



2022 RESULTS PRESENTATION CONFERENCE CALL

TURIN, 9 MARCH 2023



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FY2022 RESULTS

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PROPOSAL

01

FY2022 RESULTS



TOTAL AGGREGATED SALES (TAS)

€ 1.273,1 mln

+34,1% vs 2021 (€ 949,4 mln)



NET RESULT

€ 30,0 mln

+47,8% vs 2021 (€ 20,3 mln)



GROUP CONSOLIDATED REVENUES

€ 386,1 mln

+30,0% vs 2021 (€ 297,0 mln)



NFP WITH BANKS

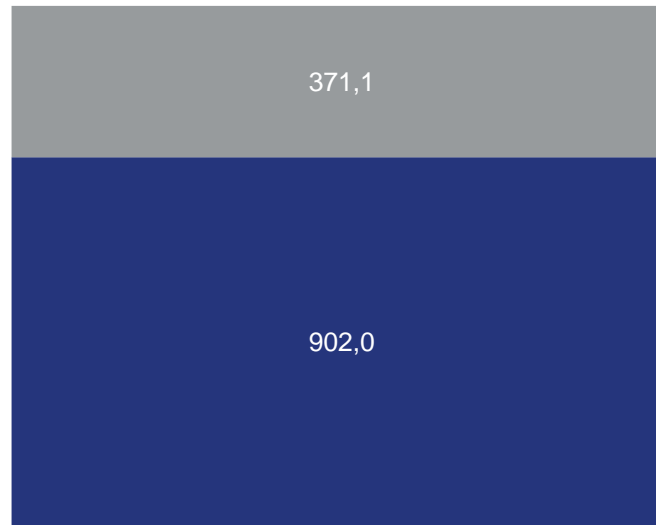
- € 93,9 mln

- € 56,2 mln vs 2021 (- € 37,7 mln)

€ 1.273,1 mln

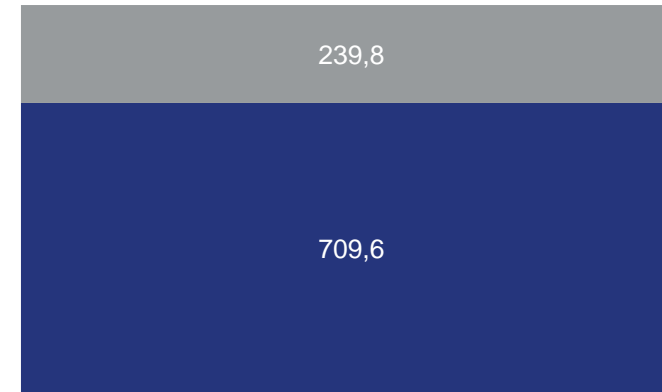
Aggregated Sales
of Sourcing Centers
(ASSC)

Aggregated
Brand Sales
(ASL)



FY2022

€ 949,4 mln



+54,8%

+27,1%

FY2021

↑ +34,1%

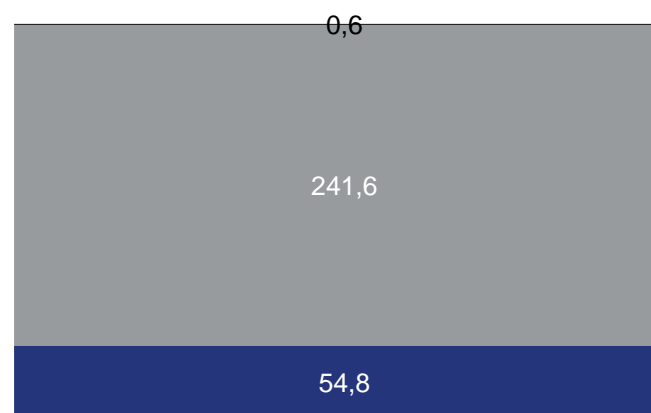
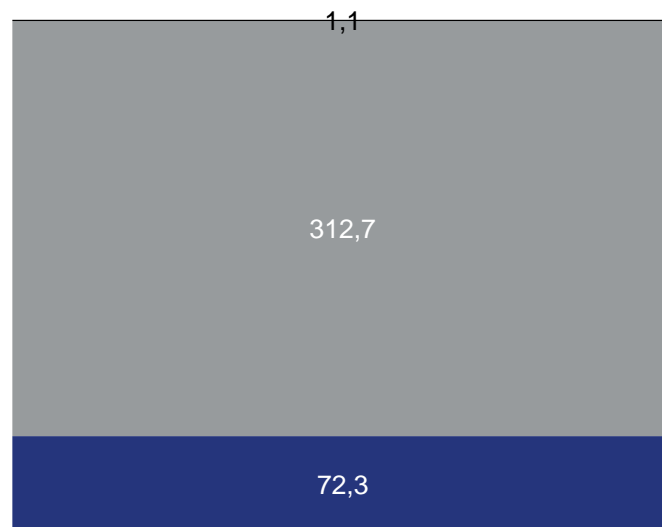
€ 386,1 mln

