



2024 PRELIMINARY RESULTS CONFERENCE CALL

TURIN, 12TH FEBRUARY 2025



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FY 2024

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GROUP INTERIM RESULTS
FY 2024

01

EXECUTIVE SUMMARY

12m Consolidated revenues and EBITDA grow at an historic high, with a Q4 performance of double digit growth Y-o-Y in both direct sales and royalties from licensees. Net indebtedness with banks in continuous reduction compared to 2023 after dividends and buyback.

TOTAL AGGREGATED SALES

12m aggregated sales amounted to € 1.178,5 mln (+3,3% YoY) with mixed performances across the Brands. Aggregated sales of sourcing centers (ASSC) were reduced by -2,3% compared to 2023 as the rationalization of direct purchases continues. ASL went up +5,4% on a Y-o-Y basis thanks to a roaring Q4 (+23,7%).

EBITDA

EBITDA stood at € 61,1 mln (€ 58,1 mln in 2023) – equally an historic high for the Group. Q4 contributed + € 7,0 mln compared to 2023 with strong contribution from both direct activities and revenues from licensees, driving an improvement in the absorption of fixed and general costs.

GROUP CONSOLIDATED REVENUES

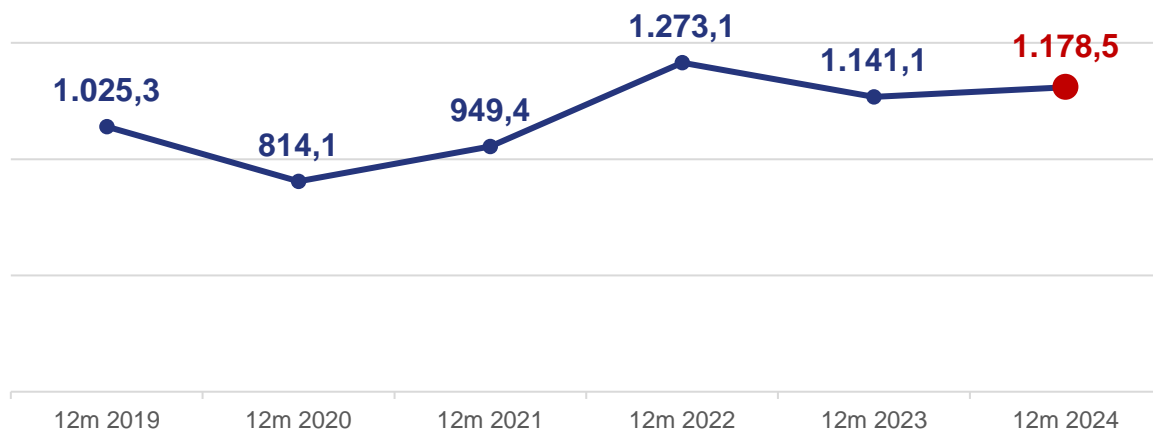
Group consolidated revenues amounted to € 409,2 mln (+3,1% YoY, +13,9% Q4 24 vs Q4 23) reaching the peak in BasicNet history: after a sloppy start of the year for direct sales, the steady recovery in Q2 and Q3 has translated into a strong DTC activity in Q4. Royalties from licensees followed the same dynamics as aggregated sales.

NFP WITH BANKS

Net Financial Position with banks at € 90,8 mln (compared to € 92,6 mln at YE 2023). Operating cash flow of the quarter has been extremely positive with a peak in December, consistently with the usual seasonality. The buy-back activity has seen an uprise compared to Q3 YTD as the overall market volumes have increased.

