



Il futuro ha i nostri colori. Da 100 anni.

# 9M 2023 FILA Group Results



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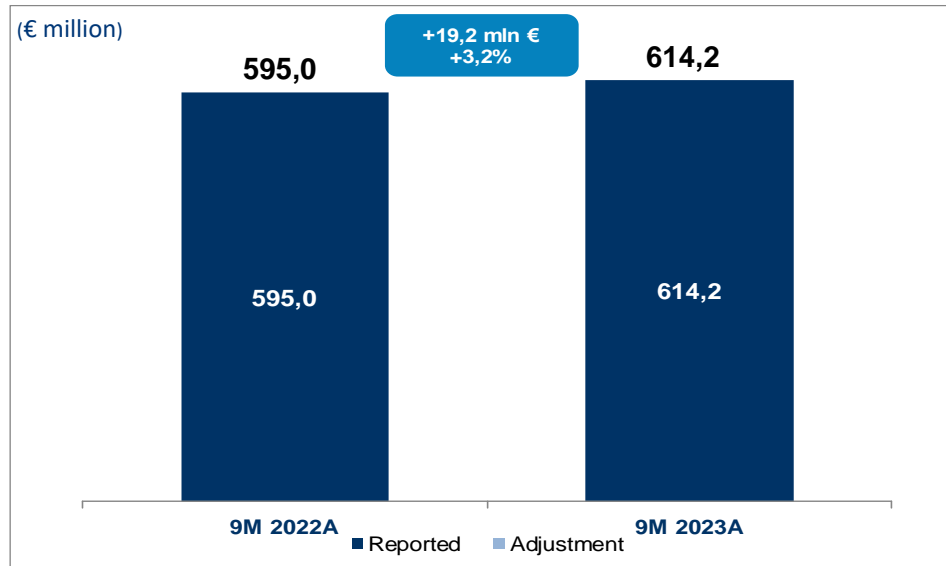
# 9M 2023 Highlights



## Adjusted EBITDA Margin improvement at 17,6% in 9M 2023 and strong Net Bank Debt reduction in the last 12 months of 48,6mln €

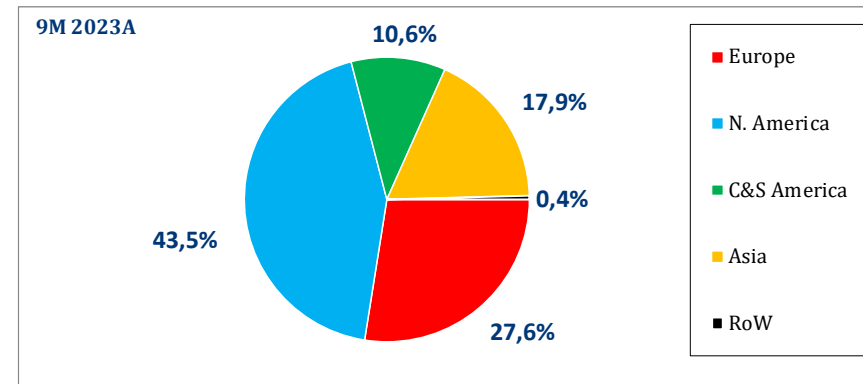
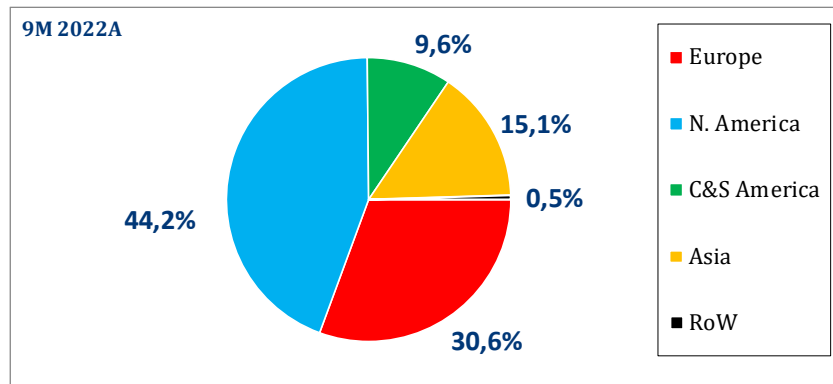
- Adjusted Core Business Sales of 614,2mln €, +3,2% (+19,2mln €) on the same period of the previous year (595,0mln € in 9M 2022); +6,7% at comparable FX rates. Asia +29,4mln € (+32,8%), Central and South America +12,2mln € (+21,4%), North America +9,2mln € (+3,5%) and Other Countries +0,02mln € (+0,7%) partially offset by Europe -10,7mln € (-5,9%).
- Adjusted EBITDA, excluding IFRS 16 impact, of 108,0mln €, +13,1% (+12,5mln €) in 9M 2022 (95,5mln €); +13,3% at comparable FX rates (+12,8mln €), highlighting a more than proportional growth than revenues thanks to the positive performance in North America, Asia and Middle-South America.
- Adjusted EBITDA margin at 17,6% with a significant increase of 150bp on the same period of the previous year (16,1%) improving on H1 2023 and better than foreseen, mainly thanks to the positive effect generated by price increase and cost efficiencies, despite the services costs increase to support the growth. Significant margin improvement in North America.
- Adjusted Net Profit, excluding IFRS 16 impact, of 45,1mln €, +4,9% (+2,1mln €) on the same period of the previous year. This value is significantly impacted by higher net financial expenses at 23,4mln € compared to the ones of the same period of the previous year, of which 21,5mln € mainly related to the increase in variable interest rates and the residual part mostly linked to the negative financial exchange effects on the main currencies.
- Net Bank Debt of 367,0mln € (415,6mln € in 9M 2022) with a decrease in the last twelve months of 48,6mln €, decrease of 47,5mln € excluding positive FX effect of approx. 9,3mln € and negative M&A effect of approx. 8,2mln € related to the acquisition made by DOMS Industries Limited.
- Adjusted “Free Cash Flow to Equity” at +6,4mln € (-24,1mln € in 9M 2022), with an improvement of +30,5mln € on 9M 2022 mainly due to higher operating cash flow generation and lower working capital absorption of 34,2mln €, partially mitigated by higher CAPEX for 13,2mln €, almost completely related to Asia to support the growth and higher net financial expenses for 3,7mln €, mainly due to the interest rates increase.
- Net Bank Debt and “Free Cash Flow to Equity” are better than foreseen in 9M 2023 and confirming at least our 2023 expected cash generation.

