



1H 2023 RESULTS CONFERENCE CALL

TURIN, 28 JULY 2023



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NETWORK ACTIVITY
1H 2023

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GROUP INTERIM RESULTS
1H 2023

01

EXECUTIVE SUMMARY

1H 2023 characterized by strong direct sales of goods (+15,55%) consistently with Q1 as network sales are basically steady due to a downfall in sales of sourcing centers (-7,0%). EBITDA slightly improving vs PY, NFP unchanged compared to Q1 and year-end levels.

TOTAL AGGREGATED SALES

1H aggregated sales amounted to € 558,3 mln (-1,7% YoY), led by aggregated brand sales (ASL) up 0,7% YoY. Aggregated sales of sourcing centers (ASSC) reduced by -7,0% compared to 1H 2022 exceptional purchases following covid and logistics disruption.

EBITDA

EBITDA stood at € 22,6 mln (€ 22,4 mln in 1H 2022) driven by a strong contribution from the newly acquired K-Way France and good commercial performances from all geographies of direct operations, as the Group keeps investing to foster long term growth.

GROUP CONSOLIDATED REVENUES

Group consolidated revenues amounted to € 180,0 mln (+10,9% YoY). Direct sales of goods (+15,5% YoY) benefitted from a strong performance of all countries and brands directly managed by the Group plus the consolidation of K-Way France (only Q2 in 2022).

NFP WITH BANKS

Net Financial Position with banks, at € 97,0 mln (compared to € 93,9 mln at YE 2022) as the Group has paid the first instalment of K-Way France earn-out and generated a strong operating cash flow exceeding € 22,5 million.



TOTAL AGGREGATED SALES (TAS)

€ 558,3 mln

-1,7% vs 2022 (€ 567,9 mln)



EBITDA

€ 22,6 mln

+0,9% vs 2022 (€ 22,4 mln)



GROUP CONSOLIDATED REVENUES

€ 180,0 mln

+10,9% vs 2022 (€ 162,3 mln)



NFP WITH BANKS

- € 97,0 mln

- € 3,1 mln vs YE2022 (- € 93,9 mln)

02

NETWORK ACTIVITY

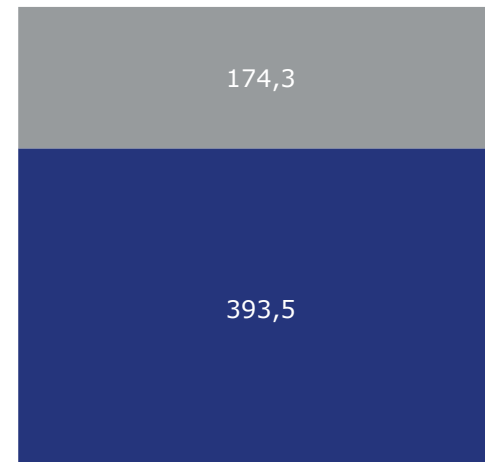
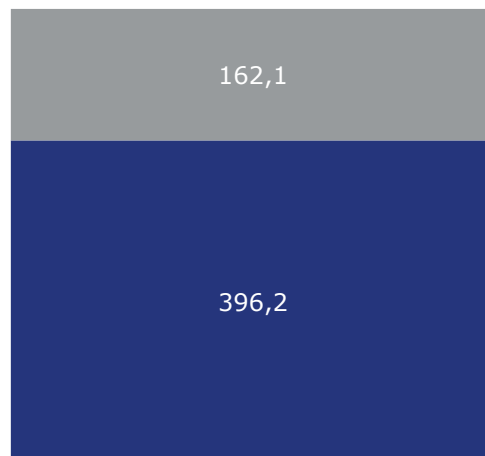
1H 2023

€ 558,3 mln

€ 567,9 mln

Aggregated Sales
of Sourcing Centers
(ASSC)

Aggregated
Brand Sales
(ASL)



-7,0%

+0,7%

1H2023

1H2022

↓ -1,7%

in € million	30.06.23	in %	30.06.22	in %	Var	Var %
Europe	279,6	70,6%	248,5	63,1%	31,1	12,5%
Asia and Oceania	28,9	7,3%	35,0	8,9%	(6,1)	(17,4%)
Americas	44,8	11,3%	60,0	15,3%	(15,3)	(25,4%)
Middle East and Africa	42,9	10,8%	50,0	12,7%	(7,1)	(14,2%)
Total ASL	396,2	100,0%	393,5	100,0%	2,6	0,7%

