



Q1 2022 RESULTS CONFERENCE CALL

TORINO, MAY 2ND 2022

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NETWORK ACTIVITY
Q1 2022

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GROUP INTERIM RESULTS
Q1 2022

01

EXECUTIVE SUMMARY

All key indicators show double digit growth in Q1 2022: consolidated revenues up 26% and EBITDA at +55,6% compared to Q1 2021. Extraordinary Shareholders' meeting called to cancel a portion of the treasury shares in portfolio.

TOTAL AGGREGATED SALES

Q1 aggregated sales amounted to € 277,5 mln (+28,0% YoY), led by aggregated sales of licensees (ASL) up 24,0% YoY. Aggregated sales of sourcing centers (ASSC) improved at +39,5% YoY.

EBITDA

EBITDA stood at € 14,0 mln (€ 9,0 mln in Q1 2021) driven by higher contribution from all geographies of direct operations. The performance again exceeded the latest pre-Covid period (Q1 2019 at € 12,4 mln).

GROUP CONSOLIDATED REVENUES

Group consolidated revenues amounted to € 84,6 mln (+26,0% YoY). Direct sales of goods (+23,1% YoY) benefitted from a strong performance of all countries directly managed by the Group.

NFP WITH BANKS

Net Financial Position with banks (excl. IFRS 16), at € 36,6 mln, improves as compared to YE (€ 37,7 mln). NFP under IFRS stands at € 60,0 mln, benefitting from a free cash flow of the period of € 4,6 mln.



TOTAL AGGREGATED SALES

€ 277,5 mln

+28,0% vs Q12021



EBITDA

€ 14,0 mln

+55,6% vs Q12021



GROUP CONSOLIDATED REVENUES

€ 84,6 mln

+26,0% vs Q12021



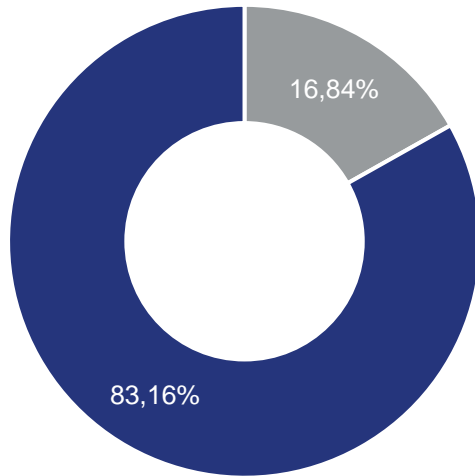
NFP WITH BANKS

- € 36,6 mln

+ € 1,1 mln vs YE2021

+ € 20,1 mln vs Q12021

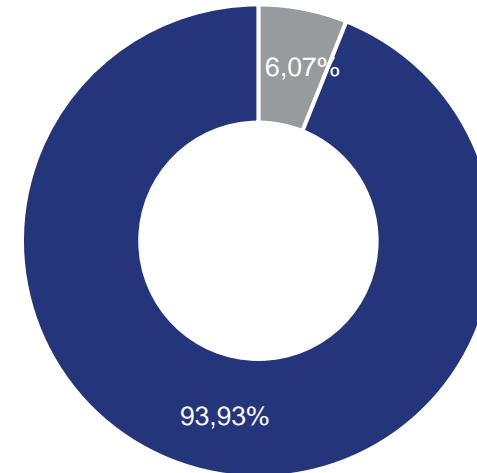
■ Treasury shares ■ Outstanding shares



BASICNET SHARE CAPITAL AS OF 29/04/2022

N° total shares: 60.993.602
N° treasury shares: 10.272.000

■ Treasury shares ■ Outstanding shares



BASICNET SHARE CAPITAL AFTER WITHDRAWAL

N° total shares: 54.000.000
N° treasury shares: 3.278.398

02

NETWORK ACTIVITY

Q1 2022



TOTAL AGGREGATED SALES

+28,0%

% vs Q12021



AGGREGATED SALES OF LICENSEES (ASL)

+24,0%

% vs Q12021



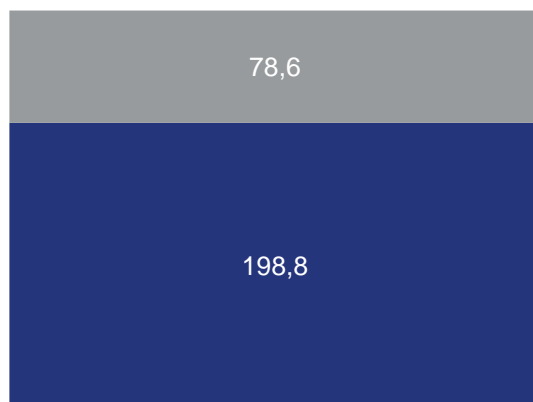
AGGREGATED SALES OF SOURCING CENTERS (ASSC)