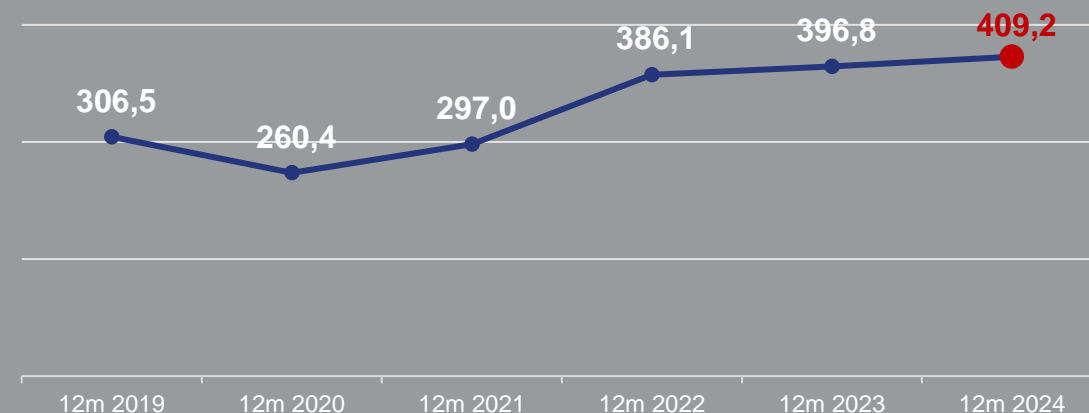
TOTAL AGGREGATED SALES (TAS)

