



## 9m 2024 RESULTS CONFERENCE CALL

TURIN, 29<sup>TH</sup> OCTOBER 2024

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EXECUTIVE SUMMARY

02



NETWORK ACTIVITY  
9m 2024

03



GROUP INTERIM RESULTS  
9m 2024

# 01

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**EXECUTIVE SUMMARY**

**9m Consolidated revenues in line with Y-1, with a better Y-o-Y performance in Q3 thanks to the increase in sales of products as the Group strengthens its direct presence on European markets. Net indebtedness with banks in continuous reduction compared to Q3 2023, with strong cash flow expected in Q4.**

### **TOTAL AGGREGATED SALES**

9m aggregated sales amounted to € 846,8 mln (-1,4% YoY) with mixed performances across the Brands. Aggregated sales of sourcing centers (ASSC) were reduced by -4,3% compared to 9m23 as the rationalization of direct purchases continues. ASL went down -0,2% with a turnaround in Q3 standalone (+1,9%).

### **EBITDA**

EBITDA stood at € 40,6 mln (€ 44,7 mln in 9m2023) as the gap versus precious year was reduced by a solid result in Q3 (+4,3%). Entry and exit fees from licensees more than offset the reduction in direct royalties, whereas labour costs report the same trend as per H1 due to the strengthening of the retail workforce.

### **GROUP CONSOLIDATED REVENUES**

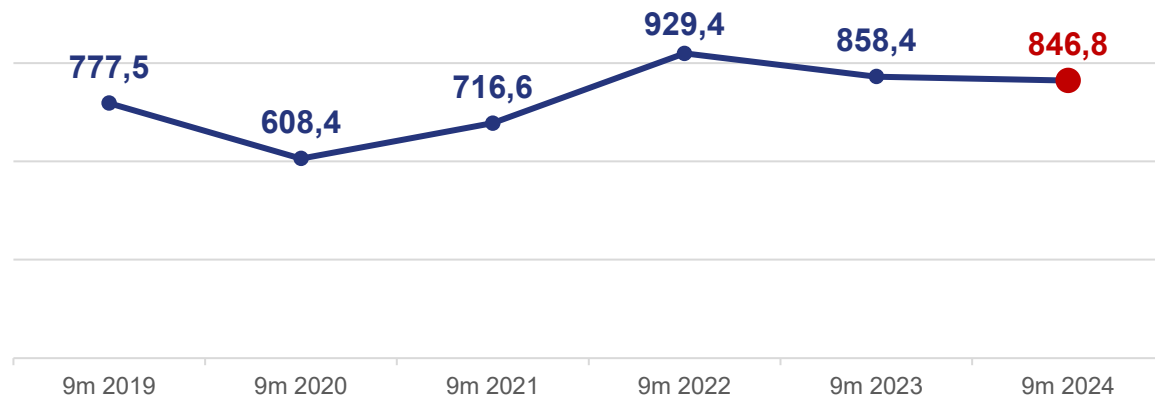
Group consolidated revenues amounted to € 296 mln (-0,4% YoY, +4,0% Q3 24 vs Q3 23): the recovery in direct sales recorded in Q2 has been steady over the Q3 with strong wholesale deliveries and a promising retail activity heading into Q4. Royalties from licensees followed the same dynamics as aggregated sales.

### **NFP WITH BANKS**

Net Financial Position with banks at € 108,6 mln (compared to € 92,6 mln at YE 2023 and € 125,6 at 9m 23). Cash flow of the quarter has been negative consistently with the usual seasonality, as the cash-in of trade AR coming from a strong wholesale activity will improve the YE Net financial position.

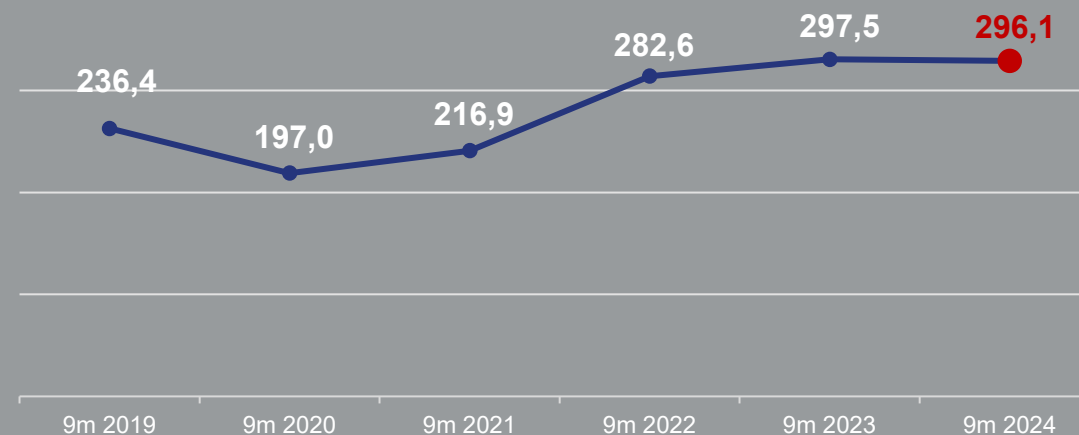
## TOTAL AGGREGATED SALES (TAS)