+39,5%

% vs Q12021

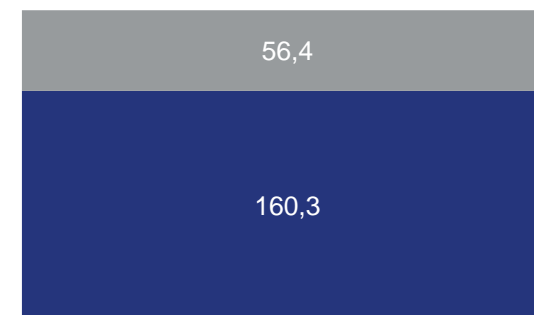
■ Aggregated Sales of Licensees (ASL, € mln)

■ Aggregated Sales of Sourcing Centers (ASSC, € mln)



AGGREGATED SALES
Q1 2022

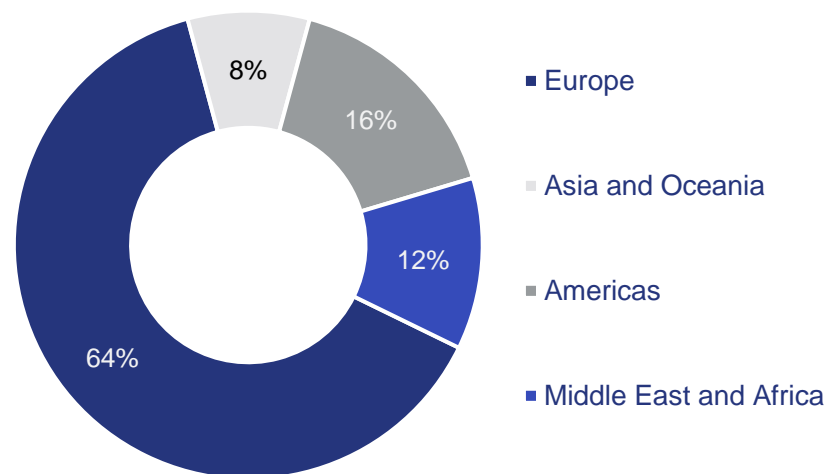
€ 277,5 mln



AGGREGATED SALES
Q1 2021

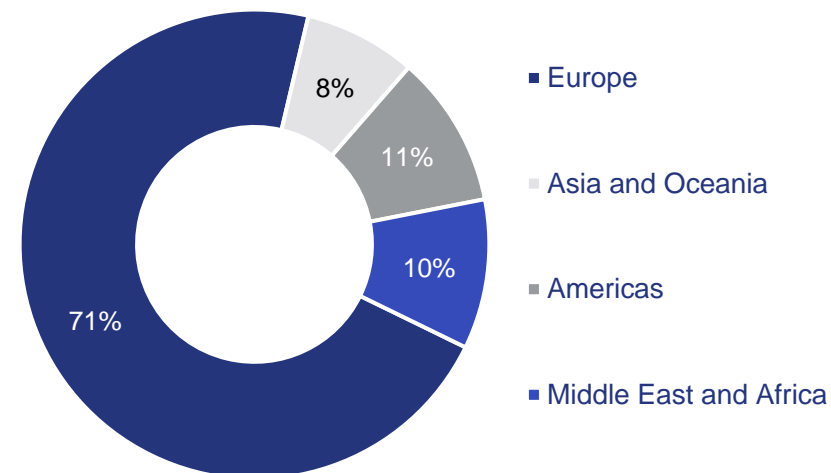
€ 216,7 mln

↑ **+28,0%**



**ASL – GEOGRAPHIC AREA
Q12022**

€ 198,8 mln



**ASL – GEOGRAPHIC AREA
Q12021**

€ 160,3 mln

↑ **+24,0%**



OFFICIAL PARTNER.