02 NETWORK ACTIVITY
AT 30/06/2023

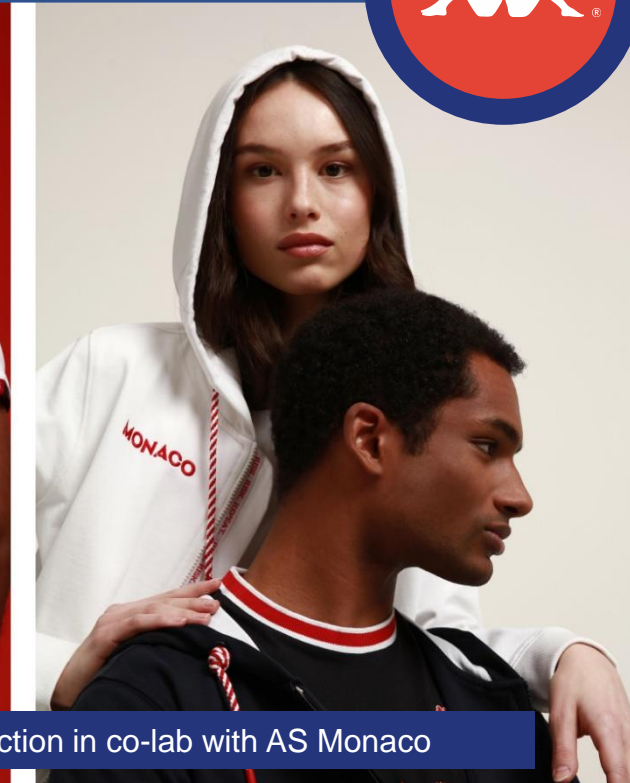


10th edition of Kappa® Future Festival

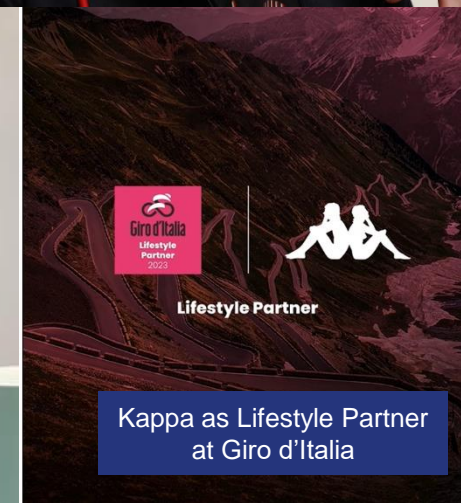
Q2 MARKETING



Launch of SS23 lifestyle collection in co-lab with AS Monaco



Participation into Rimini Wellness



Kappa as Lifestyle Partner
at Giro d'Italia



Sponsorship of the Bardiani CSF Faizanè team, riding at Giro d'Italia



Launch of the 2024 bike collection at Eurobike (Frankfurt)