€ 846,8 mln



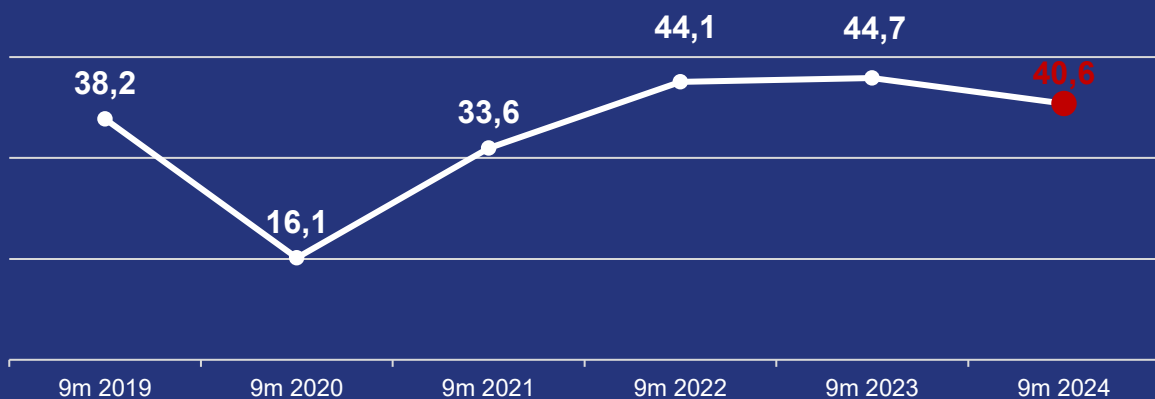
## CONSOLIDATED REVENUES

€ 296,1 mln



## EBITDA

€ 40,6 mln



## NFP WITH BANKS

- € 108,6 mln

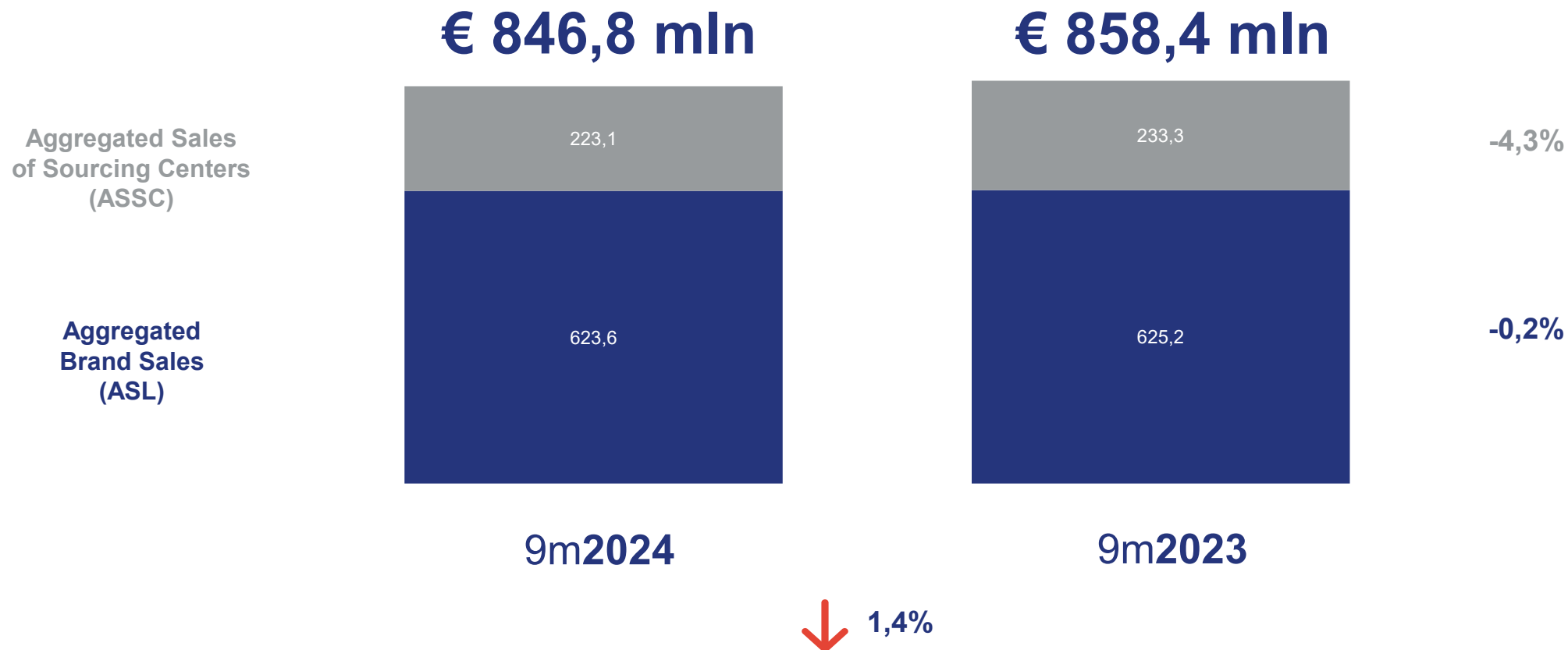


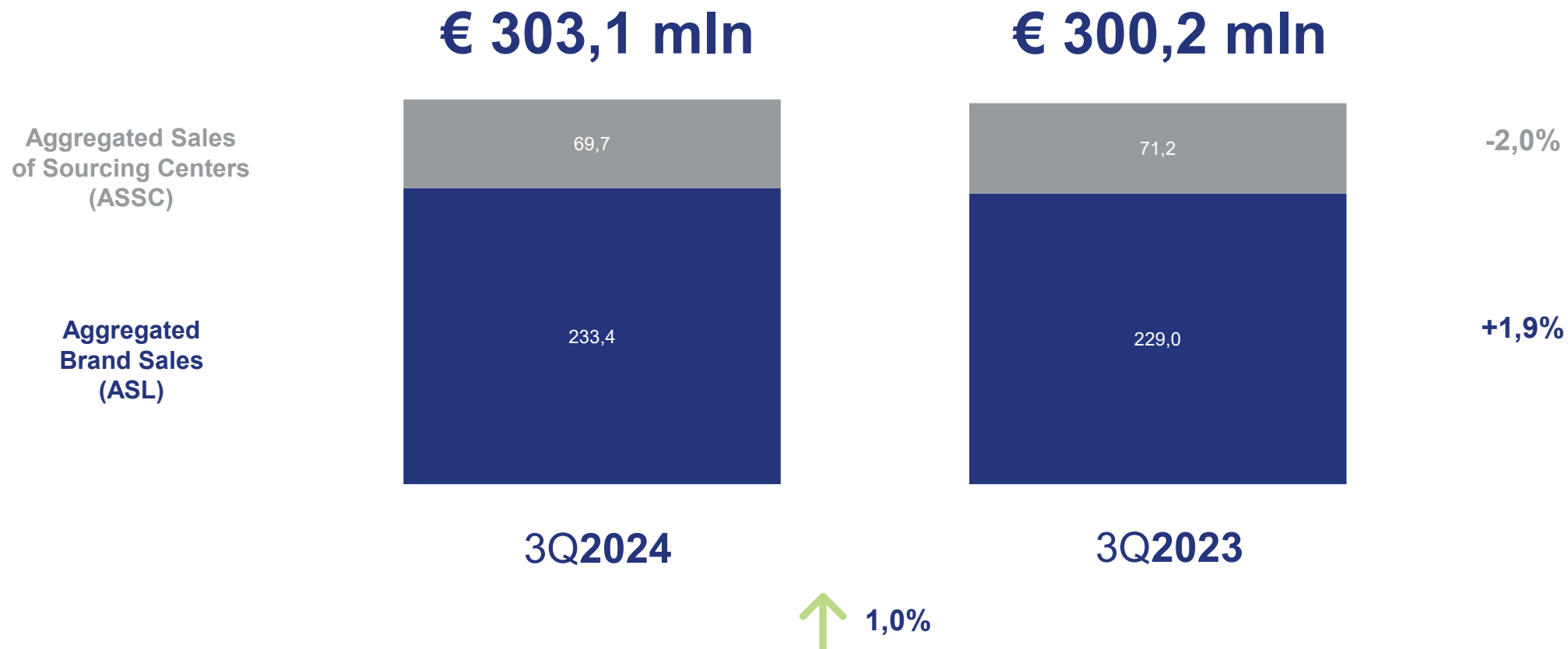
# 02

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**NETWORK ACTIVITY**

9m 2024







in € million	30.09.24	in %	30.09.23	in %	Var	Var %
Europe	477,0	76,5%	444,6	71,1%	32,5	7,3%
Asia and Oceania	31,1	5,0%	41,3	6,6%	- 10,2	-24,7%
Americas	44,2	7,1%	64,0	10,2%	- 19,8	-30,9%
Middle East and Africa	71,3	11,4%	75,3	12,0%	- 4,0	-5,4%
<b>Total ASL</b>	<b>623,6</b>	<b>100,0%</b>	<b>625,2</b>	<b>100,0%</b>	<b>- 1,5</b>	<b>-0,2%</b>



