



H1 2022 RESULTS CONFERENCE CALL

TURIN, 29 JULY 2022



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EXECUTIVE SUMMARY

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NETWORK ACTIVITY
H1 2022

03

GROUP INTERIM RESULTS
H1 2022

01

EXECUTIVE SUMMARY

All key economic indicators confirm the double-digit growth recorded in Q1 2022: consolidated revenues up 26,1% and EBITDA at +54,3% compared to H1 2021. Significant investments for the acquisition of K-Way France, the real estate sector and recurring capex.

TOTAL AGGREGATED SALES

H1 aggregated sales amounted to € 567,9 mln (+28,2% YoY), led by aggregated sales of licensees (ASL) up 17,8% YoY. Aggregated sales of sourcing centers (ASSC) improved at +59,9% YoY.

EBITDA

EBITDA stood at € 22,4 mln (€ 14,5 mln in H1 2021) driven by higher contribution from all geographies of direct operations. The performance again exceeded the latest pre-Covid period (H1 2019 at € 20,3 mln).

GROUP CONSOLIDATED REVENUES

Group consolidated revenues amounted to € 162,3 mln (+26,1% YoY). Direct sales of goods (+23,7% YoY) benefitted from a strong performance of all countries directly managed by the Group plus the first consolidation of K-Way France in Q2 2022.

NFP WITH BANKS

Net Financial Position with banks*, at € 72,5 mln, compared to € 61,3 mln at H1 2021: the Group financed strategic investments for the future, acquiring K-Way France, renovating BasicVillage Milan and acquiring a new building.



TOTAL AGGREGATED SALES

€ 567,9 mln

+28,2% vs H12021



EBITDA

€ 22,4 mln

+54,3% vs H12021



GROUP CONSOLIDATED REVENUES

€ 162,3 mln

+26,1% vs H12021



NFP WITH BANKS

- € 72,5 mln

- € 11,2 mln vs H12021

02

NETWORK ACTIVITY

H1 2022



TOTAL AGGREGATED SALES

+28,2%

% vs H12021



AGGREGATED SALES OF LICENSEES (ASL)

+17,8%

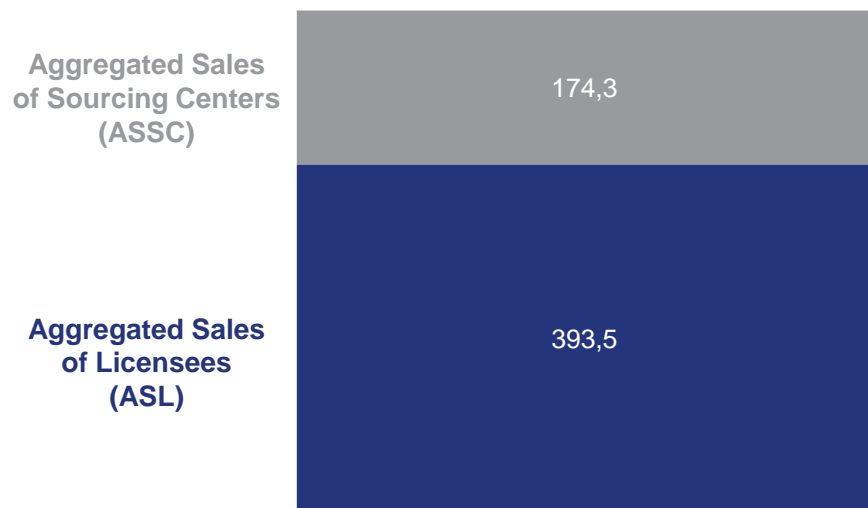
% vs H12021



AGGREGATED SALES OF SOURCING CENTERS (ASSC)