€ 1.178,5 mln



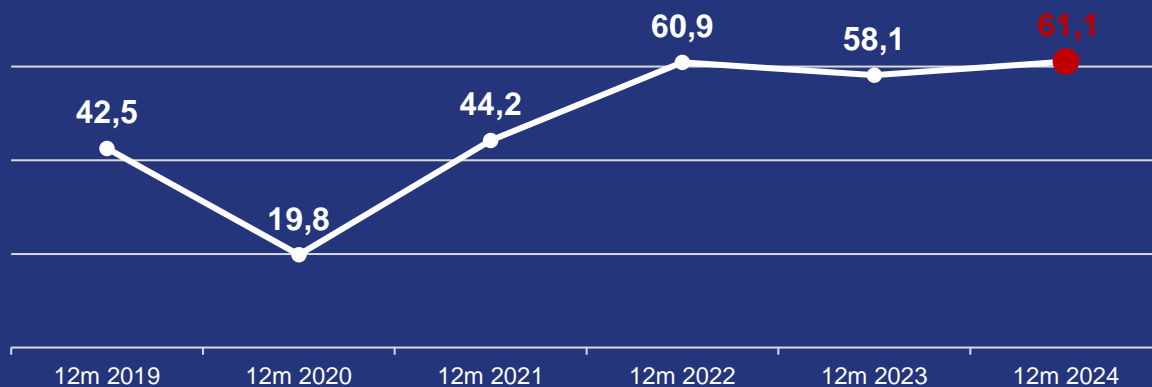
CONSOLIDATED REVENUES

€ 409,2 mln



EBITDA

€ 61,1 mln



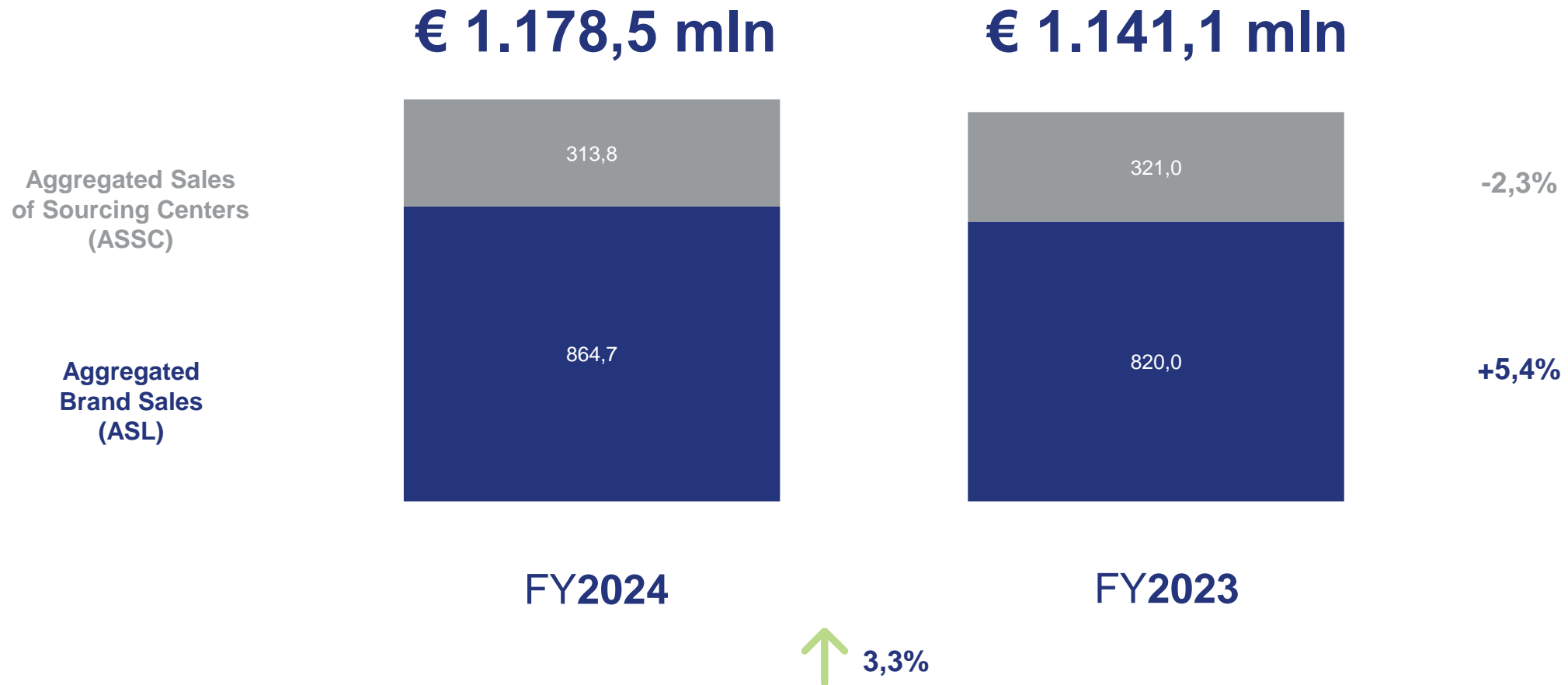
NFP WITH BANKS

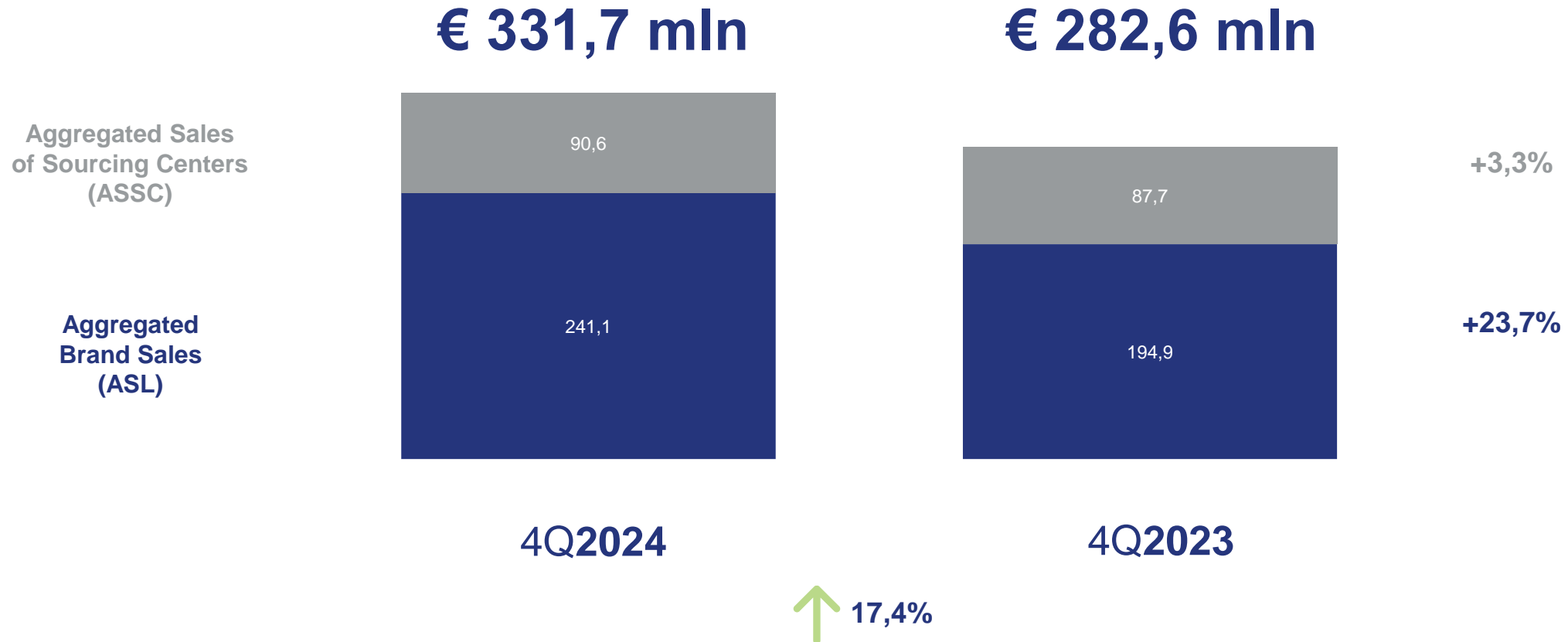
- € 90,8 mln



02

NETWORK ACTIVITY
FY 2024





in € million	31.12.24	in %	31.12.23	in %	Var	Var %
Europe	662,7	76,6%	591,1	72,1%	71,6	12,1%
Asia and Oceania	43,3	5,0%	55,9	6,8%	(12,7)	-22,6%
Americas	58,2	6,7%	73,9	9,0%	(15,7)	-21,3%
Middle East and Africa	100,5	11,6%	99,1	12,1%	1,5	1,5%
Total ASL	864,7	100,0%	820,0	100,0%	44,7	5,4%

BRIKO



KAPPA | GENOA CFC

RDK | LA POLO

BRIKO | XMASTER

WINNING STARTS WITHIN

BRIKO | BARDIANI

KAPPA | POMPEII