Kappa Futur Festival



America's cup

## Q3 MARKETING



Kappa | Kombat



Briko | Jazz Re Found



Kappa | Les Ardentes

**BRIKO**





## 02 NETWORK ACTIVITY AT 30/09/24

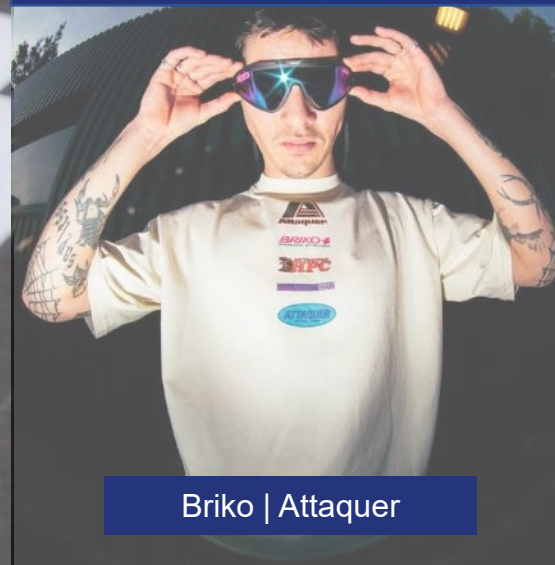


Briko | Italian Bike



Kappa | VR46 Racing Team

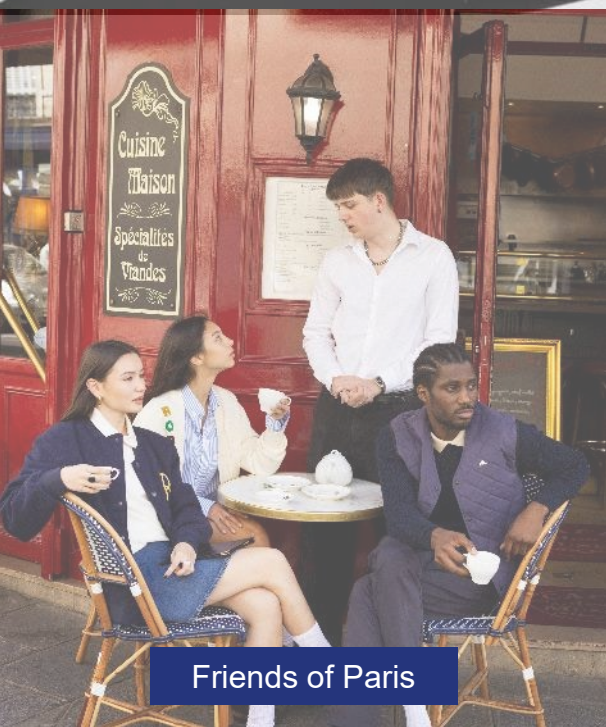
## Q3 MARKETING



Briko | Attaquer



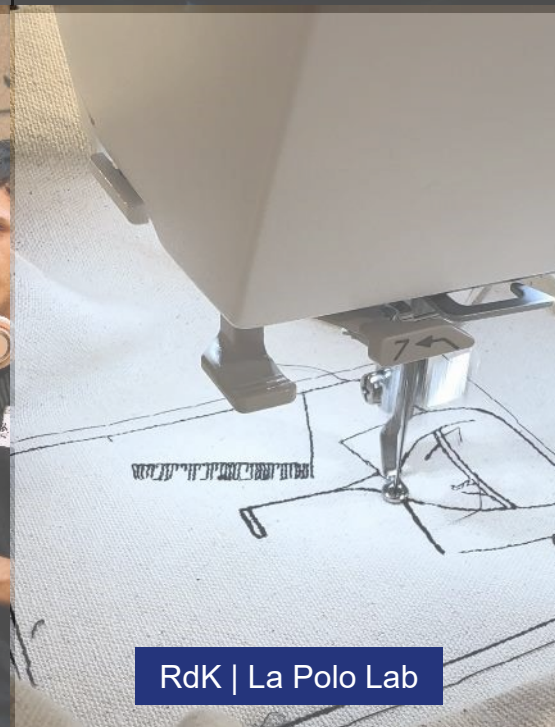
RdK | La Polo



Friends of Paris



Kappa | Campari



RdK | La Polo Lab

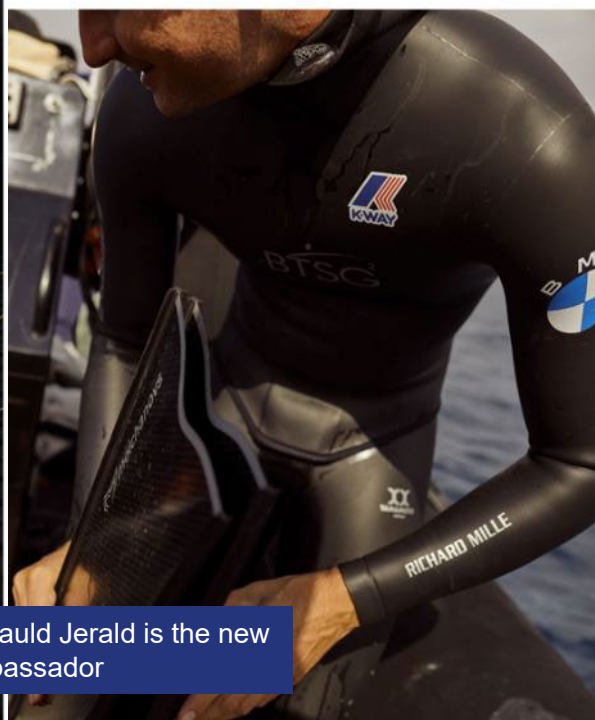


Kappa | Cruel Pancake





Freediving World champion Arnauld Jerald is the new K-Way Brand Ambassador



## Q3 MARKETING



K-Way and Soeur launch their second fall-winter collab



K-Way X Coral Gardeners capsule collection



K-Way brand ambassador Shownu is a guest star at the opening event of a pop-up store in Seoul



The first K-Way and Ulla Johnson fall-winter capsule collection arrives in stores