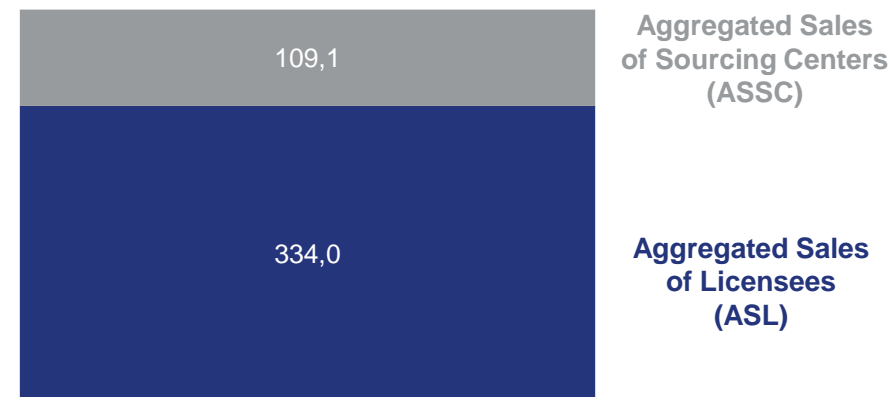
+59,9%

% vs H12021



**TOTAL AGGREGATED SALES
H12022**

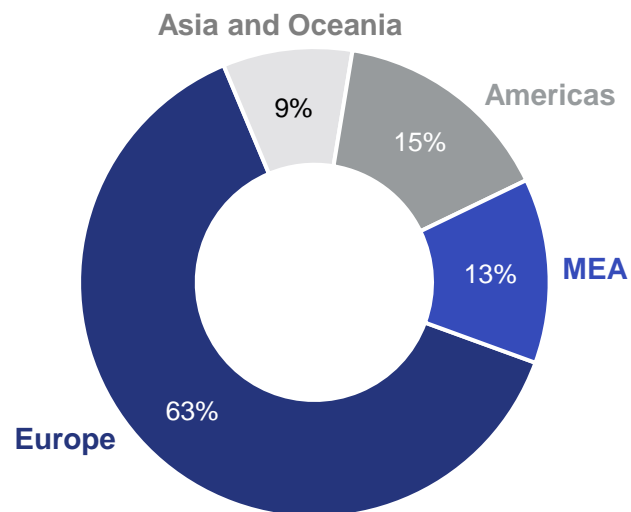
€ 567,9 mln



**TOTAL AGGREGATED SALES
H12021**

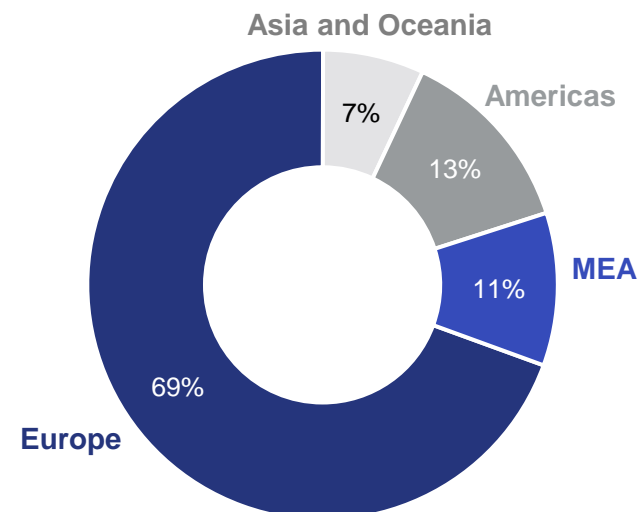
€ 443,1 mln

↑ +28,2%



ASL – GEOGRAPHIC AREA
H12022

€ 393,5 mln



ASL – GEOGRAPHIC AREA
H12021

€ 334,0 mln

↑ +17,8%



New sponsorship deal with the U.S. Ski & Snowboard Team



Sponsorship of the ninth edition of the Kappa Future Festival