€ 297,0 mln

Consolidated real
estate revenues

Direct sales of
goods

Net royalties from
licensees



+81,7%

+29,4%

+32,0%

2022

2021

↑ +30,0%

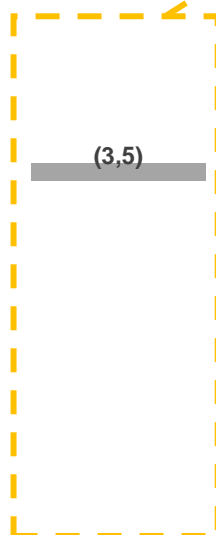


in € .000	31.12.22	in %	31.12.21	in %	Var	Var %
Sub-total net money holdings	(26.439)	18,7%	6.325	-10,2%	(32.763)	-518,0%
Short-term portion of m/l term loans	(15.423)		(9.243)		(6.180)	
Short-term NFP with banks	(41.862)	29,5%	(2.918)	4,7%	(38.943)	n.s.
Long-term portion of m/l term loans	(51.756)		(34.268)		(17.488)	
Financial leasing payables	(259)		(515)		257	
Sub-total loans and leasing payables	(52.014)	36,9%	(34.783)	56,3%	(17.231)	49,5%
Net financial position with banks	(93.876)	66,3%	(37.702)	61,1%	(56.174)	149,0%
Right of use debts	(30.734)		(24.041)		(6.692)	
Earn-out debt K-Way France	(17.081)		-		(17.081)	
Net financial position	(141.691)	100,0%	(61.743)	100,0%	(79.948)	129,5%

(+) Adjusted net result: € 44,9 mln
(-) Δ in Net Working Capital: € 48,0 mln
(-) Other: € 0,3 mln

