



2023 PRELIMINARY RESULTS CONFERENCE CALL

TURIN, 13 FEBRUARY 2024



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GROUP INTERIM RESULTS
FY 2023

01

EXECUTIVE SUMMARY

Growing direct revenues (€ 396,8 mln,+2,7%) matched by a strong cash generation from operations. Direct sales of goods (€ 332,8 mln) at +6,4% YoY in a scenario of uncertainty that saw a decrease in sales of commercial licensees. EBITDA at € 58,1 million (€ 60,9 on FY22).

TOTAL AGGREGATED SALES

12m aggregated sales amounted to € 1,1 billion (-10,4% YoY) as aggregated sales of sourcing centers (ASSC) were reduced by -13,5% compared to 2022 exceptional purchases following covid and logistics disruption.

EBITDA

EBITDA stood at € 58,1 mln (€ 60,9 mln in 2022) as the Group kept investing in communication and human resources to foster and sustain long term growth. The positive operating result was converted in a strong generation of cash (operating cash flow just shy of € 40 mln).

GROUP CONSOLIDATED REVENUES

Group consolidated revenues amounted to € 396,8 mln (+2,7% YoY) thanks to the continuous improvement of sales of goods in directly-operated markets (+8,6% YoY) that more than offset the slowdown of royalties coming from third-party licensees.

NFP WITH BANKS

Net Financial Position with banks at € 92,6 mln (compared to € 93,9 mln at YE 2022) as the Group has paid the first instalment of K-Way France earn-out, distributed roughly € 9,0 mln in dividends and purchased treasury shares for € 2,5 mln.



TOTAL AGGREGATED SALES (TAS)

€ 1.141,1 mln

-10,4% vs 2022 (€ 1.273,1 mln)



EBITDA

€ 58,1 mln

-4,6% vs 2022 (€ 60,9 mln)



GROUP CONSOLIDATED REVENUES

€ 396,8 mln

+2,7% vs 2022 (€ 386,1 mln)