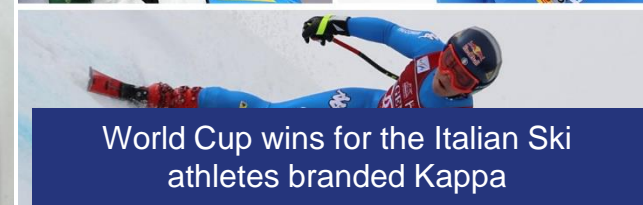
Sponsorship of the Renault Alpine F1 team in collaboration with K-Way



Limited edition special pack for SSC Bari in collaboration with LC23



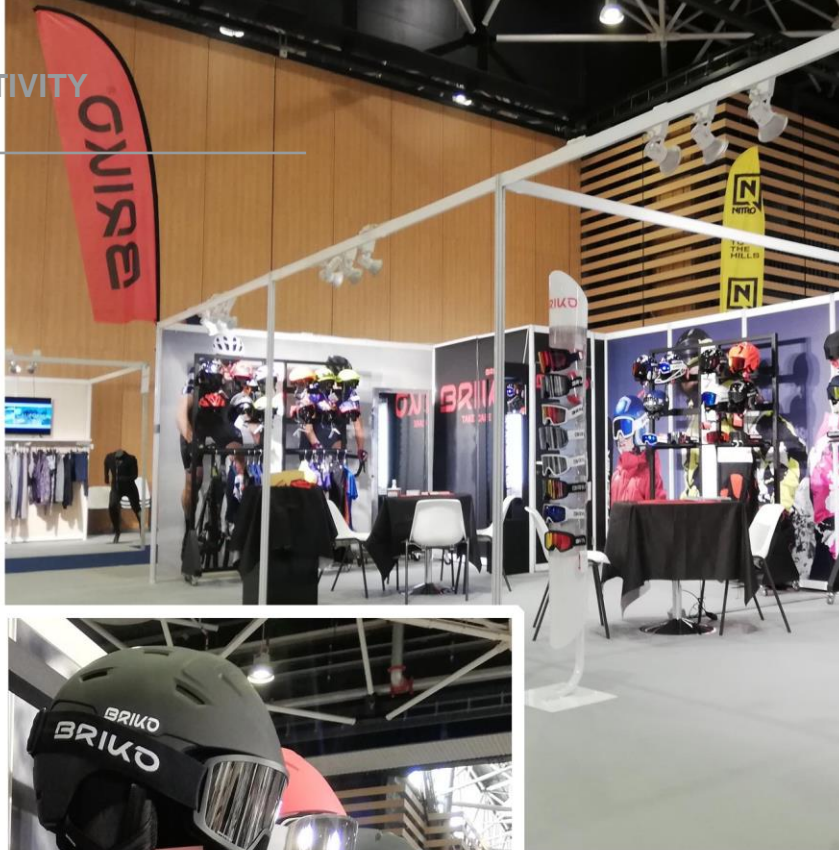
Campaign «#KEEPperforming
Winning Starts Within»



