



**PRESS RELEASE**

**Salvatore Ferragamo S.p.A.**

**FY 2021 Group Preliminary Consolidated Revenue Figures**

- **Salvatore Ferragamo Group Consolidated Revenues<sup>1</sup> up 29.6% in FY 2021 (+31.4% at constant exchange rates<sup>2</sup>) vs. FY 2020**
- **In 4Q 2021 the Salvatore Ferragamo Group registered an increase in Revenues<sup>1</sup> of 20.8% vs. 4Q 2020, thanks to the strong contribution of North America and of the digital channel**

*Florence, 27 January 2022* –Salvatore Ferragamo S.p.A. released the Group's Preliminary Consolidated Revenues<sup>1</sup> for the full year 2021, which amount to 1,136 million Euros, excluding the Fragrance business, up 29.6% at current exchange rates and up 31.4% at constant exchange rates<sup>2</sup> vs. FY 2020. Revenues<sup>1</sup> in 4Q 2021 registered a 20.8% increase at current exchange rates (+23.5% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.

**Revenues<sup>1</sup> by distribution channel<sup>3</sup>**

In FY 2021 the Retail distribution channel posted consolidated Revenues<sup>1</sup> up 30.2% (+32.2% at constant exchange rates<sup>2</sup>) vs. FY 2020. In 4Q 2021 Retail Revenues<sup>1</sup> increased 17.1% (+20.1% at constant exchange rates<sup>2</sup>) vs. 4Q 2020, exceeding the pre-Covid levels, mainly driven by the performance in five Areas (Greater China, North America, Latin America, Korea and Japan).

The direct E-commerce channel in FY 2021 continues to consolidate a solid growth, with Revenues<sup>1</sup> up 41.3% (+43.3% at constant exchange rates<sup>2</sup>) vs. FY 2020. In 4Q 2021 the direct E-commerce increased by 21.6% at constant exchange rates<sup>2</sup> vs. 4Q 2020.

The Wholesale channel registered an increase in Revenues<sup>1</sup> of 28.6% (+30.3% at constant exchange rates<sup>2</sup>) vs. FY 2020. In 4Q 2021 Wholesale Revenues<sup>1</sup> were up 32.2% (+33.3% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.



### **Revenues<sup>1</sup> by geographical area<sup>3</sup>**

The Asia Pacific area is confirmed as the Group's top market in terms of Revenues<sup>1</sup>, up by 17.3% (+16.9% at constant exchange rates<sup>2</sup>) vs. FY 2020.

The retail channel in China posted an increase in Revenues<sup>1</sup> of 9.4% vs. FY 2020 at constant exchange rates<sup>2</sup>. The retail channel in Korea also posted a solid growth trend in FY 2021 (+13.6% vs. FY 2020 at constant exchange rates<sup>2</sup>).

The Japanese market registered a 3.7% increase in Revenues<sup>1</sup> (+8.1% at constant exchange rates<sup>2</sup>) in FY 2021, with a positive trend in 4Q 2021, (+1.3% at current exchange rates and +7.2% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.

EMEA, still penalized in FY 2021 by lock-downs of stores and mainly by the limited tourists' flows, posted an increase in Revenues<sup>1</sup> of 21.2% (+19.0% at constant exchange rates<sup>2</sup>) vs. FY 2020, with 4Q 2021 positive (+29.7% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.

North America recorded a Revenue<sup>1</sup> increase of 71.5% (+82.6% at constant exchange rates<sup>2</sup>) in FY 2021 vs. the same period of 2020. In 4Q 2021 Revenues<sup>1</sup> increased by 48.8% (+58.8% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.

Revenues<sup>1</sup> in the Central and South America in FY 2021 were up 37.3%, (+42.5% at constant exchange rates<sup>2</sup>). In 4Q 2021 Revenues<sup>1</sup> increased by 10.3% (+16.1% at constant exchange rates<sup>2</sup>) vs. 4Q 2020.

### **Revenues<sup>1</sup> by product category<sup>3</sup>**

All main product categories reported a significant increase in FY 2021 vs. the same period of 2020, with shoes and leather categories representing respectively 43% and 44% of the turnover<sup>1</sup> in the full year.



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## Notes to the press release

<sup>1</sup> Preliminary/Non-Audited Revenues drafted according to IAS/IFRS International Accounting Principles, excluding the Fragrance business both from the data relating to 2021 and to 2020, as the licensing operation of the Fragrance business was configured as a discontinued operational activity pursuant to IFRS 5, as announced in the press release as of July 7<sup>th</sup> 2021.