KAPPA | TRIESTINA

02 NETWORK ACTIVITY
FY 2024



KAPPA | WARNER



KAPPA | TORINO CITY MARATHON



KAPPA | KALLITHEA FC



KAPPA | SERIE B



KAPPA X EQUIPO FC



BRIKO | ESPLORA



KAPPA | UFL



KAPPA | FC VERSAILLES

Q4 MARKETING

BRIKO





R&D FW 24 COLLECTION



Q4 MARKETING



K-WAY X WOOLMARK



K-WAY X DIEMME



CERVINIA GONDOLA LIFTS



NEW STORE OPENINGS LA
VALLÉE, CHAMONIX



SUPERGA X MAKNA

Q4 MARKETING



GIBOT ROMA GOMMA
COLLECTION



GARDENING WORKSHOP
GOMMA COLLECTION



SUPERGA PARTNER OF
"GARDEN CUP"



SUPERGA NEW STORE
OPENING IN PHILIPPINES

02 NETWORK ACTIVITY FY 2024

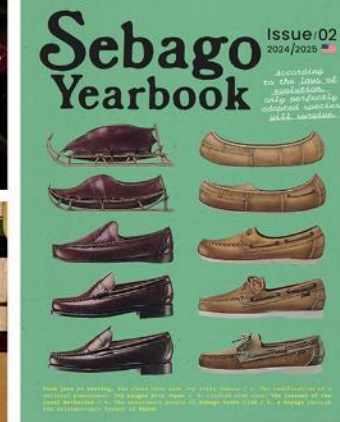
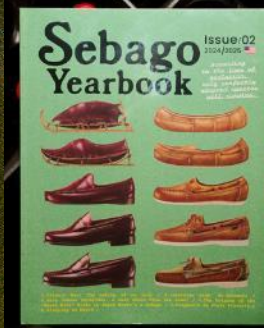