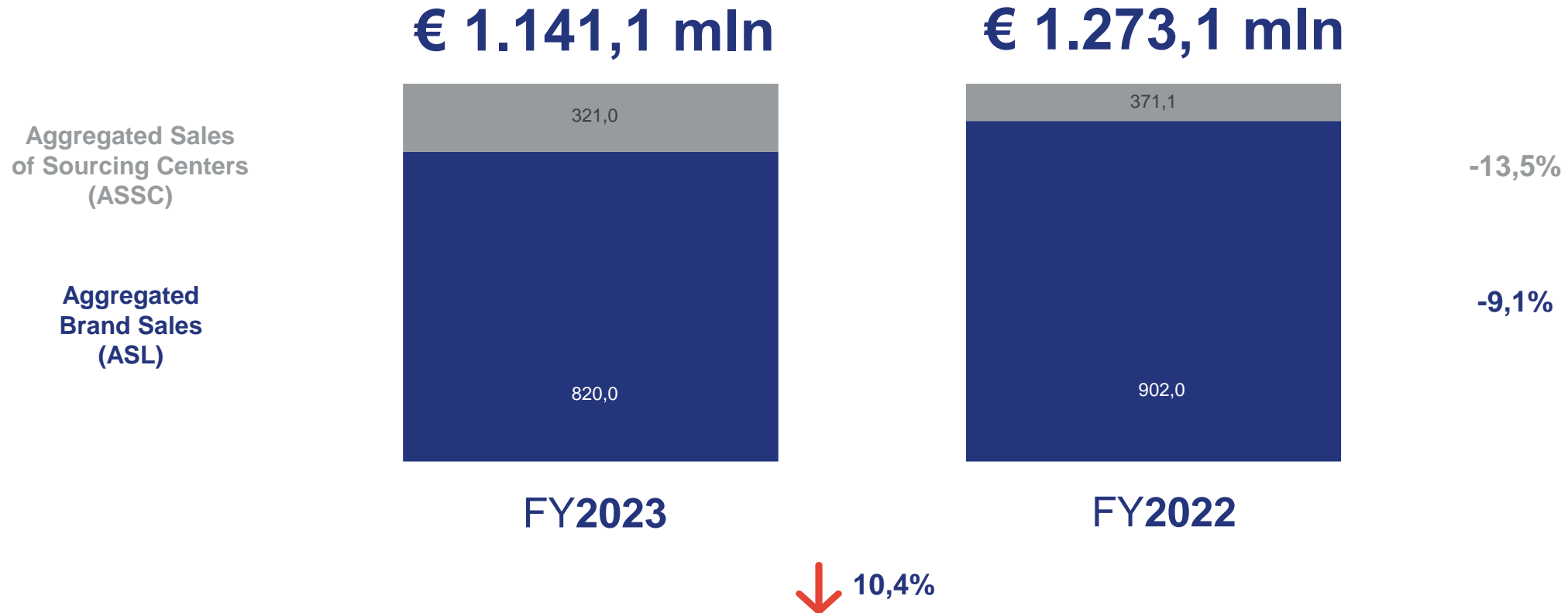
NFP WITH BANKS

- € 92,6 mln

+ € 1,3 mln vs 2022 (- € 93,9 mln)

02

NETWORK ACTIVITY
FY 2023



in € million	31.12.23	in %	31.12.22	in %	Var	Var %
Europe	591,1	72,1%	612,3	67,9%	(21,1)	-3,5%
Asia and Oceania	55,9	6,8%	71,8	8,0%	(15,8)	-22,0%
Americas	73,9	9,0%	114,3	12,7%	(40,4)	-35,4%
Middle East and Africa	99,1	12,1%	103,6	11,5%	(4,6)	-4,4%
Total ASL	820,0	100,0%	902,0	100,0%	(81,9)	-9,1%

02 NETWORK ACTIVITY
AT 31/12/2023



Launch of the new capsule collection Kappa Palace x Alpine F1

Q4 MARKETING



Kappa will sponsor the 24 Hours of Le Mans for the next three editions



Kappa is the new sponsor of the
Major League Rugby



Lifestyle collection for FC Caen in
collaboration with Saint James



Launch of the new Balenciaga ski helmet, produced in co-lab with Briko

BRIKO
**SPORTSMAN
BY VOCATION**

GIACOMO BERTAGNOLLI

Briko supporting paralympic athlete Giacomo Bertagnolli



Team Esplora discovering Nepal kitted and supported by Briko



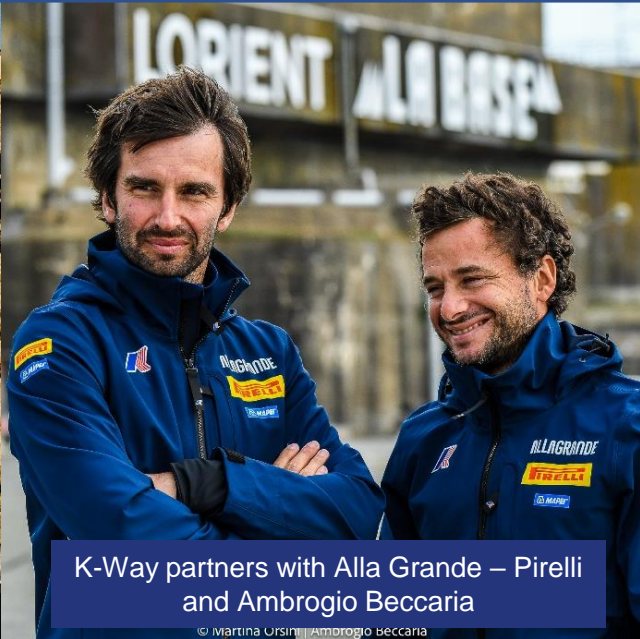
02 NETWORK ACTIVITY

AT 31/12/2023



K-Way launches the new skiwear collection, supported by several activation projects through the most exclusive ski slopes in Europe