World Cup wins for the Italian Ski
athletes branded Kappa



NETWORK ACTIVITY
2022



Presentation of the Q3Q4 collection at Lyon's Sport-Achat Hiver

PERFORMANCE / **MARKETING**

BRIKO



The «Snow Protection» initiative keeps granting a 12 month insurance coverage



BEIJING 2022
OLYMPIC GAMES

Olympic bronze in snowboard cross for the Briko athlete Omar Visintin

02 NETWORK ACTIVITY
Q1 2022



The R&D collection is back on the Milan Fashion Week catwalk

PERFORMANCE / **MARKETING**



The maxi-billboards campaign that coloured Italian cities returns in Milan



Opening of eight new monobrand stores in South Korea



Opening of the 31st French monobrand store in Boulogne-Billancourt



Emily Ratajkowski is the new Superga Global Ambassador for Q1Q2 2022



Co-lab with ST!NG, the De Rigo house brand dedicated to young folks



Co-lab with the South African beauty blog Kiss, Blush & Tell



Superga colours the shop windows of LaRinascente in Milan



Collaboration with the European Vampire duo for the new Outsides collection



3 days experience in Portugal with the surf champion Leonardo Fioravanti



Opening of the two first South African monobrand stores, in Pretoria and Durban

03

GROUP INTERIM RESULTS
Q1 2022



GROUP CONSOLIDATED
REVENUES



DIRECT SALES
OF GOODS



NET ROYALTIES
FROM LICENSEES



CONSOLIDATED REAL
ESTATE REVENUES

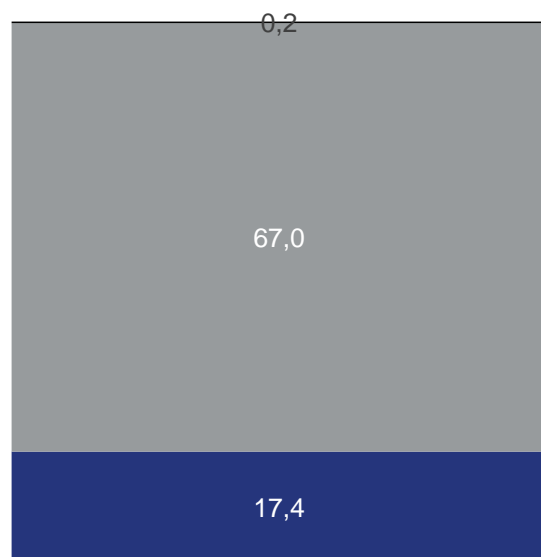
↑ **+26,0%**
% vs Q12021

↑ **+23,1%**
% vs Q12021

↑ **+38,3%**
% vs Q12021

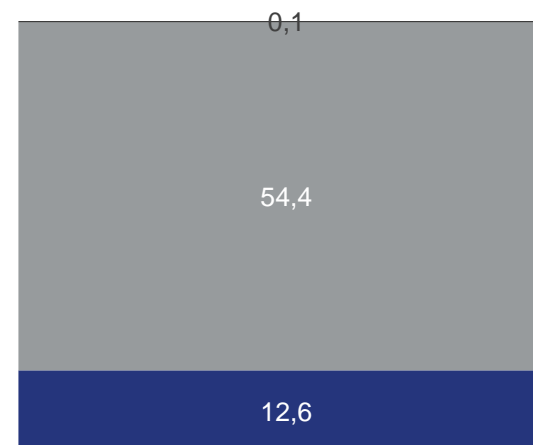
↑ **+63,4%**
% vs Q12021

■ Net royalties from licensees (€ mln) ■ Direct sales of goods (€ mln) ■ Consolidated real estate revenues (€ mln)



