

# FY 2022 Results Update

## Analyst Presentation

March 02, 2023 - 6.00 PM CET

# FERRAGAMO





# DISCLAIMER

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**FY 2022  
BUSINESS  
UPDATE**



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# FY 2022 BUSINESS UPDATE

- To position the brand in contemporary luxury and gain relevance and scale, in May we outlined a mid-term strategy built on four pillars: renew product, re-energize the brand, leapfrog digital and enhance customer experience
- Product at the heart with Maximilian Davis as new Creative Director: successful debut fashion show in September and delivery of capsule collection in November creating good engagement with existing and new customers
- Re-branding with a new logo and an iconic, distinctive red color
- Evolving communication by building communities and establishing a bold, clear creative vision and tone of voice, providing impactful, digitally driven content
- Significant strengthening of digital capabilities through the agreement with Farfetch
- Enhancing customer experience through refreshed stores and a powerful new window display esthetic
- Human capital as key enabler with strong management team to lead in all geographies and activities
- Progressed on ESG objectives and defined future strategy

# FY 2022 BUSINESS UPDATE

- Fully on track on all our strategic priorities
- 2022 another year of growth in revenues, amid a complex and volatile macroeconomic environment, in which we focused on the quality of sales in our RTL network, progressed on the optimization of the WHL channel, and increased investments in H2, as planned
- FY'22 total sales at 1,252M Euros, up 10% vs. LY, and EBIT at 128M Euros, down 11% vs. LY. Despite Q4 22 impacted by Chinese Covid-19 restrictions, we pursued our full-price strategy and FY'22 Gross Margin reached 72% of revenues
- In 2023 progressive deployment of our new product offer. Encouraged by early results of SS'23 collection, just launched in stores, and very pleased with the success of the recent FW fashion show, applauded by both press and retailers
- Despite continued geopolitical and macro-economic volatility, we are encouraged by the trends we see in China and are optimistic about its potential going forward
- We remain very excited by the growth opportunity of Ferragamo

**FY 2022  
FINANCIAL  
REVIEW**



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## FY 2022 REVENUE BY DISTRIBUTION CHANNEL

(Euro MM)	Dec YTD			Δ % Const FX	Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %			
Retail	923.5	829.8	11.3%	4.7%	73.8%	73.1%
Wholesale	336.2	296.0	13.6%	6.3%	26.9%	26.1%
<b>Net Sales</b>	<b>1,259.7</b>	<b>1,125.7</b>	<b>11.9%</b>	<b>5.1%</b>	<b>100.6%</b>	<b>99.1%</b>
Hedging	(25.7)	(0.3)	nm	nm	-2.1%	0.0%
Licences & Other Rev.	14.9	7.7	92.2%	92.2%	1.2%	0.7%
Rental income	2.9	2.4	22.9%	9.4%	0.2%	0.2%
<b>Total Revenue</b>	<b>1,251.8</b>	<b>1,135.5</b>	<b>10.2%</b>	<b>5.7%</b>	<b>100.0%</b>	<b>100.0%</b>

For a better performance analysis, FY 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and FY 2021 data were restated for comparative purpose.



## **FY 2022 NET SALES BY REGION**

(Euro MM)	Dec YTD			Δ % Const FX	Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %			
Europe	261.8	210.0	24.7%	24.6%	20.8%	18.7%
North America	391.3	319.9	22.3%	8.8%	31.1%	28.4%
Japan	99.1	88.6	11.9%	18.9%	7.9%	7.9%
Asia Pacific	417.6	438.0	-4.6%	-10.6%	33.2%	38.9%
Latin America	89.8	69.2	29.7%	14.7%	7.1%	6.2%
<b>Net Sales</b>	<b>1,259.7</b>	<b>1,125.7</b>	<b>11.9%</b>	<b>5.1%</b>	<b>100.0%</b>	<b>100.0%</b>

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## FY 2022 NET SALES BY PRODUCT

(Euro MM)	Dec YTD				Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %	Δ % Const FX		
Shoes	564.3	486.5	16.0%	8.0%	44.8%	43.2%
Leather goods & handbags	525.5	495.9	6.0%	0.1%	41.7%	44.0%
RTW	83.7	69.9	19.7%	13.9%	6.6%	6.2%
Silk & other access.	81.7	69.2	18.1%	12.3%	6.5%	6.1%
Fragrances	4.6	4.3	5.8%	-2.4%	0.4%	0.4%
<b>Net Sales</b>	<b>1,259.7</b>	<b>1,125.7</b>	<b>11.9%</b>	<b>5.1%</b>	<b>100.0%</b>	<b>100.0%</b>

For a better performance analysis, FY 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and FY 2021 data were restated for comparative purpose.