SEBAGO X J.PRESS

Q4 MARKETING

SEBAGO

PORTLAND • MAINE • USA



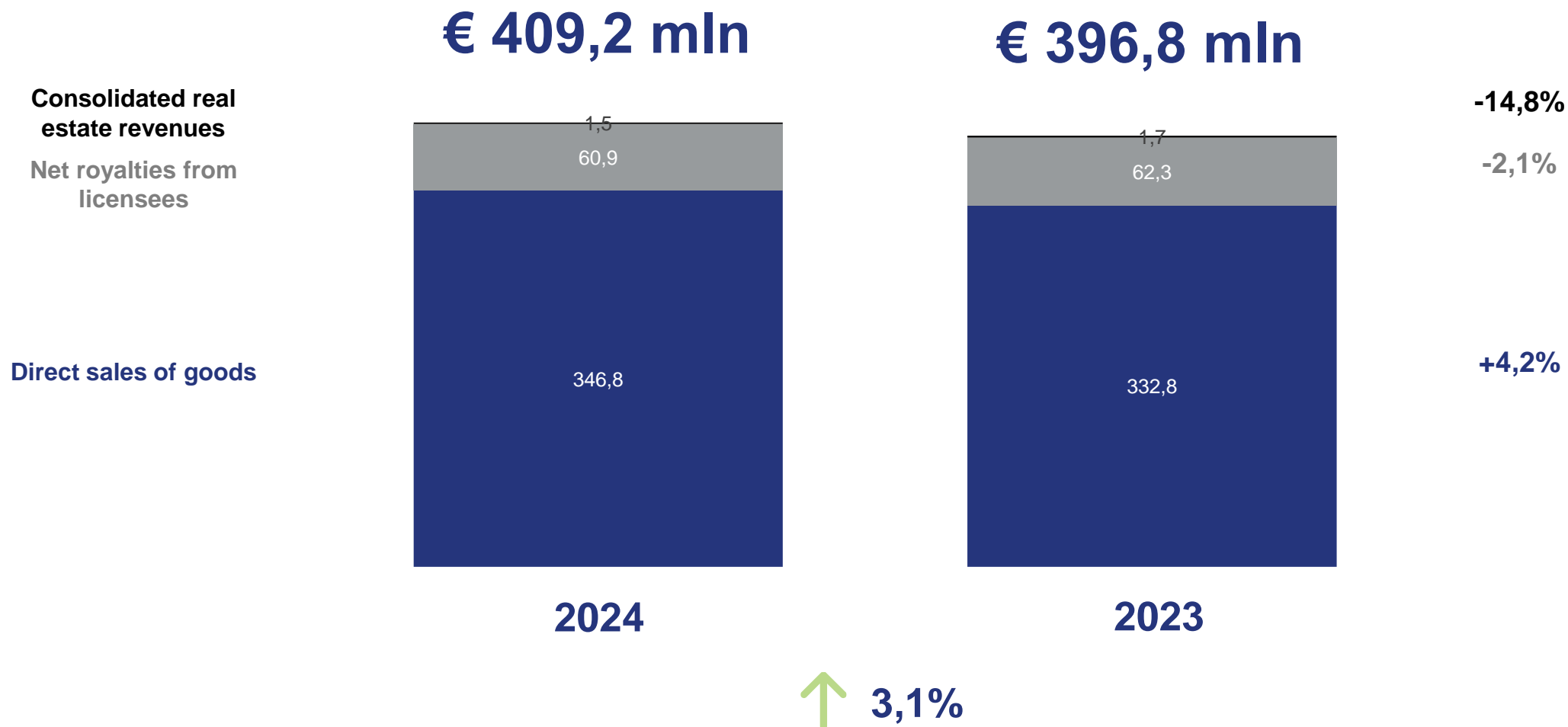
SEBAGO YEARBOOK 2024



SEBAGO SARTORIAL TOUR

03

GROUP INTERIM RESULTS
FY 2024



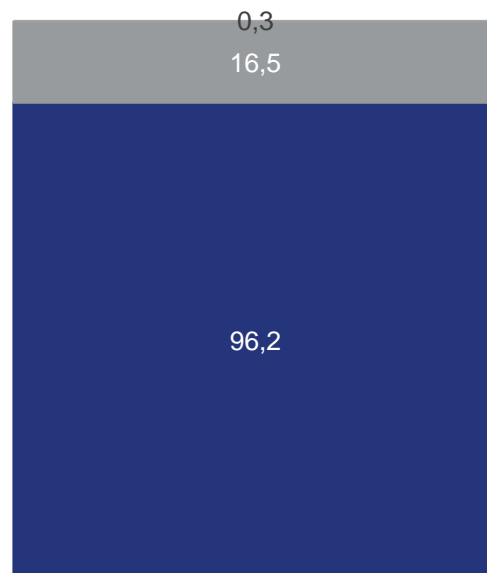
€ 113,0 mln

€ 99,3 mln

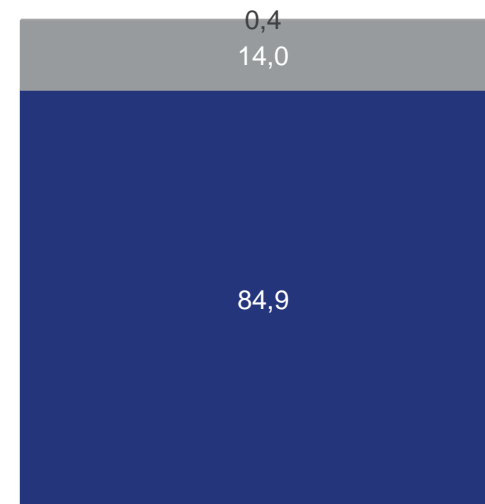
Consolidated real
estate revenues

Net royalties from
licensees

Direct sales of goods



4Q2024



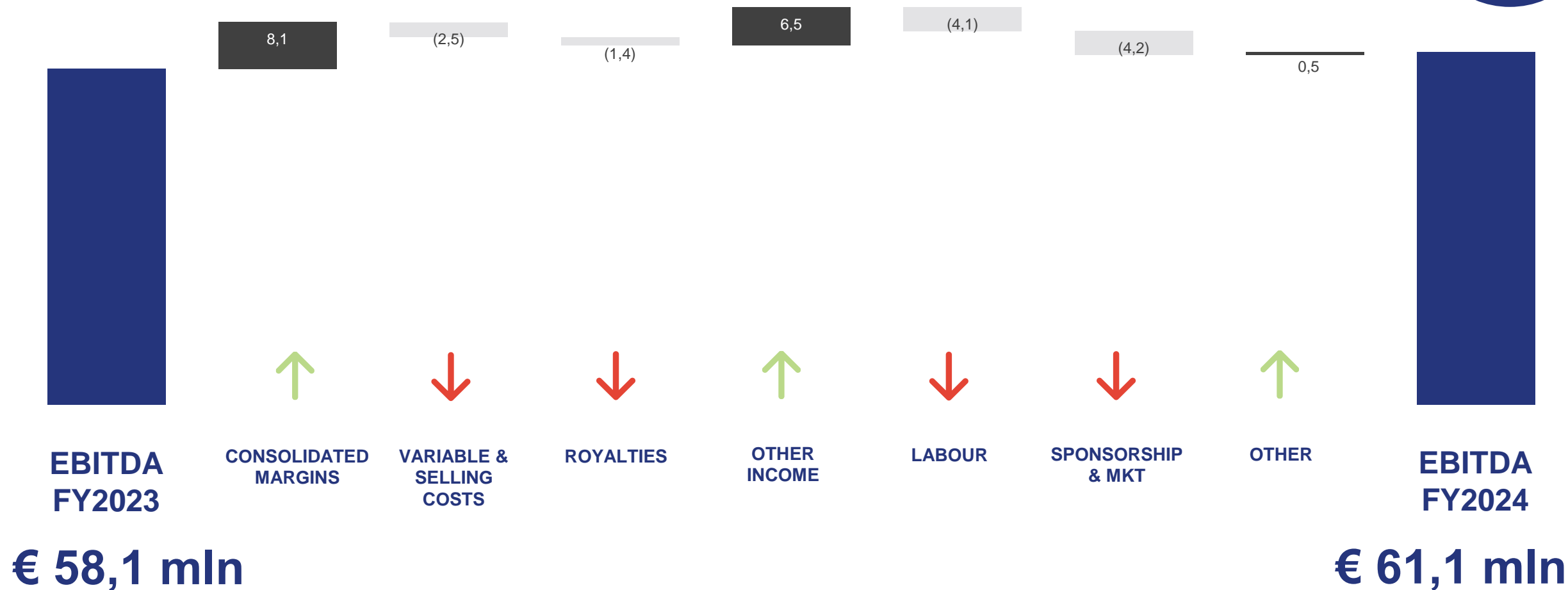