Q4 MARKETING



K-Way partners with Alla Grande – Pirelli and Ambrogio Beccaria

© Martina Ursini | Ambrogio Beccaria



The 14th edition of Artissima, sponsored by K-Way, kicks-off



K-Way and Cultivi unveil "After Rain", their first fragrance



Opening of the second Spanish K-Way Store, in Madrid

02 NETWORK ACTIVITY

AT 31.12.23



Superga and Missoni announce the launch of a new capsule collection

Q4 MARKETING



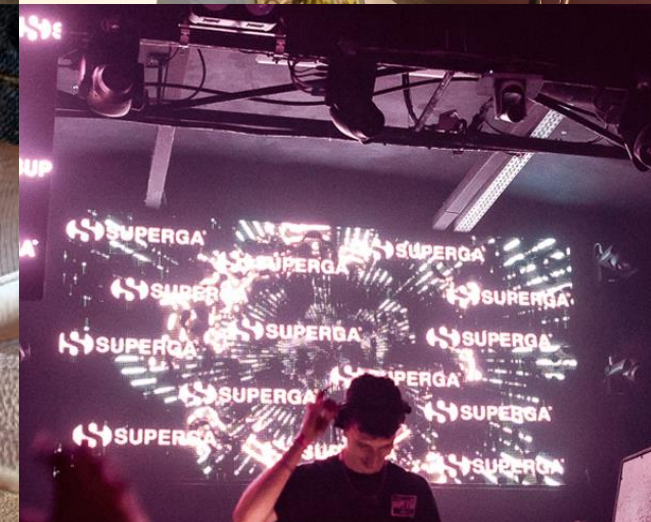
Superga launches the new co-lab with Drea Chong in Singapore



Launch of the first co-lab with Australian fashion brand Camilla



Superga launches the new Lendl Match sneakers at the ATP Finals in Turin



Superga sponsors the 16th edition of Movement Festival



Drake's
by
SEBAGO

The second co-lab with Drake's is unveiled through a road video in Maine



Sebago Yearbook

Issue /
2023

Cult classic and
timeless icon:
the penny loafer

From jazz to skating,
the clubs that made
Ivy style famous

The codification
of a cultural
phenomenon:
Ivy League
hits Japan

A voyage through
the kaleidoscopic
beauty of Maine

Craft
with a
the jour
of the ice
Docks

The passion
people
Sebago
Yacht C

Launch of the first "Sebago Yearbook"



David Marx presents his book
"Ametora" at Sebago Milan



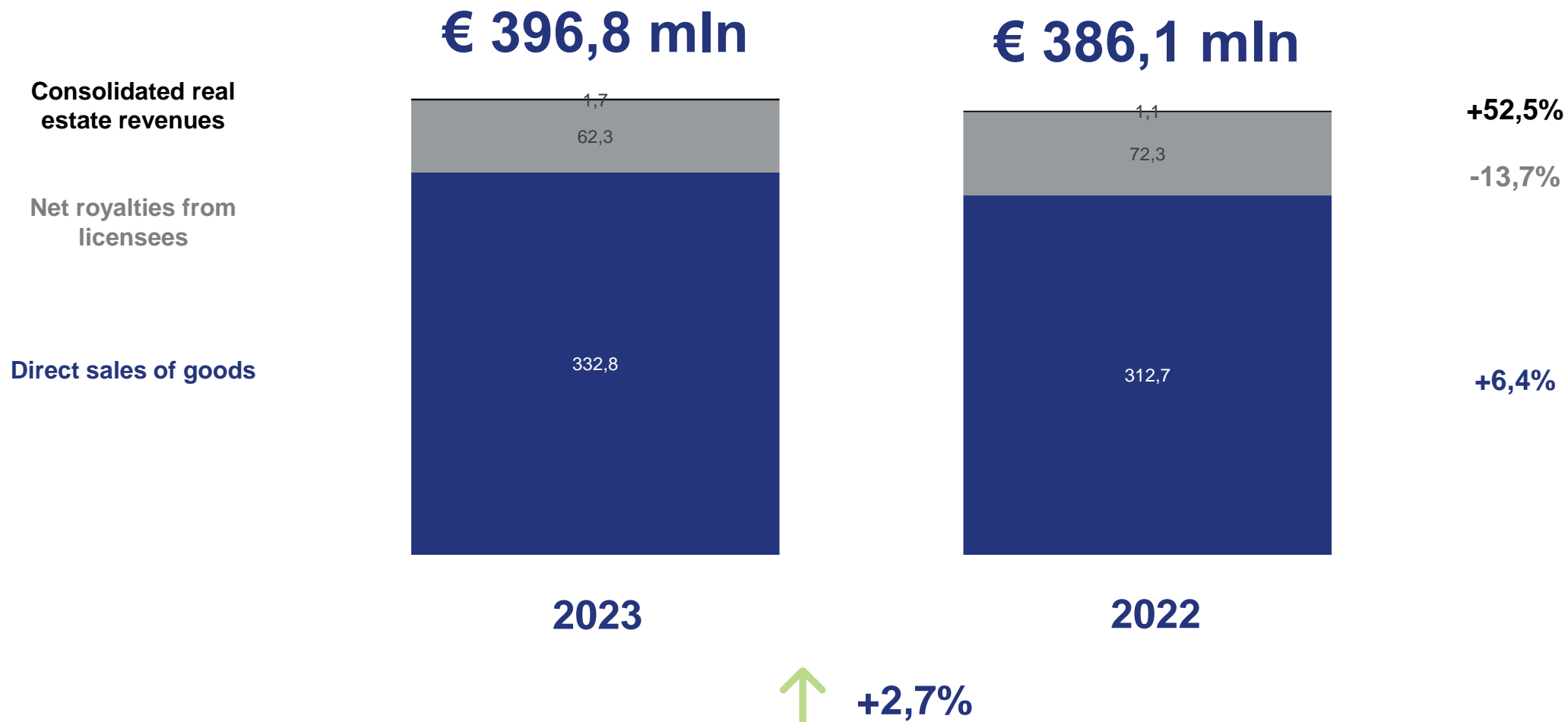
Olympic swimmer Greg Paltrinieri
hosted at Sebago Rome