## **FY 2022 P&L**

	December YTD				
(Euro MM)	2022	%	2021	%	Δ %
<b>Total revenue</b>	<b>1,251.8</b>	<b>100.0%</b>	<b>1,135.5</b>	<b>100.0%</b>	<b>10.2%</b>
Cost of goods sold	(350.7)	-28.0%	(354.6)	-31.2%	-1.1%
<b>Gross profit</b>	<b>901.1</b>	<b>72.0%</b>	<b>780.9</b>	<b>68.8%</b>	<b>15.4%</b>
Total operating costs	(773.2)	-61.8%	(637.5)	-56.1%	21.3%
<b>EBIT</b>	<b>127.9</b>	<b>10.2%</b>	<b>143.5</b>	<b>12.6%</b>	<b>-10.8%</b>
Financial income (expenses)	(15.9)	-1.3%	(7.4)	-0.7%	>100%
Financial ROU	(10.9)	-0.9%	(13.5)	-1.2%	-18.9%
<b>EBT</b>	<b>101.2</b>	<b>8.1%</b>	<b>122.6</b>	<b>10.8%</b>	<b>-17.5%</b>
Taxes	(35.8)	-2.9%	(36.5)	-3.2%	-1.8%
Net profit(loss) from discontinued operations, net of taxes	0.0	0.0%	(5.0)	-0.4%	nm
<b>Net income</b>	<b>65.4</b>	<b>5.2%</b>	<b>81.1</b>	<b>7.1%</b>	<b>-19.5%</b>
Group net income	69.6	5.6%	78.6	6.9%	-11.5%
Income to minorities	(4.3)	-0.3%	2.5	0.2%	nm
<b>EBITDA</b>	<b>298.9</b>	<b>23.9%</b>	<b>304.5</b>	<b>26.8%</b>	<b>-1.8%</b>



## FY 2022 BALANCE SHEET

(Euro MM)	Dec 22 YTD	Dec 21 YTD	%
Tangible assets	219.311	217.077	1.0%
Intangible assets	41.582	40.102	3.7%
Right of Use	479.724	500.046	-4.1%
Financial assets	-	-	
<b>Fixed assets</b>	<b>740.617</b>	<b>757.225</b>	<b>-2.2%</b>
Inventory	281.026	279.790	0.4%
Trade receivables	94.490	112.670	-16.1%
Trade payables	(184.116)	(193.102)	-4.7%
<b>Operating working capital</b>	<b>191.401</b>	<b>199.358</b>	<b>-4.0%</b>
Other assets (liabilities)	76.297	83.481	-8.6%
Net Asset Disposal for Sales	-	-	
Employee Benefit Liabilities	(7.581)	(8.970)	-15.5%
Provisions for risks and charges	(21.251)	(20.732)	2.5%
<b>Net invested capital</b>	<b>979.484</b>	<b>1,010.361</b>	<b>-3.1%</b>
<b>Shareholders' equity (A)</b>	<b>775.410</b>	<b>785.878</b>	<b>-1.3%</b>
Group equity	751.810	764.313	-1.6%
Minority interest	23.599	21.565	9.4%
Current financial liabilities	(136.946)	(186.129)	-26.4%
Non current financial liabilities	(468.737)	(550.746)	-14.9%
Cash & Cash equivalents	401.609	512.392	-21.6%
<b>Net debt (B)</b>	<b>(204.074)</b>	<b>(224.483)</b>	<b>-9.1%</b>
<b>Financial sources (A-B)</b>	<b>979.484</b>	<b>1,010.361</b>	<b>-3.1%</b>
<b>Net debt (B)</b>	<b>(204.074)</b>	<b>(224.483)</b>	<b>-9.1%</b>
Non Current Lease Liabilities	468.737	487.230	-3.8%
Current Lease Liabilities	106.586	110.012	-3.1%
<b>Lease Liabilities</b>	<b>575.323</b>	<b>597.242</b>	<b>-3.7%</b>
<b>Net debt Adjusted</b>	<b>371.249</b>	<b>372.759</b>	<b>-0.4%</b>

**FY 2022**

**Q&A**

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