<sup>2</sup> Revenues at “constant exchange rates” are calculated by applying to the Revenues of the period 2020, not including the “hedging effect”, the average exchange rates of the same period 2021.

<sup>3</sup> The variations in Revenues are calculated at current exchange rates including the hedging effect, unless differently indicated.

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*The manager charged to prepare the corporate accounting documents, Alessandro Corsi, pursuant to article 154-bis, paragraph 2, of Legislative Decree no. 58/1998 (Consolidated Financial Law), hereby declares that the information contained in this Press Release faithfully represents the content of documents, financial books and accounting records.*

*This document may contain forecasts, relating to future events and operating results, which by their very nature are uncertain, in that they depend on future events and developments that cannot be predicted with certainty. Actual results may therefore differ with those forecasted, due to a variety of factors.*

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### **Salvatore Ferragamo S.p.A.**

Salvatore Ferragamo S.p.A. is the parent Company of the Salvatore Ferragamo Group, one of the world's leaders in the luxury industry and whose origins date back to 1927.

The Group is active in the creation, production and sale of shoes, leather goods, apparel, silk products and other accessories for men and women. The Group's product offer also includes eyewear, watches and perfumes, manufactured by licensees.

The uniqueness and exclusivity of our creations, along with the perfect blend of style, creativity and innovation enriched by the quality and superior craftsmanship of the 'Made in Italy' tradition, have always been the hallmarks of the Group's products.

With approximately 3,900 employees and a network of 409 directly operated stores (DOS) as of 31 December 2021, the Ferragamo Group operates in Italy and worldwide through companies that allow it to be a leader in the European, American and Asian markets.

# Salvatore Ferragamo

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This Press Release is also available on the website <http://group.ferragamo.com>, in the section "Investor Relations/Financial Press Releases".

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On the following pages, a more detailed analysis of Revenues<sup>1</sup> of the Salvatore Ferragamo Group as of 31 December 2021.

### Revenue<sup>1</sup> by distribution channel as of 31 December 2021

(In thousands of Euro)	2021	% on Revenue	2020 Restated*	% on Revenue	% Change	at constant exchange rate % Change
Retail	829,532	73.0%	637,083	72.7%	30.2%	32.2%
Wholesale	295,897	26.1%	230,114	26.2%	28.6%	30.3%
Licenses and services	7,746	0.7%	7,062	0.8%	9.7%	9.7%
Rental income investment properties	2,361	0.2%	2,253	0.3%	4.8%	8.5%
<b>Total</b>	<b>1,135,536</b>	<b>100.0%</b>	<b>876,512</b>	<b>100.0%</b>	<b>29.6%</b>	<b>31.4%</b>

\* The data for FY 2020 were restated following the classification of the fragrances business as discontinued operation.

### Revenue<sup>1</sup> by geographic area as of 31 December 2021

(In thousands of Euro)	2021	% on Revenue	2020 Restated*	% on Revenue	% Change	at constant exchange rate % Change
Europe	217,071	19.1%	179,134	20.5%	21.2%	19.0%
North America	323,558	28.5%	188,679	21.5%	71.5%	82.6%
Japan	90,143	7.9%	86,901	9.9%	3.7%	8.1%
Asia Pacific	436,222	38.4%	371,874	42.4%	17.3%	16.9%
Central and South America	68,542	6.1%	49,924	5.7%	37.3%	42.5%
<b>Total</b>	<b>1,135,536</b>	<b>100.0%</b>	<b>876,512</b>	<b>100.0%</b>	<b>29.6%</b>	<b>31.4%</b>

\* The data for FY 2020 were restated following the classification of the fragrances business as discontinued operation.

### Revenue<sup>1</sup> by product category as of 31 December 2021

(In thousands of Euro)	2021	% on Revenue	2020 Restated*	% on Revenue	% Change	at constant exchange rate % Change
Footwear	486,104	42.8%	374,729	42.8%	29.7%	32.1%
Leather goods	495,683	43.6%	388,643	44.3%	27.5%	28.9%
Apparel	70,087	6.2%	50,218	5.7%	39.6%	41.6%
Accessories	69,243	6.1%	50,802	5.8%	36.3%	38.2%
Fragrances	4,312	0.4%	2,805	0.3%	53.7%	57.4%
Licenses and services	7,746	0.7%	7,062	0.8%	9.7%	9.7%
Rental income investment properties	2,361	0.2%	2,253	0.3%	4.8%	8.5%
<b>Total</b>	<b>1,135,536</b>	<b>100.0%</b>	<b>876,512</b>	<b>100.0%</b>	<b>29.6%</b>	<b>31.4%</b>

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