Briko took part into the 9th edition of BAM! Festival



New capsule collection with Highsnobiety in exclusive for Paris Fashion Week

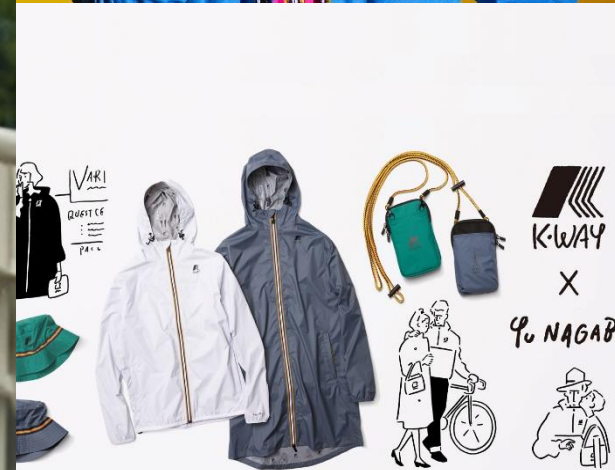
Q2 MARKETING



Le Vrai 3.0 Collection with Koshi Mizukami



Launch of the first co-branding with Universal Works



Limited edition in co-lab with Japanese artist Yu Nagaba



Secondo drop with Italian brand Santini Cycling Wear

Q2 NETWORK ACTIVITY AT 30/06/2023

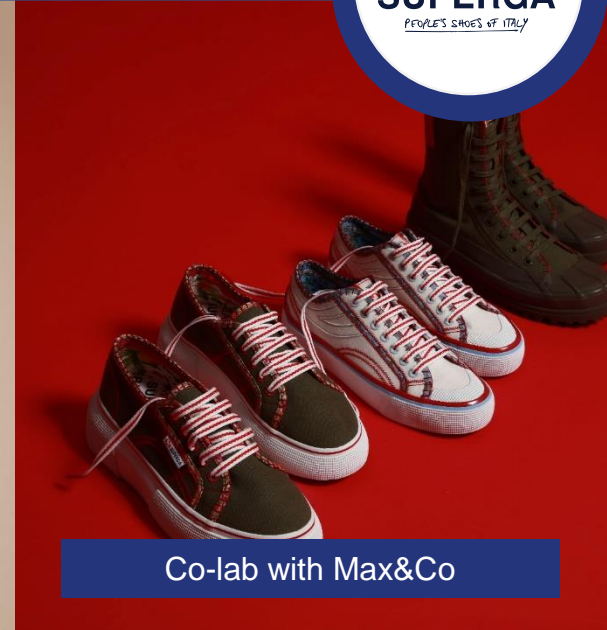