## 02 NETWORK ACTIVITY AT 30/09/2024



Superga AU x Camilla



## Q3 MARKETING



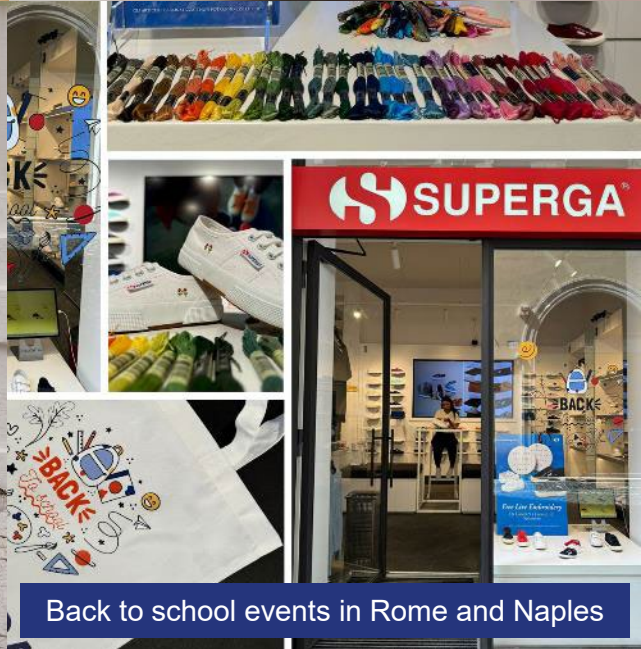
Superga X Viktor&Rolf



Superga at "Italia Geniale" in Tokyo



Superga X Kelly Rutherford FW



Back to school events in Rome and Naples



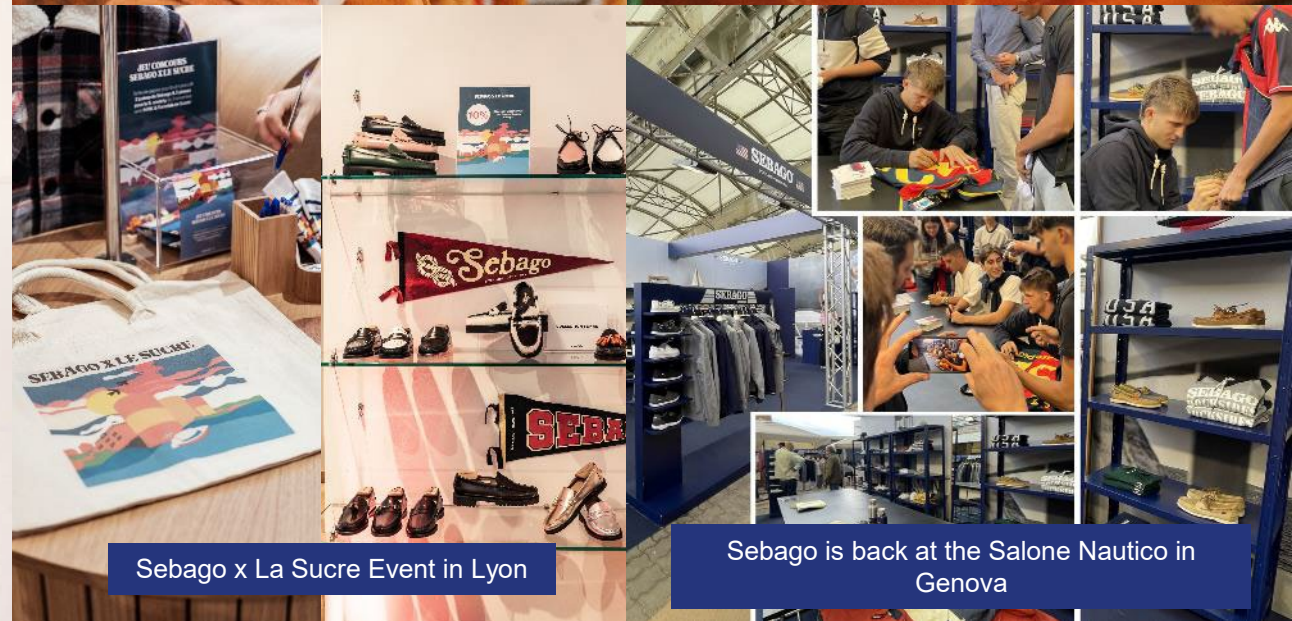


Sebago presents the "forte\_forte loves Sebago" capsule

## Q3 MARKETING



Sebago x HTC Los Angeles



Sebago x La Sucre Event in Lyon

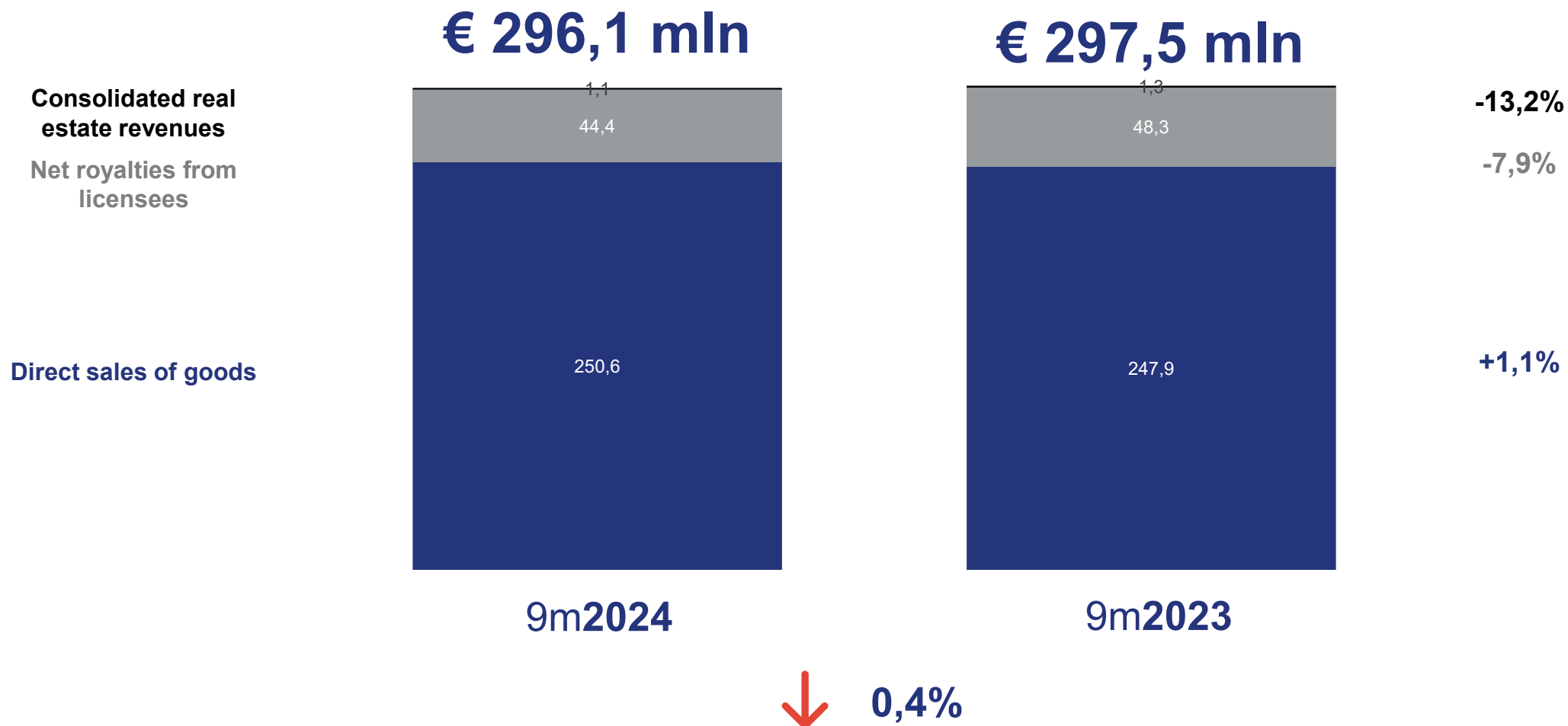
Sebago is back at the Salone Nautico in Genova