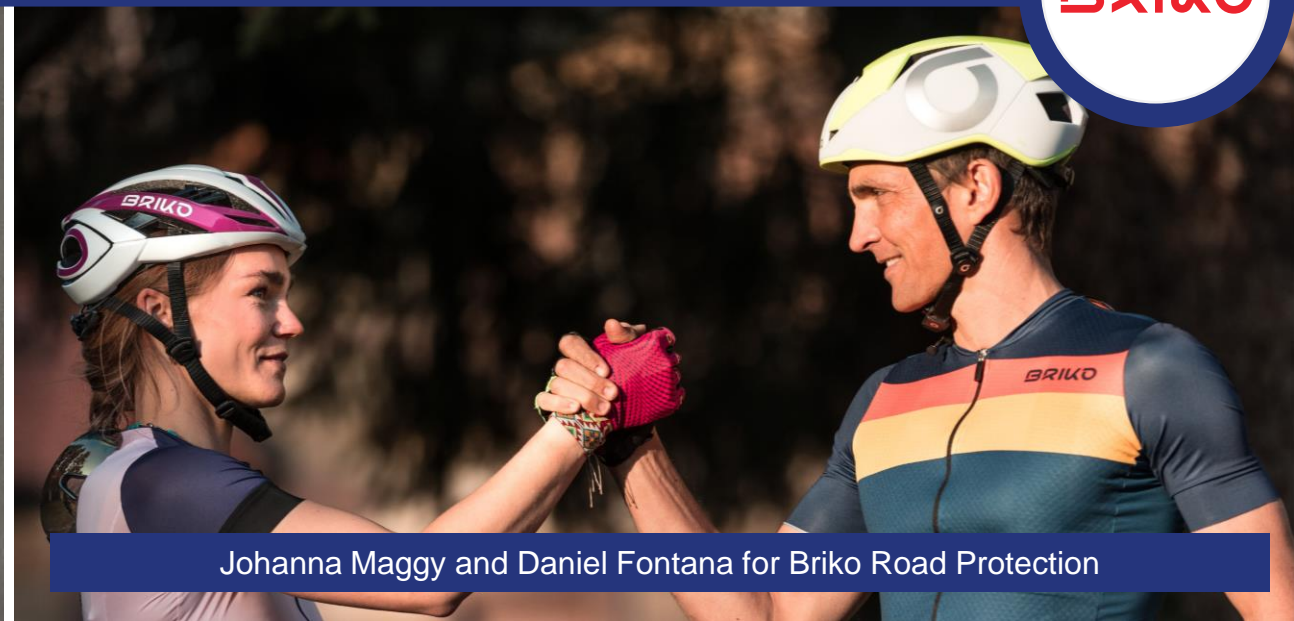
Robe di Kappa presents its Q1Q2 2023 collection at Pitti



Ambassador Gregorio Paltrinieri wins two gold and a bronze medal



Briko athlete Filippo Zana wins Italian mens' road race title



Johanna Maggy and Daniel Fontana for Briko Road Protection



Briko Girl Academy is the brand new women-only initiative



K-Way presents the *limited edition* «Not in Paris by Highsnobiety»



