

Salvatore Ferragamo

1H 2022
Results Update

Analyst Presentation

September 6, 2022 - 6.00 PM CET



Disclaimer

This presentation contains forward-looking statements regarding future events and results of the Company that are based on the current expectations, projections and assumptions of the management of the Company.

The actual results may differ materially from those expressed in any forward-looking statement and the Company does not assume any liability with respect thereto.

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The Manager in Charge of preparing the Company financial reports hereby certifies pursuant to paragraph 2 of art. 154-bis of Legislative Decree no. 58 of February 24, 1998, that the accounting disclosures of this document are consistent with the accounting documents, ledgers and entries.

1H 2022 Business Update

- Continued solid growth of revenues and profitability in 2Q'22, with positive performances across all geographies, with the exception of China
- Full-price RTL sales overperformance driving Gross Margin and EBIT expansion in 1H'22
- Encouraging overall RTL performance in 3Q'22 to-date, and mindful of the more volatile and challenging macroeconomic backdrop
- Steady progressing in our strategic priorities and on track across all workstreams, building strength across platforms and regions
- Maximilian Davis SS'23 collection to be presented at the fashion show in Milan later this month, with capsule delivery in November '22
- Farfetch agreement providing strong platform of technical capabilities and target audience
- Significant step up of investments in 2H'22, with increase of communication spend to support the launch of our new collections in 1Q'23
- Excellent progress on building the foundational elements to accelerate our growth

1H 2022 Financial Review



Salvatore Ferragamo FW 22 Collection

1H 2022 Revenue By Distribution Channel

(Euro MM)	June YTD			Const FX	Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %			
Retail	441.1	378.6	16.5%	9.4%	70.0%	72.3%
Wholesale	192.3	136.5	40.9%	36.2%	30.5%	26.1%
Net Sales	633.4	515.1	23.0%	16.4%	100.5%	98.3%
Hedging	(11.3)	4.3	nm	nm	-1.8%	0.8%
Licences & Other Rev.	6.9	3.2	113.6%	113.6%	1.1%	0.6%
Rental income	1.3	1.1	15.2%	4.5%	0.2%	0.2%
Total Revenue	630.3	523.8	20.3%	17.0%	100.0%	100.0%

For a better performance analysis, 1H 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1H 2021 data were restated for comparative purpose.

1H 2022 Net Sales By Region

(Euro MM)	June YTD				Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %	Δ % Const FX		
Europe	135.9	93.2	45.8%	45.7%	21.5%	18.1%
North America	188.1	132.9	41.6%	29.7%	29.7%	25.8%
Japan	51.3	40.0	28.0%	32.4%	8.1%	7.8%
Asia Pacific	217.9	221.1	-1.5%	-7.8%	34.4%	42.9%
Latin America	40.2	27.9	44.2%	31.2%	6.3%	5.4%
Net Sales	633.4	515.1	23.0%	16.4%	100.0%	100.0%

For a better performance analysis, 1H 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1H 2021 data were restated for comparative purpose.

1H 2022 Net Sales By Product

(Euro MM)	June YTD			Δ % Const FX	Weight on Tot 2022	Weight on Tot 2021
	2022	2021	Δ %			
Shoes	279.7	221.6	26.2%	18.5%	44.2%	43.0%
Leather goods & handbags	271.9	233.3	16.5%	11.0%	42.9%	45.3%
RTW	40.1	28.9	38.9%	32.8%	6.3%	5.6%
Silk & other access.	39.9	29.5	35.3%	29.1%	6.3%	5.7%
Fragrances	1.9	1.9	0.4%	-6.7%	0.3%	0.4%
Net Sales	633.4	515.1	23.0%	16.4%	100.0%	100.0%

For a better performance analysis, 1H 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1H 2021 data were restated for comparative purpose.

1H 2022 P&L

(Euro MM)	June YTD				
	2022	%	2021	%	Δ %
Total revenue	630.3	100.0%	523.8	100.0%	20.3%
Cost of goods sold	(177.5)	-28.2%	(162.9)	-31.1%	9.0%
Gross profit	452.8	71.8%	361.0	68.9%	25.4%
Total operating costs	(357.4)	-56.7%	(295.0)	-56.3%	21.1%
EBIT	95.4	15.1%	65.9	12.6%	44.7%
Financial income (expenses)	(0.7)	-0.1%	(3.4)	-0.7%	-79.5%
Financial ROU	(6.5)	-1.0%	(6.5)	-1.2%	0.2%
EBT	88.2	14.0%	56.0	10.7%	57.5%
Taxes	(26.3)	-4.2%	(18.7)	-3.6%	40.3%
Net profit(loss) from discontinued operations, net of taxes	(0.0)	0.0%	(3.9)	-0.7%	nm
Net income	61.9	9.8%	33.4	6.4%	85.2%
Group net income	61.6	9.8%	30.7	5.9%	>100%
Income to minorities	0.3	0.1%	2.7	0.5%	-87.4%
EBITDA	179.5	28.5%	144.3	27.5%	24.4%