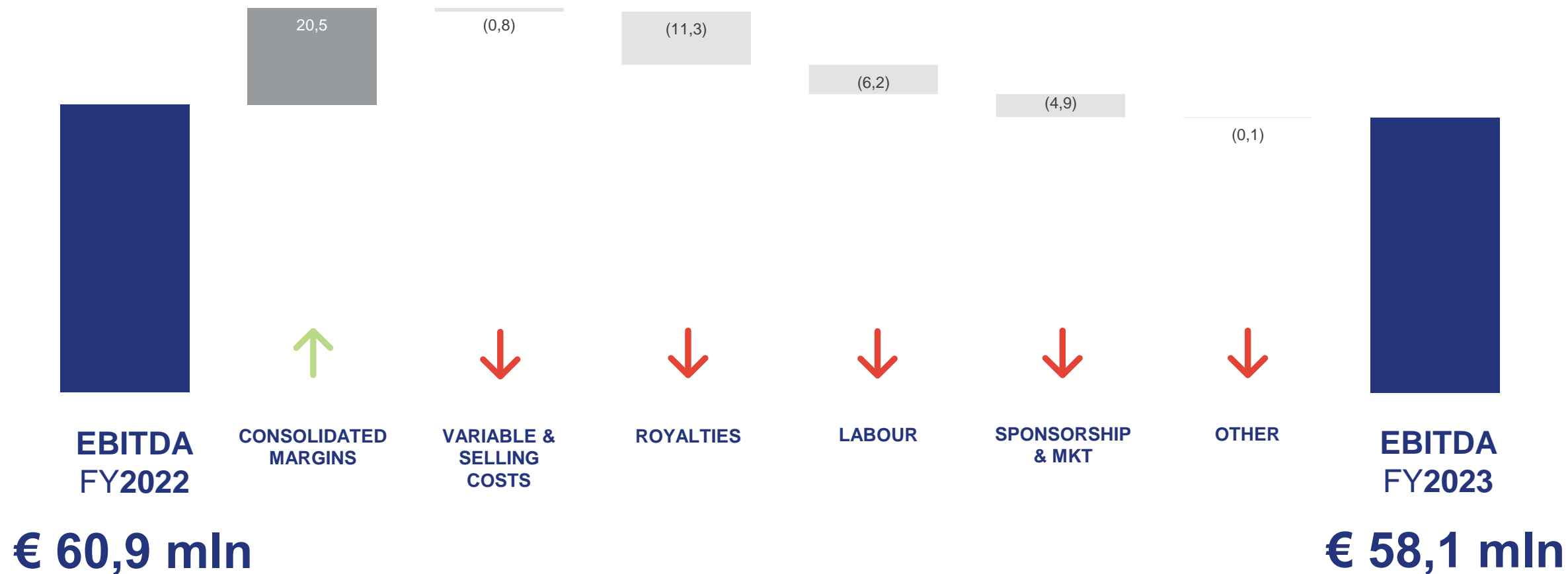


Opening of the new
monobrand store in Torino

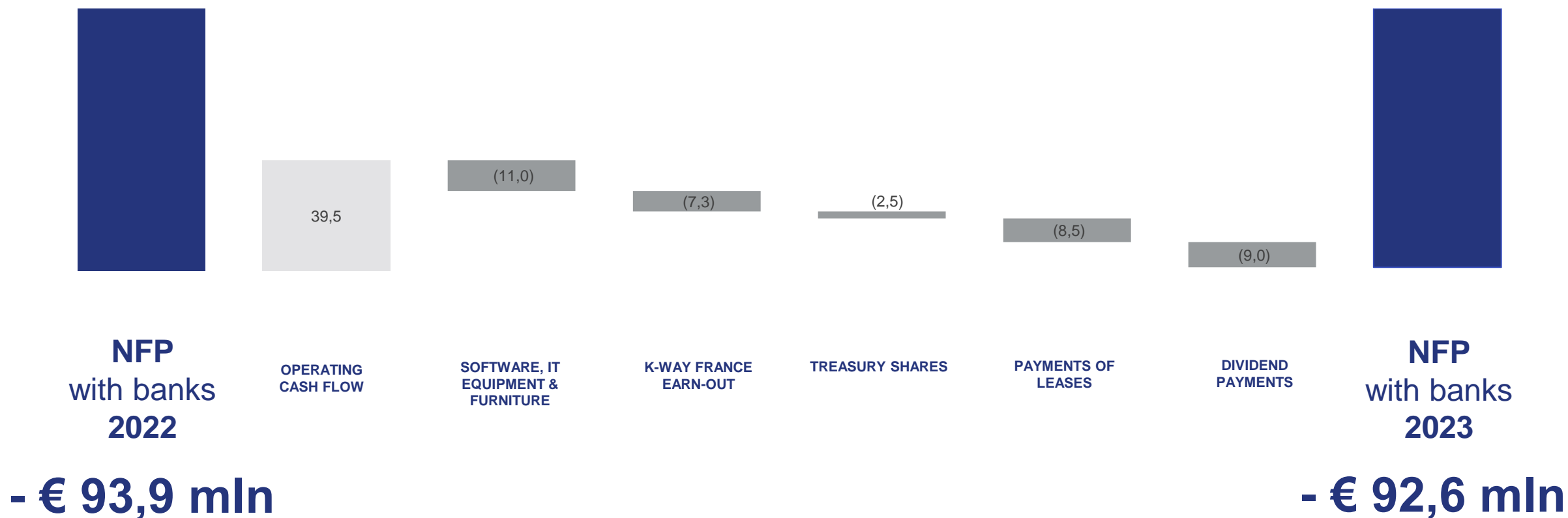
03

GROUP INTERIM RESULTS
FY 2023





in € .000	31.12.23	in %	31.12.22	in %	Var	Var%
Sub-total net money holdings	(39.059)	28,1%	(26.439)	18,7%	(12.621)	47,7%
Short-term portion of m/l term loans	(14.330)		(15.423)		1.093	-7,1%
Short-term net financial position	(53.390)	38,4%	(41.862)	29,5%	(11.528)	27,5%
Long-term portion of m/l term loans	(39.136)		(51.756)		(12.620)	
Financial leasing payables	(83)		(259)		176	-67,9%
Sub-total loans and leasing payables	(39.219)	28,2%	(52.014)	36,7%	12.795	-24,6%
Net financial position with banks	(92.609)	66,6%	(93.876)	66,3%	1.267	-1,3%
Right of use debts	(36.778)		(30.734)		(6.044)	19,7%
Payables for future acquisition of company shares	(9.738)		(17.081)		7.343	-43,0%
Net financial position	(139.125)	100,0%	(141.691)	100,0%	2.566	-1,8%



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



BasicNet[®]

THANK YOU