35th French monobrand opens in Quimper



23rd Italian monobrand opens in Verona



Heir dressed up in K-Way in her latest videoclip



Opening of a *temporary showroom* in occasion of the Paris Fashion Week

MARKETING HIGHLIGHTS



02 NETWORK ACTIVITY
H1 2022



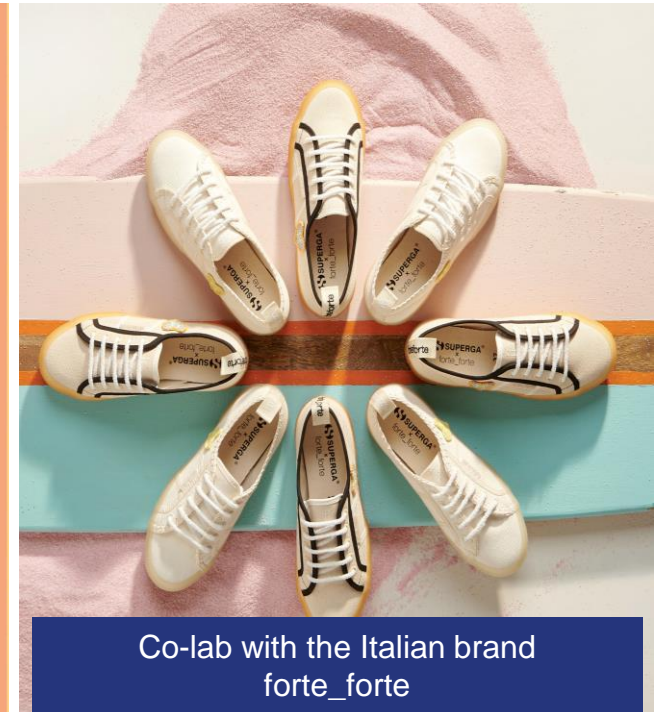
Global Ambassador Emily Ratajowski celebrates her collaboration with Superga through an event held during Pitti



Billboard campaign on Milan tramlines



Co-lab with Par5 at Milano Design Week



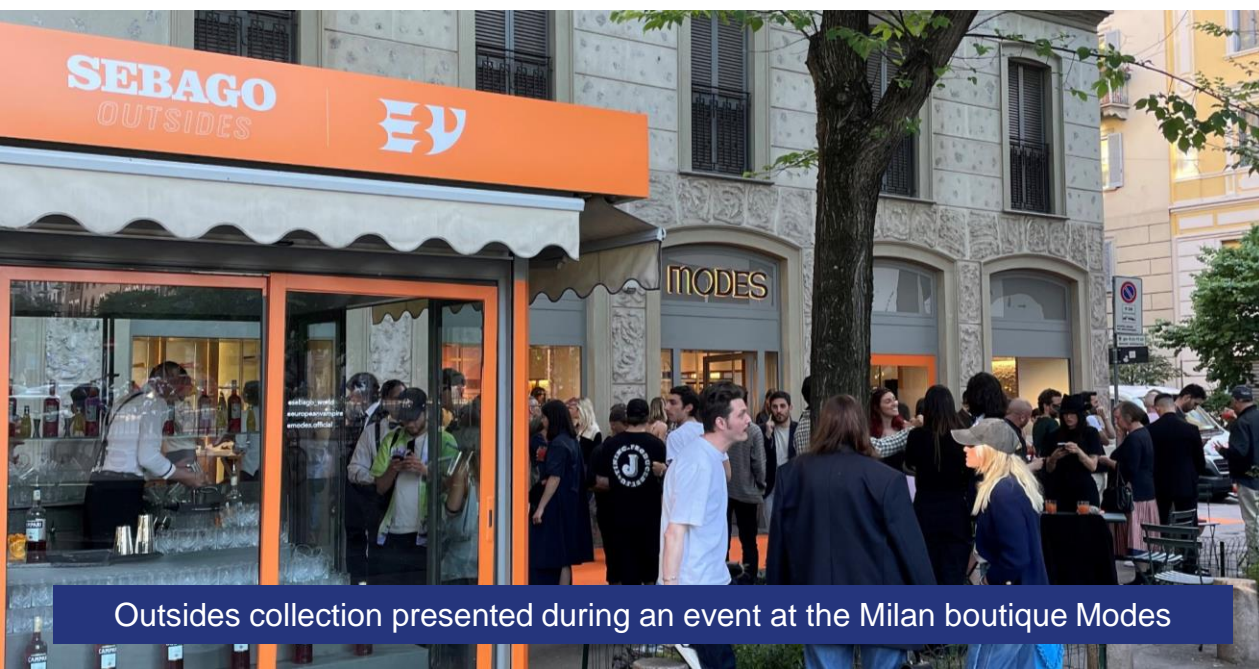
Co-lab with the Italian brand forte_forte