1H 2022 Balance Sheet

(Euro MM)	June 22 YTD	June 21 YTD	%
Tangible assets	216.2	204.2	5.9%
Intangible assets	36.9	41.4	-10.8%
Right of Use	497.2	469.6	5.9%
Financial assets	–	–	
Fixed assets	750.3	715.2	4.9%
Inventory	302.7	316.6	-4.4%
Trade receivables	120.1	109.9	9.3%
Trade payables	(173.1)	(128.0)	35.2%
Operating working capital	249.7	298.5	-16.3%
Other assets (liabilities)	73.6	103.5	-28.9%
Net Asset Disposal for Sales	–	18.3	-100.0%
Employee Benefit Liabilities	(8.6)	(10.0)	-14.1%
Provisions for risks and charges	(20.5)	(13.1)	56.1%
Net invested capital	1,044.5	1,112.3	-6.1%
Shareholders' equity (A)	754.9	754.8	0.0%
Group equity	731.8	734.7	-0.4%
Minority interest	23.1	20.1	14.9%
Current financial liabilities	(160.9)	(159.1)	1.1%
Non current financial liabilities	(538.4)	(568.8)	-5.3%
Cash & Cash equivalents	409.7	370.4	10.6%
Net debt (B)	(289.6)	(357.5)	-19.0%
Financial sources (A-B)	1,044.5	1,112.3	-6.1%
Net debt (B)	(289.6)	(357.5)	-19.0%
Non Current Lease Liabilities	486.7	459.9	5.8%
Current Lease Liabilities	112.3	102.4	9.7%
Lease Liabilities	599.0	562.2	6.5%
Net debt Adjusted	309.4	204.8	51.1%

Appendix – Quarterly 2022 Revenue By Distribution Channel

(Euro MM)	1Q				2Q			
	2022	2021	Δ %	Δ % Const FX	2022	2021	Δ %	Δ % Const FX
Retail	195.4	165.6	18.0%	12.2%	245.6	213.0	15.3%	7.2%
Wholesale	94.0	65.2	44.2%	41.0%	98.3	71.3	37.8%	31.9%
Net Sales	289.5	230.8	25.4%	20.3%	343.9	284.3	21.0%	13.4%
Hedging	-3.6	2.0	nm	nm	-7.7	2.3	nm	nm
Licences & Other Rev.	3.0	1.5	97.3%	97.3%	3.9	1.7	127.8%	127.8%
Rental income	0.6	0.6	10.3%	2.7%	0.7	0.6	19.9%	6.1%
Total Revenue	289.4	234.9	23.2%	20.7%	340.8	288.9	18.0%	14.0%

For a better performance analysis, 1Q and 2Q 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1Q and 2Q 2021 data were restated for comparative purpose.

Appendix – Quarterly 2022 Net Sales By Region

(Euro MM)	1Q				2Q			
	2022	2021	Δ %	Δ % Const FX	2022	2021	Δ %	Δ % Const FX
Europe	57.6	41.4	39.2%	43.0%	78.3	51.8	51.0%	47.8%
North America	84.0	54.7	53.5%	40.2%	104.2	78.2	33.2%	22.4%
Japan	25.5	21.5	18.4%	20.9%	25.8	18.5	39.2%	45.4%
Asia Pacific	105.1	101.8	3.3%	-1.9%	112.8	119.3	-5.5%	-12.8%
Latin America	17.3	11.4	51.6%	42.6%	22.9	16.5	39.0%	23.2%
Net Sales	289.5	230.8	25.4%	20.3%	343.9	284.3	21.0%	13.4%

For a better performance analysis, 1Q and 2Q 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1Q and 2Q 2021 data were restated for comparative purpose.

Appendix – Quarterly 2022 Net Sales By Product

(Euro MM)	1Q				2Q			
	2022	2021	Δ %	Δ % Const FX	2022	2021	Δ %	Δ % Const FX
Shoes	125.4	98.3	27.5%	20.8%	154.3	123.3	25.2%	16.6%
Leather goods & handbags	126.3	105.8	19.3%	15.4%	145.5	127.5	14.1%	7.5%
RTW	17.8	12.3	45.0%	40.4%	22.2	16.6	34.4%	27.2%
Silk & other access.	19.1	13.6	40.6%	36.4%	20.7	15.9	30.8%	23.1%
Fragrances	0.9	0.8	12.3%	7.3%	1.0	1.1	-7.6%	-15.9%
Net Sales	289.5	230.8	25.4%	20.3%	343.9	284.3	21.0%	13.4%

For a better performance analysis, 1Q and 2Q 2022 Net Sales have been presented excluding Cash flow hedge effect on revenues and 1Q and 2Q 2021 data were restated for comparative purpose.

1H 2022 Q&A



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