Co-lab with Barbie as of the eponymous Movie hits the theaters

Q2 MARKETING



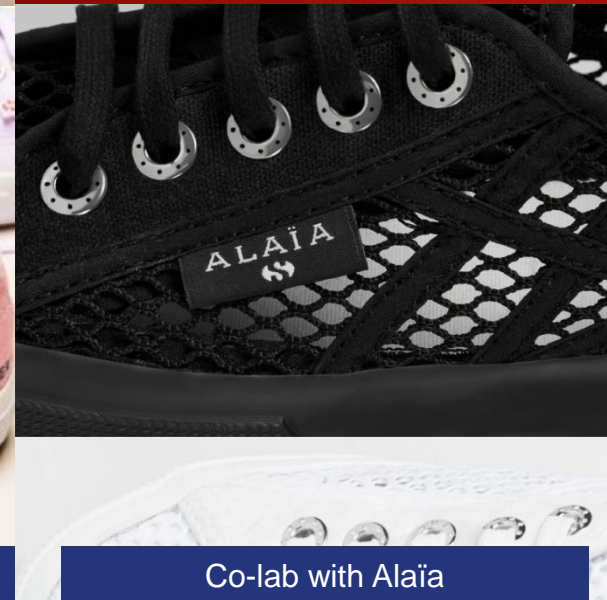
Co-lab with Pacha Ibiza



Co-lab with Max&Co



Co-lab with Roy Roger's



Co-lab with Alaïa

Drake's
Drake's
by
SEBAGO

Co-lab with the iconic menswear brand Drake's

Q2 MARKETING ACTIVITY

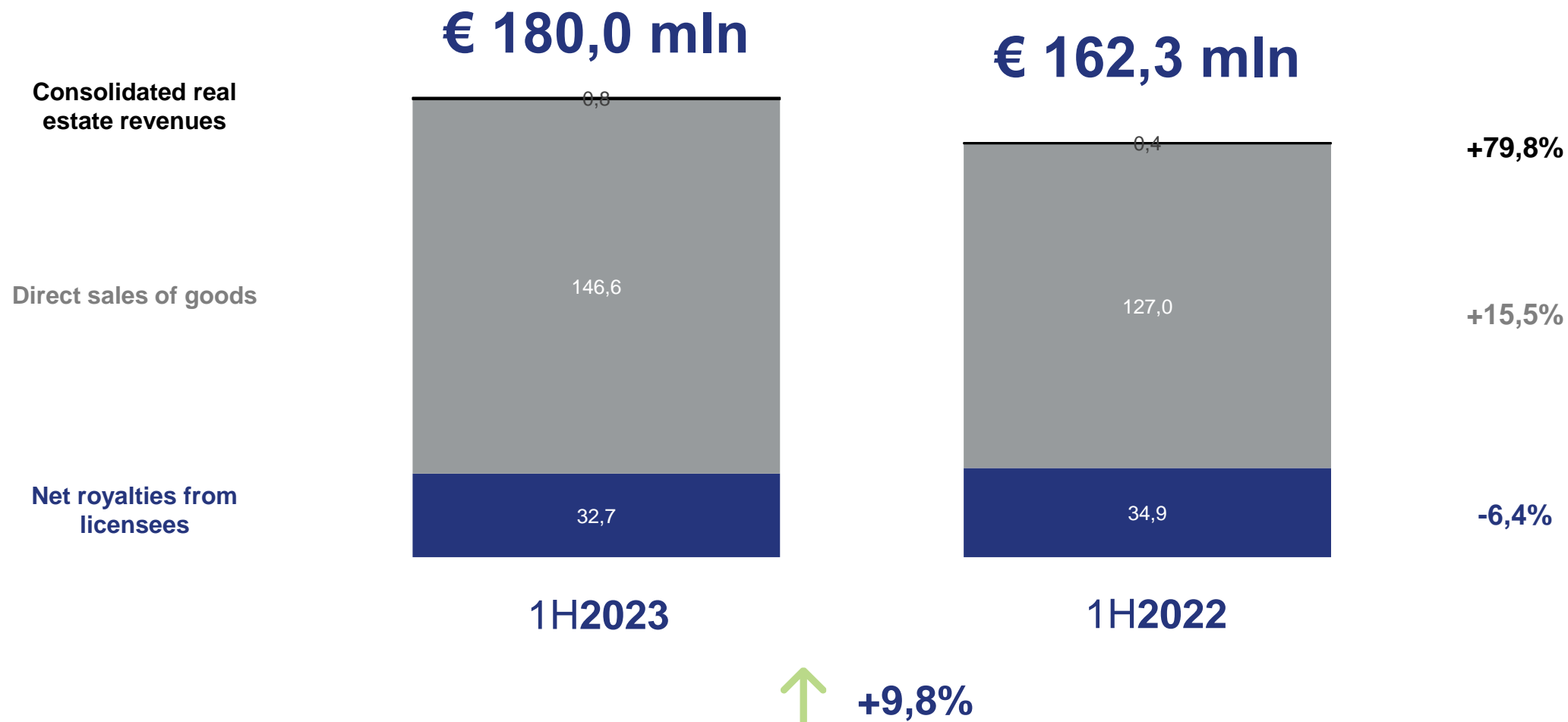
SEBAGO
PORTLAND - MAINE - USA

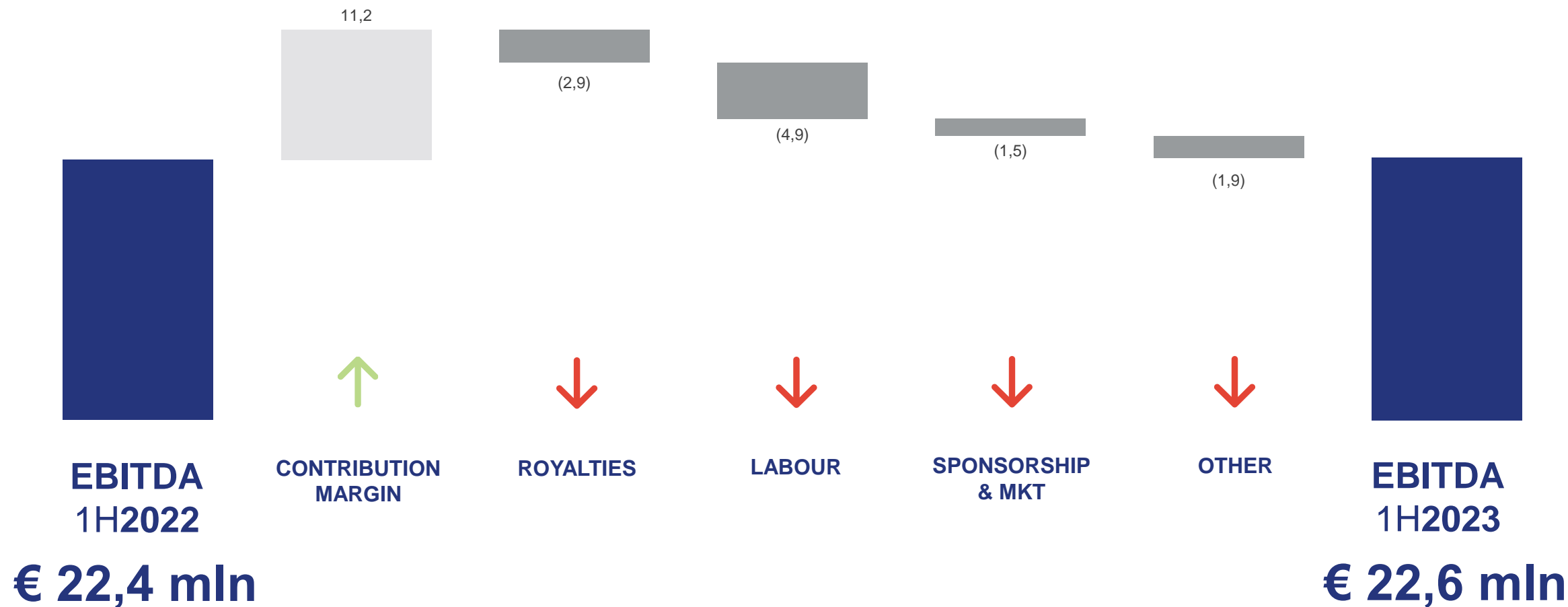


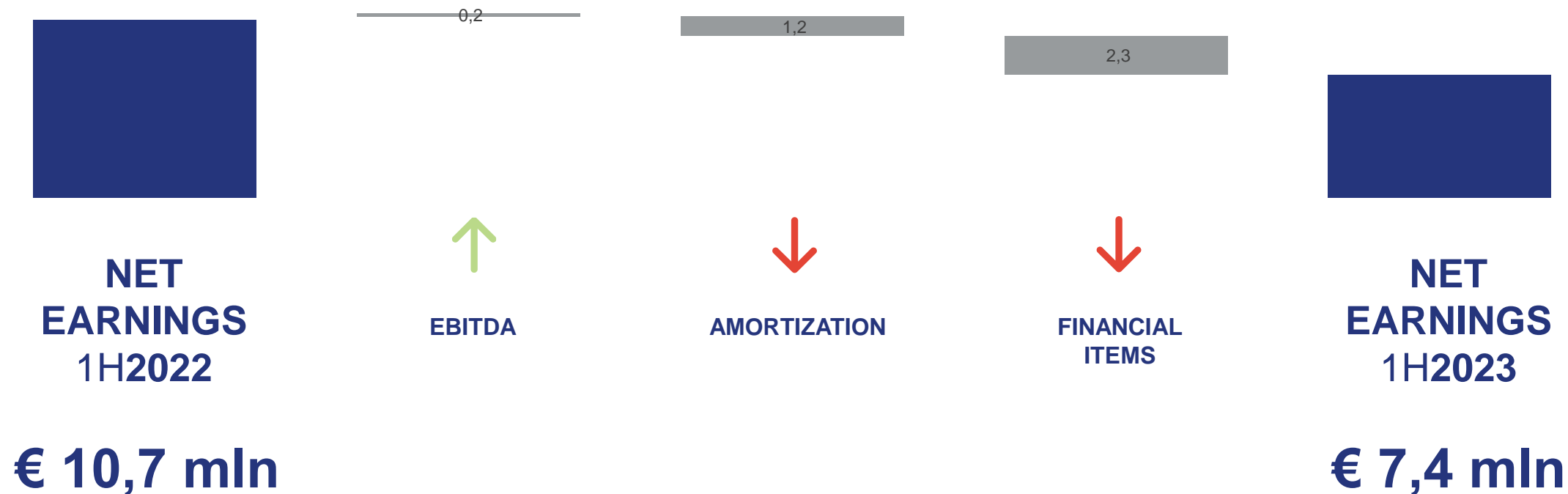

The Earth Collection: second co-lab with Hanami

03

GROUP INTERIM RESULTS
