing commissions from ASSC
Consolidated revenues	the sum of royalties income from ASL, sourcing commissions from ASSC and direct sales of goods
Free cash flow	it's the cash flow available to the company: the difference between the cash flow from operating activities and the cash flow for investments in fixed assets
Net financial debt	total of current and medium/long-term financial payables, less cash and cash equivalents and other current financial assets.

# BasicNet<sup>®</sup>

 Kappa

  
ROBE DI KAPPA

jesus  
jeans

 SUPERGA

 KWAY

Sabell

SEBAGO

BRIKO