4Q2023

-19,9%

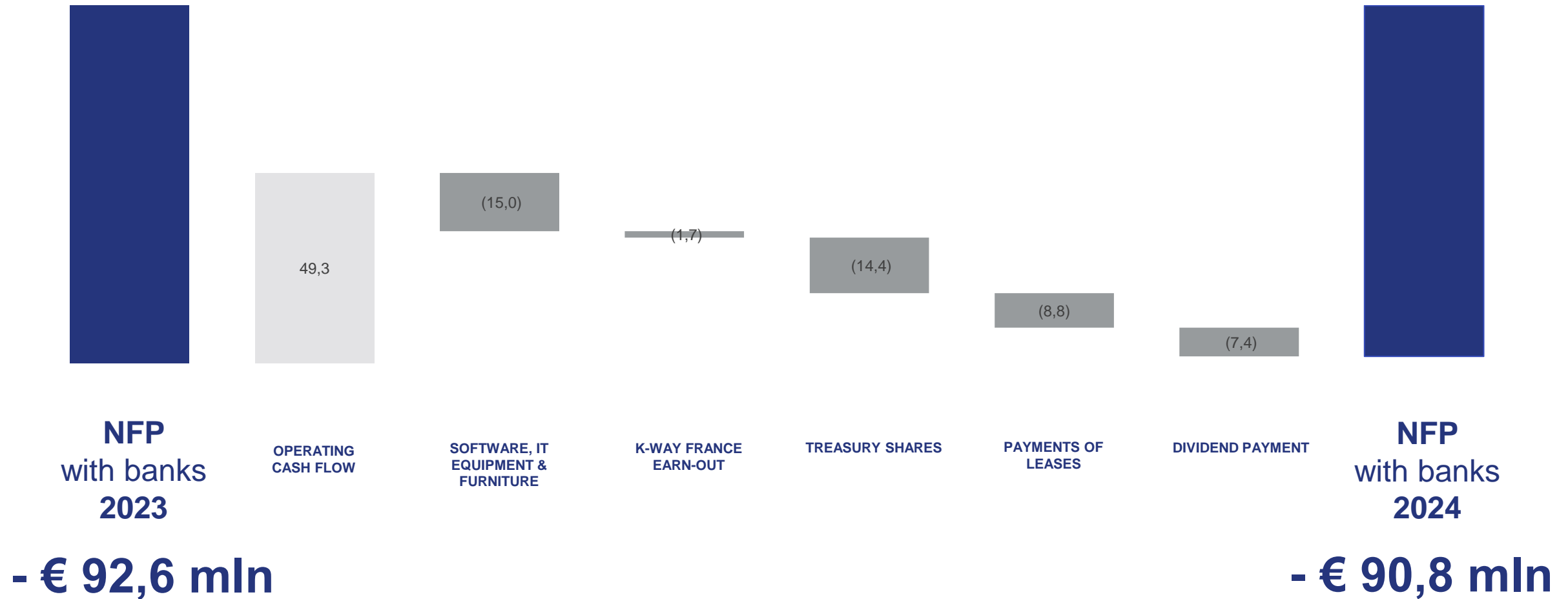
+18,1%

+13,3%

↑ 13,9%



in € .000	31.12.24	in %	31.12.23	in %	Var	Var%
Sub-total net money holdings	(51.370)	36,2%	(39.059)	28,1%	(12.311)	31,5%
Short-term portion of m/l term loans	(11.214)		(14.330)		3.116	
Short-term net financial position	(62.585)	44,1%	(53.390)	38,4%	(9.195)	29,5%
Long-term portion of m/l term loans	(27.922)		(39.136)		11.214	
Financial leasing payables	(284)		(77)		(206)	
Sub-total loans and leasing payables	(28.206)	19,9%	(39.214)	28,2%	11.008	-28,1%
Net financial position with banks	(90.791)	64,0%	(92.603)	66,6%	1.813	-2,0%
Right of use debts	(43.080)		(36.778)		(6.302)	
Payables for future acquisition of company shares	(8.081)		(9.738)		1.657	
Net financial position	(141.952)	100,0%	(139.119)	100,0%	(2.833)	2,0%



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