(-) Base price [paid 2022]: € 19,8 mln
(+) Acquired NFP with banks: € 3,9 mln

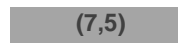
NFP
with banks
2021
- € 37,7 mln



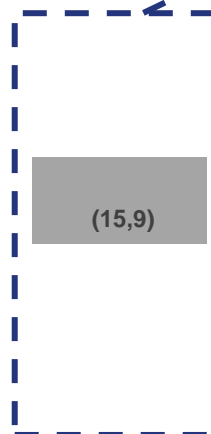
OPERATING
CASH FLOW



REAL ESTATE
INVESTMENTS



SOFTWARE, IT
EQUIPMENT &
FURNITURE



ACQUISITION OF
K-WAY FRANCE



TREASURY
SHARES



REPAYMENTS OF
IFRS 16 DEBT



DIVIDEND
PAYMENTS

NFP
with banks
2022
- € 93,9 mln

02

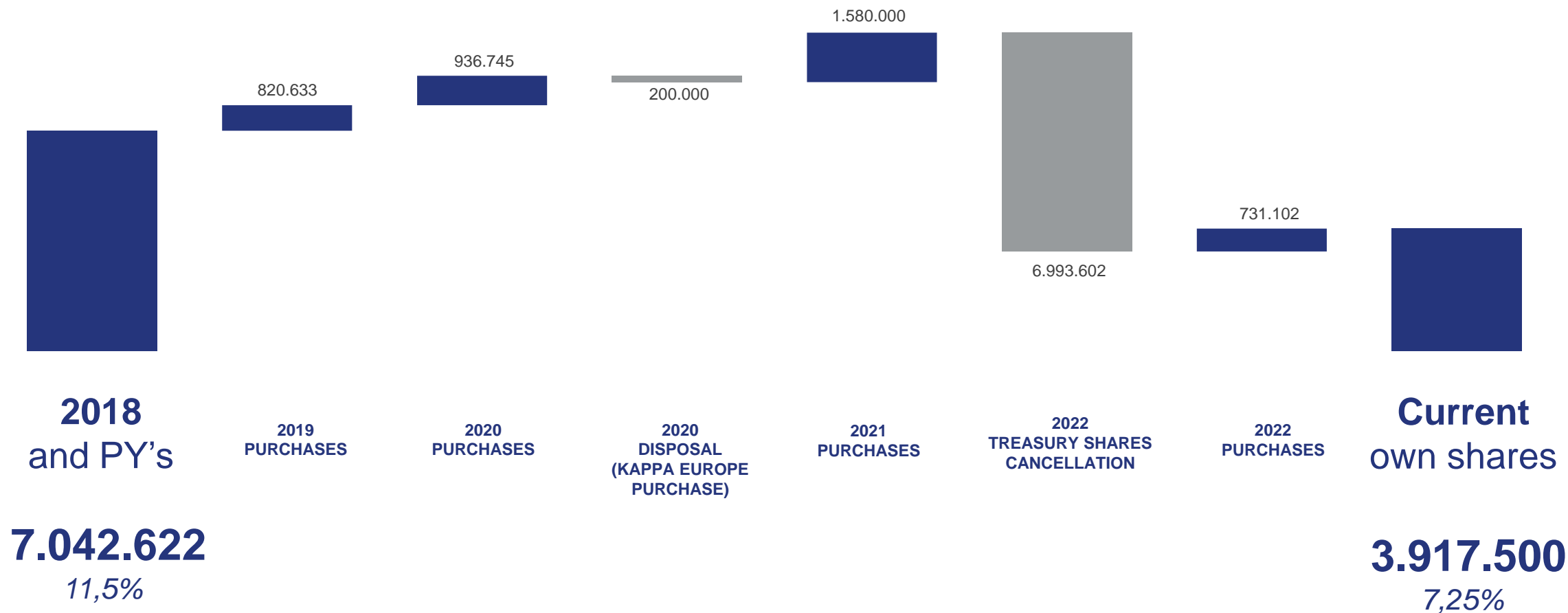
DIVIDEND DISTRIBUTION PROPOSAL

in €	31.12.22	31.12.21	31.12.20	31.12.19
Consolidated Net result	30.037.369	20.329.502	8.580.521	21.052.814
Dividend per share	0,18	0,12	0,06	0,12
Total Dividend	9.014.850	6.139.632	3.143.616	6.375.642
<i>Pay-out ratio</i>	30,0%	30,2%	36,6%	30,3%
<i>Dividend yield</i>	3,4%	2,1%	1,4%	2,3%

03

**BUY-BACK
PROPOSAL**

Year of Shareholders' resolution	2022	2021	2020	2019
Buy-back plan	30.000.000	10.000.000	10.000.000	4.000.000
Actual purchases	4.115.325	8.128.440	3.449.900	3.999.839
Purchased shares (no.)	731.102	1.580.000	936.745	820.633
Average purchase price	5,63	5,14	2,84	4,87
Purchased shares (in %)	1,35%	2,59%	1,54%	1,35%
Total treasury shares	7,25%	16,69%	14,10%	12,89%



GLOSSARY AND ALTERNATIVE PERFORMANCE MEASURES

Commercial licensees or licensees	independent business owners, granted licenses to distribute Group brand products in their respective regions
Productive licensees or sourcing centers	third-party entities whose function is to manufacture goods branded with the Group brands for the exclusive sale to Commercial licensees or to Group companies
Total Aggregated Sales (TAS)	the sum of Aggregated Brand Sales (ASL) and Aggregated Sales of Sourcing Centers (ASSC)
Aggregated Brand Sales (ASL)	sales by commercial licensees – that generate royalties for BasicNet Group – and sales by the Group companies
Aggregated Sales of Sourcing Centers (ASSC)	sales by productive licensees – that generate sourcing commissions for BasicNet Group
Consolidated revenues	the sum of royalties, sourcing commissions, sales of products made by BasicNet Group companies and real estate revenues
EBITDA	“operating result” before “amortisation and depreciation”
Net Financial Position	total of current and medium/long-term financial payables, less cash and cash equivalents and other current financial assets
Net Financial Position with banks	Net Financial Position, excluding IFRS 16 and financial liabilities for the acquisition of businesses
Pay-out ratio	Dividend/Consolidated Net Result
Dividend yield	Dividend per share/Stock price at year-end



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THANK YOU