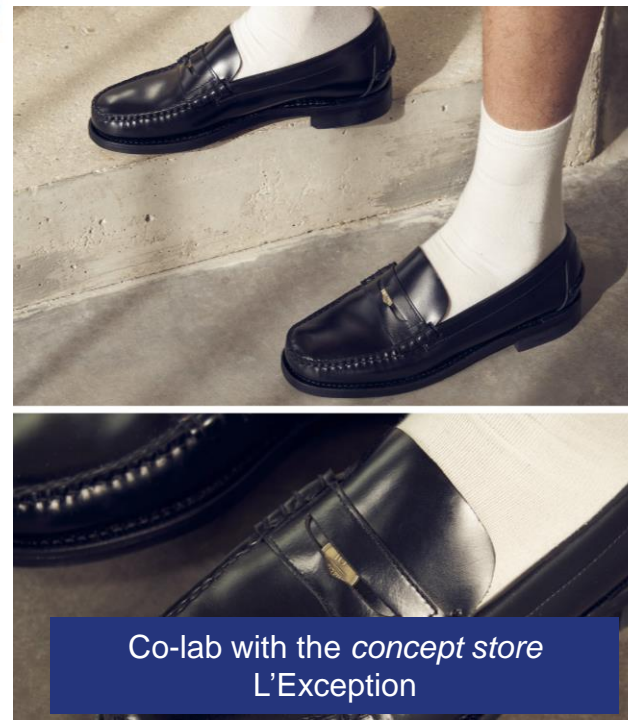
New *capsule* collection with Engineered Garments for 2022 Spring-Summer