1H 2023

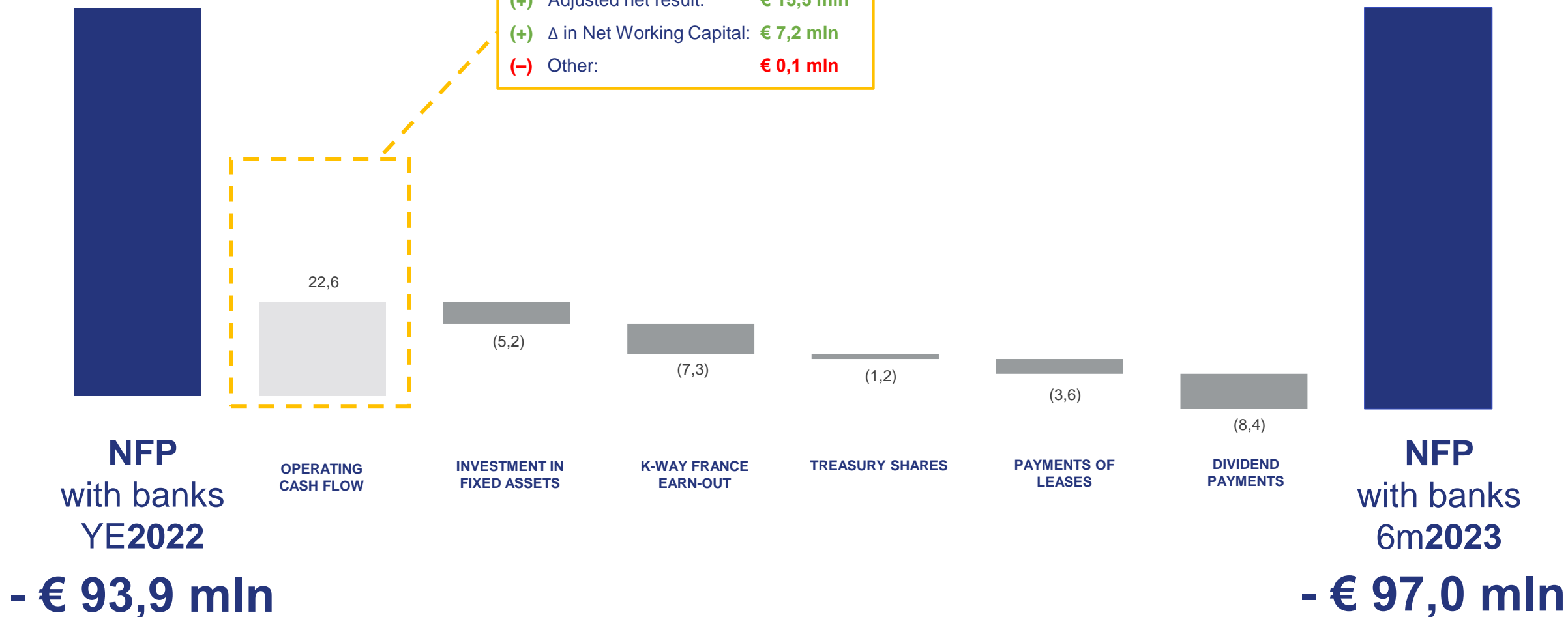






in € .000	30.06.23	in %	31.12.22	in %	30.06.22	in %
Sub-total net money holdings	(37.427)	27,1%	(26.439)	18,7%	(29.063)	24,4%
Short-term portion of m/l term loans	(15.428)		(15.423)		(12.479)	
Short-term net financial position	(52.854)	38,2%	(41.862)	29,5%	(41.543)	34,8%
Long-term portion of m/l term loans	(44.021)		(51.756)		(30.617)	
Financial leasing payables	(153)		(259)		(380)	
Sub-total loans and leasing payables	(44.174)	31,9%	(52.014)	36,7%	(30.997)	26,0%
Net financial position with banks	(97.028)	70,1%	(93.876)	66,3%	(72.540)	60,8%
Right of use debts	(31.570)		(30.734)		(33.118)	
Payables for future acquisition of company shares	(9.738)		(17.081)		(13.598)	
Net financial position	(138.336)	100,0%	(141.691)	100,0%	(119.256)	100,0%

(+) Adjusted net result: € 15,5 mln
(+) Δ in Net Working Capital: € 7,2 mln
(-) Other: € 0,1 mln



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



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THANK YOU