# 03

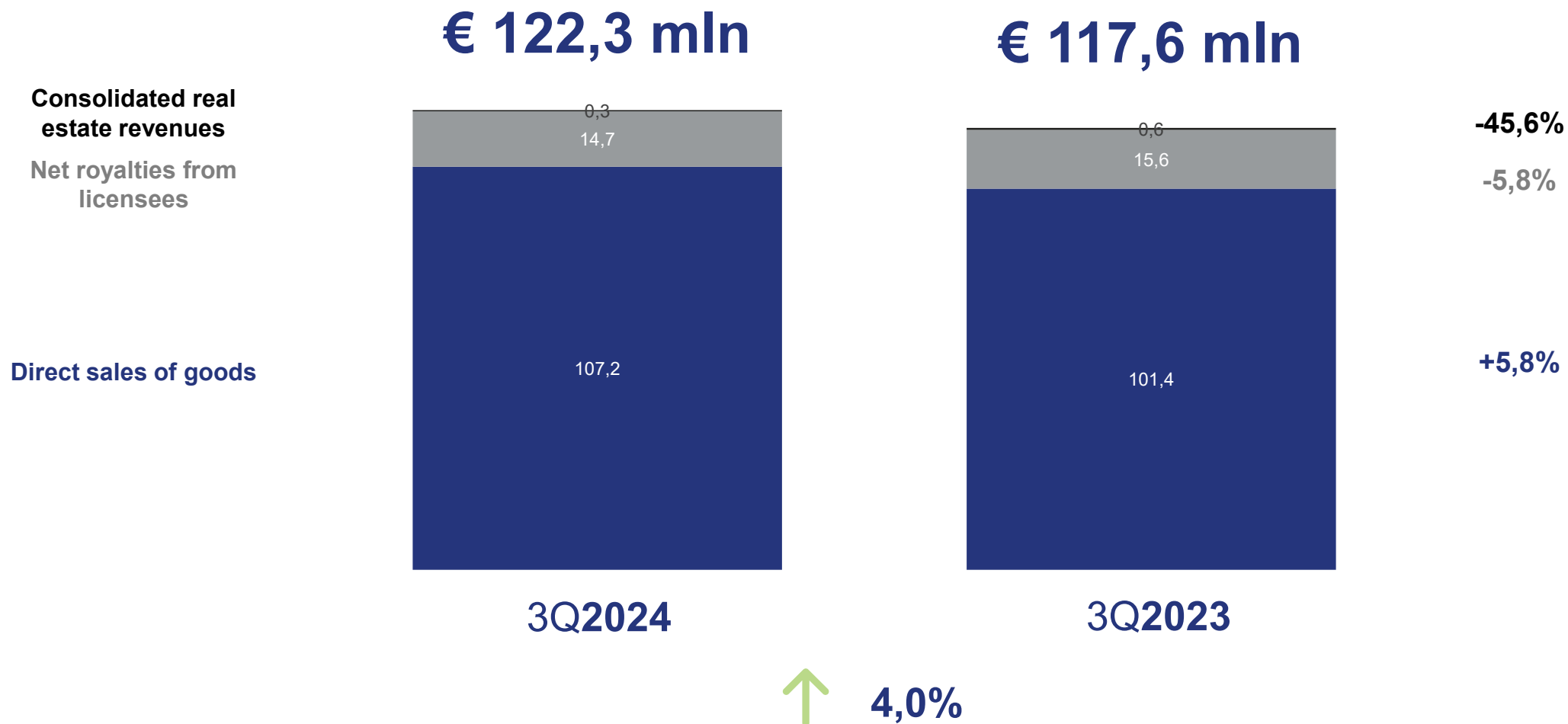
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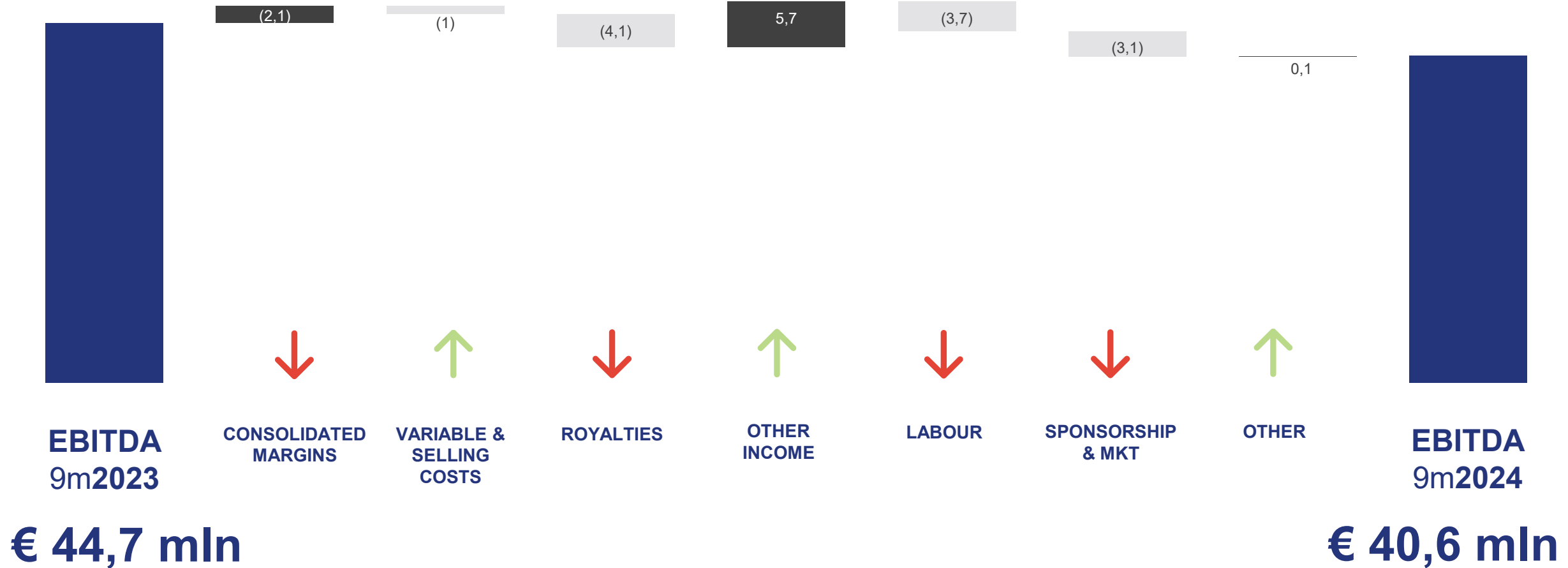
## GROUP INTERIM RESULTS