CONSOLIDATED REVENUES
Q1 2022

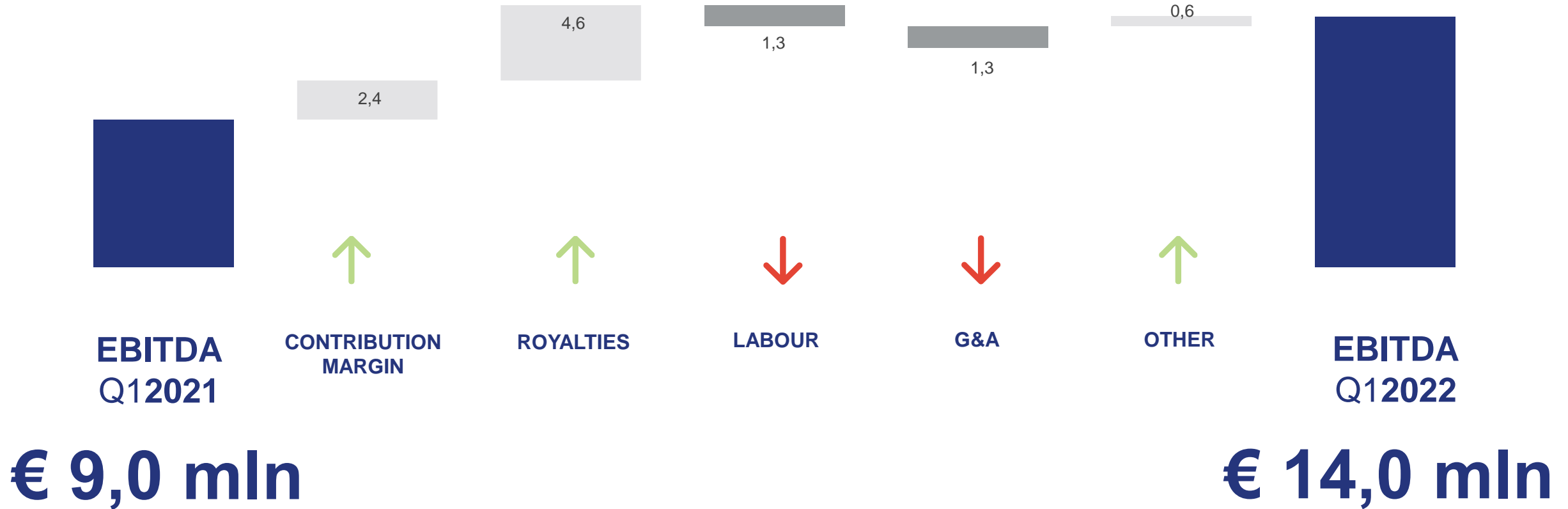
€ 84,6 mln



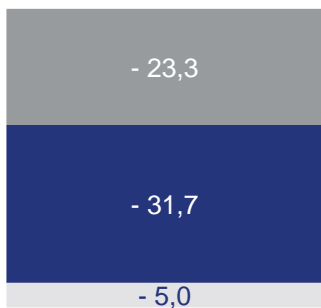
CONSOLIDATED REVENUES
Q1 2021

€ 67,1 mln

↑ **+26,0%**

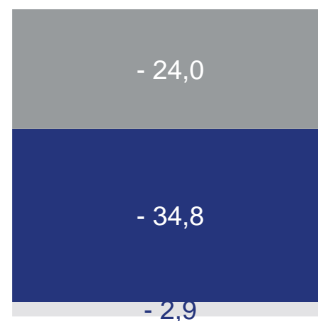


■ Short-term net debt (€ mln) ■ Long-term debt (€ mln) ■ Right of use (€ mln)



NET FINANCIAL POSITION
Q12022

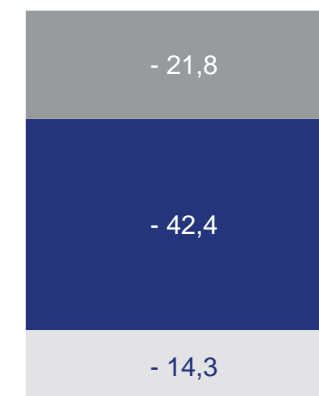
- € 60,0 mln



NET FINANCIAL POSITION
YE2021

- € 61,7 mln

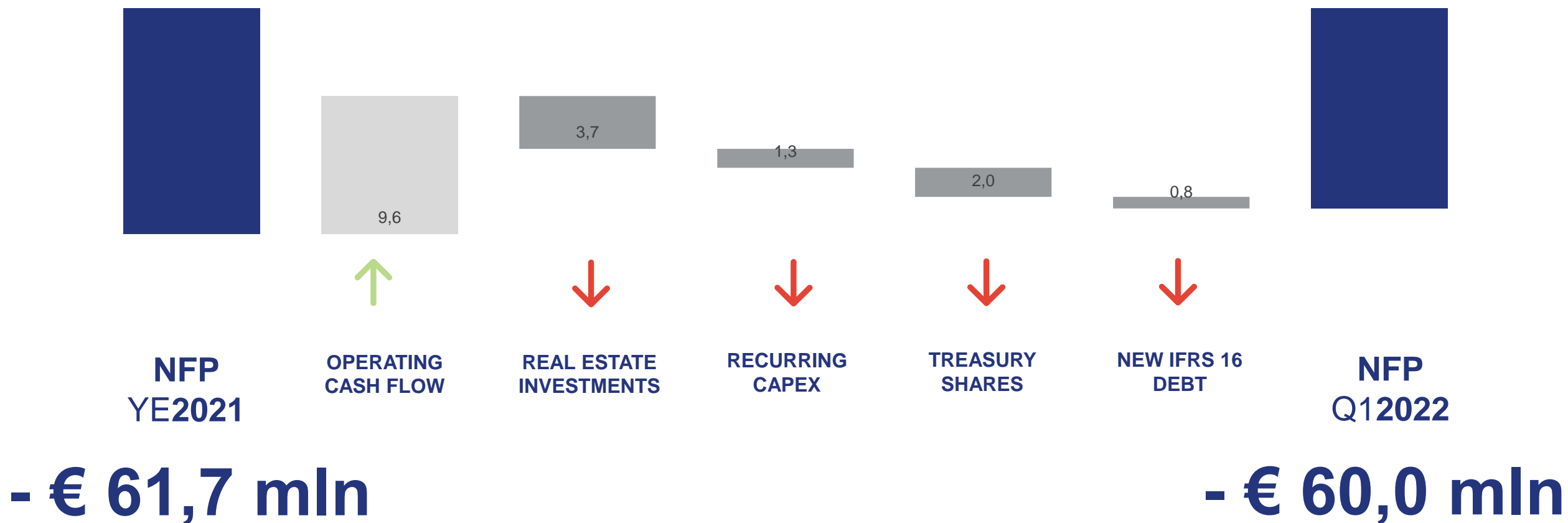
↑ + € 1,7 mln



NET FINANCIAL POSITION
Q12021

- € 78,5 mln

↑ + € 18,5 mln



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