Opening of the 1st *flagship* store in Belgium, Antwerp



Outsides collection presented during an event at the Milan boutique Modes



Co-lab with the *concept* store
L'Exception



Co-lab with the *concept* store
Ferramenta

03

GROUP INTERIM RESULTS
H1 2022



GROUP CONSOLIDATED REVENUES

↑ **+26,1%**
% vs H12021



DIRECT SALES OF GOODS

↑ **+23,7%**
% vs H12021



NET ROYALTIES FROM LICENSEES

↑ **+35,2%**
% vs H12021



CONSOLIDATED REAL ESTATE REVENUES

↑ **+46,0%**
% vs H12021

Consolidated
real estate revenues

0,4

Direct sales of
goods

127,0

Net royalties from
licensees

34,9

CONSOLIDATED REVENUES
H12022

€ 162,3 mln

↑ +26,1%

0,3

Consolidated
real estate revenues

102,7

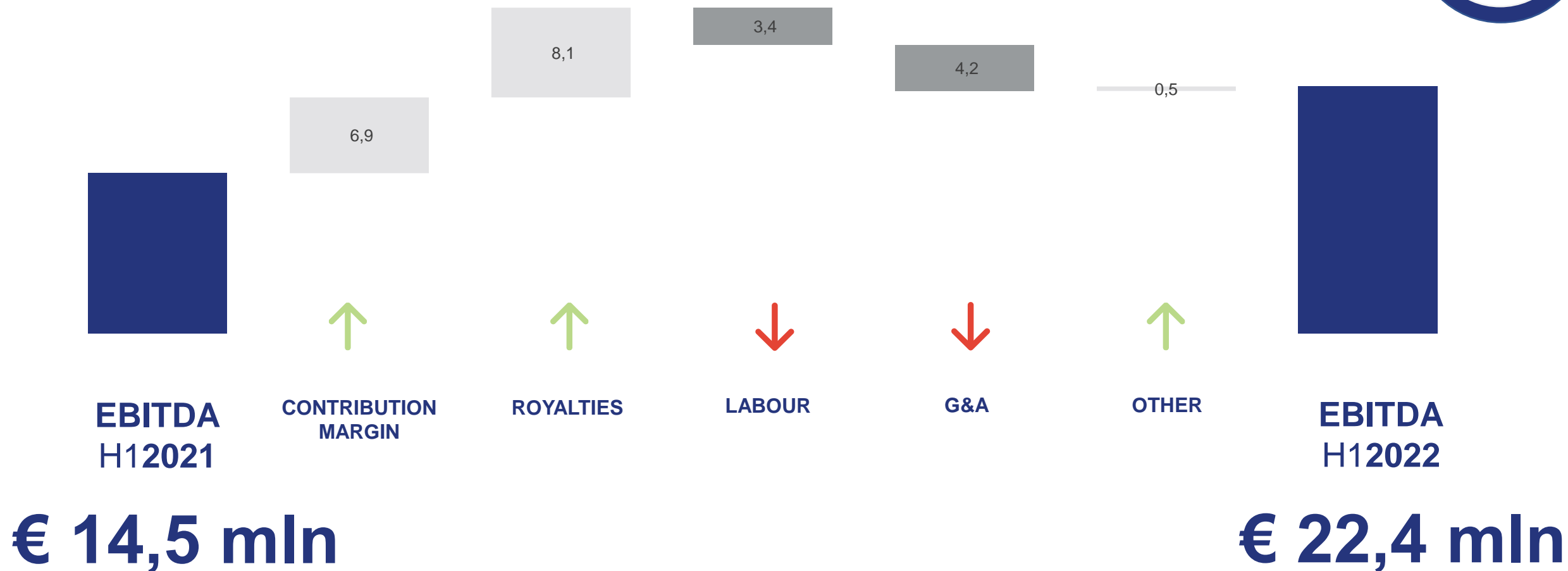
Direct sales of
goods

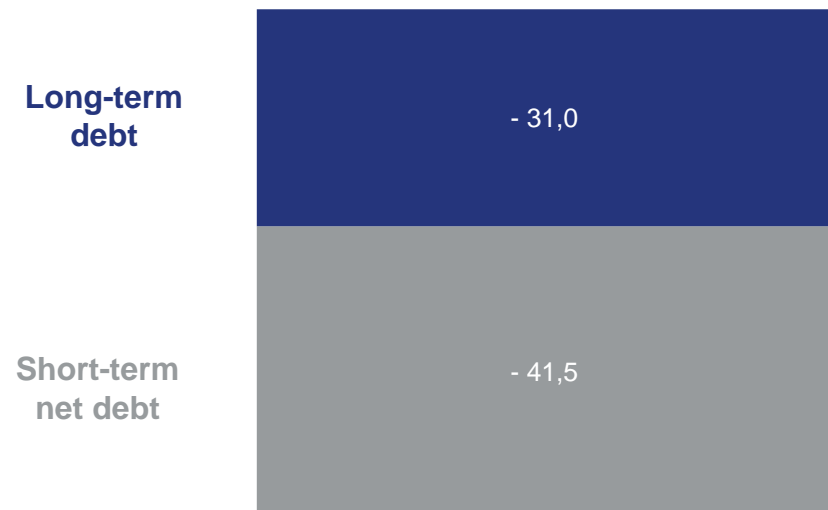
Net royalties from
licensees

25,8

CONSOLIDATED REVENUES
H12021

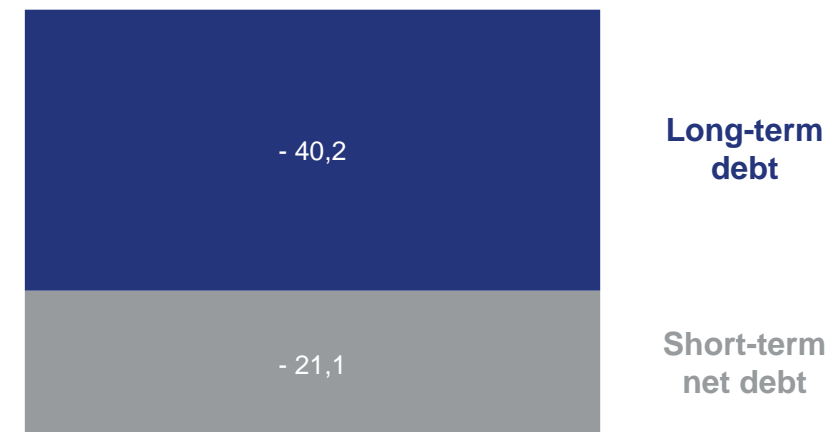
€ 128,8 mln





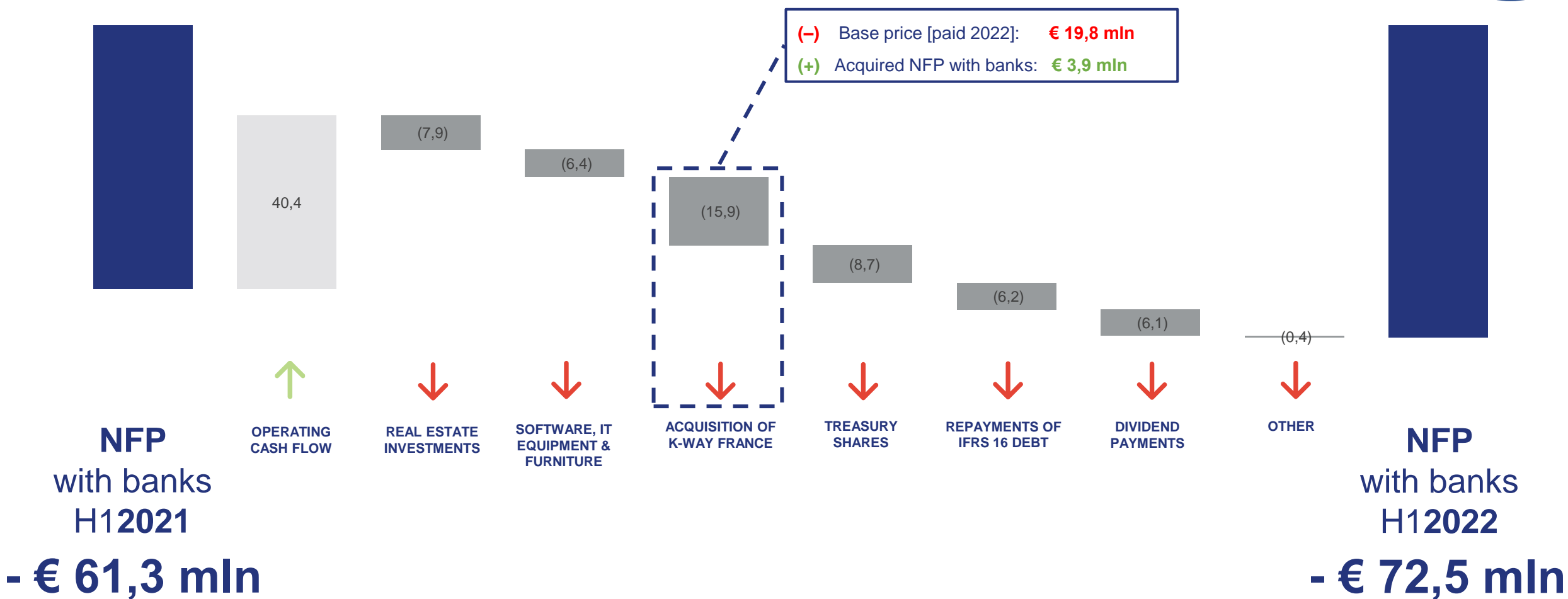
**NFP WITH BANKS
H12022**

- € 72,5 mln



**NFP WITH BANKS
H12021**

- € 61,3 mln





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THANK YOU