9m 2024

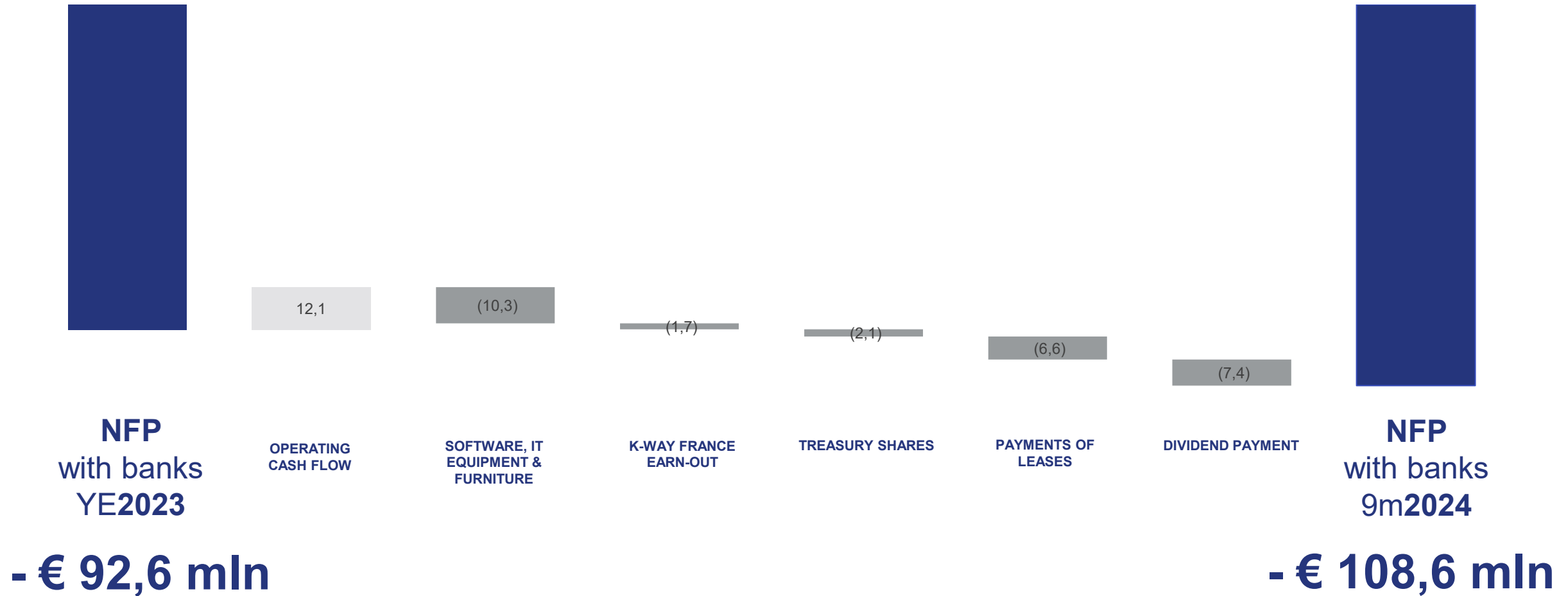


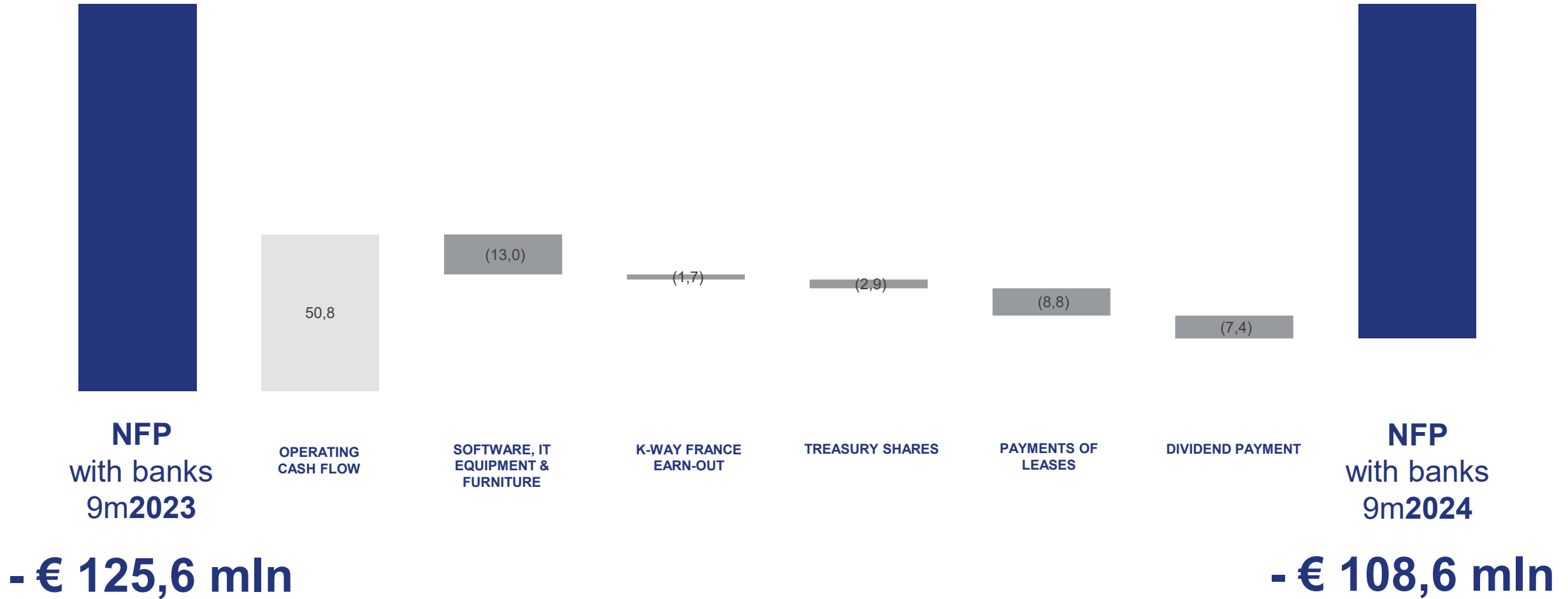






in € .000	30.09.24	in %	30.09.23	in %	Var	Var%
<b>Sub-total net money holdings</b>	(66.223)	41,25%	(68.789)	40,9%	2.566	-3,73%
Short-term portion of m/l term loans	(11.340)		(14.681)		3.342	
<b>Short-term net financial position</b>	<b>(77.563)</b>	<b>48,31%</b>	<b>(83.470)</b>	<b>49,6%</b>	<b>5.907</b>	<b>29,50%</b>
Long-term portion of m/l term loans	(30.668)		(42.030)		11.362	
Financial leasing payables	(320)		(116)		(204)	
<b>Sub-total loans and leasing payables</b>	<b>(30.988)</b>	<b>19,30%</b>	<b>(42.146)</b>	<b>25,0%</b>	<b>11.158</b>	<b>-26,48%</b>
<b>Net financial position with banks</b>	<b>(108.550)</b>	<b>67,61%</b>	<b>(125.616)</b>	<b>74,6%</b>	<b>17.066</b>	<b>-13,59%</b>
Right of use debts	(43.920)		(32.990)		(10.929)	
Payables for future acquisition of company shares	(8.081)		(9.738)		1.657	
<b>Net financial position</b>	<b>(160.552)</b>	<b>100,00%</b>	<b>(168.345)</b>	<b>100,0%</b>	<b>7.793</b>	<b>-4,63%</b>





## GLOSSARY AND ALTERNATIVE PERFORMANCE MEASURES

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<b>Commercial licensees or licensees</b>	independent business owners, granted licenses to distribute Group brand products in their respective regions
<b>Productive licensees or sourcing centers</b>	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
<b>Total Aggregated Sales (TAS)</b>	the sum of Aggregated Brand Sales (ASL) and Aggregated Sales of Sourcing Centers (ASSC)
<b>Aggregated Brand Sales (ASL)</b>	sales by commercial licensees – that generate royalties for BasicNet Group – and sales by the Group companies
<b>Aggregated Sales of Sourcing Centers (ASSC)</b>	sales by productive licensees – that generate sourcing commissions for BasicNet Group
<b>Consolidated revenues</b>	the sum of royalties, sourcing commissions, sales of products made by BasicNet Group companies and real estate revenues
<b>EBITDA</b>	“operating result” before “amortisation and depreciation”
<b>Net Financial Position</b>	total of current and medium/long-term financial payables, less cash and cash equivalents and other current financial assets
<b>Net Financial Position with banks</b>	Net Financial Position, excluding IFRS 16 and financial liabilities for the acquisition of businesses



THANK YOU