# 9M 2023 Core Business Sales

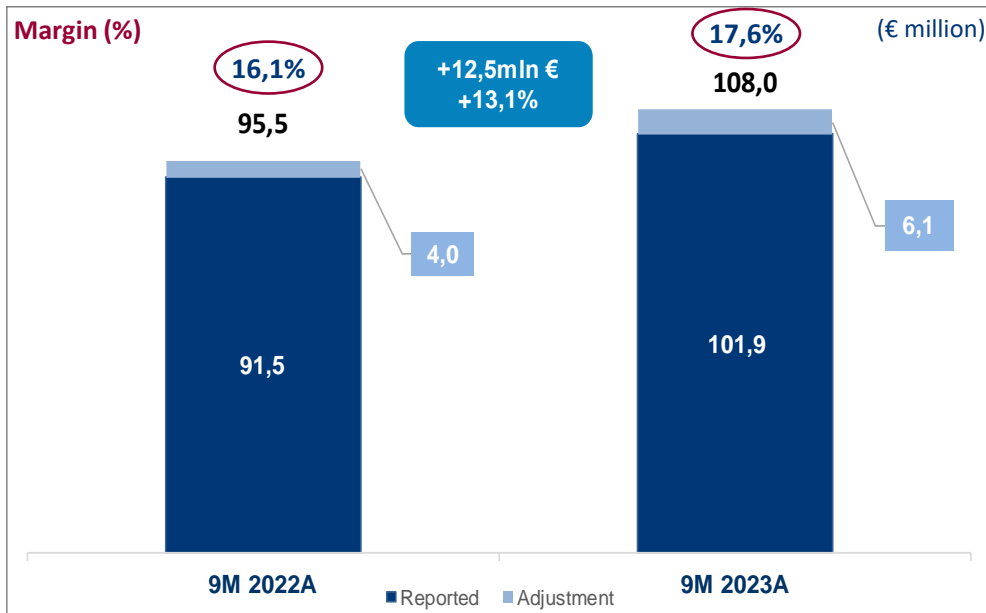


- **Adjusted Core Business Sales of 614,2mln €, +3,2% on 9M 2022A; +40,1mln € (+6,7%) at comparable FX rates, of which:**
  - By Geographic Area: Asia +29,4mln € (+32,8%), Middle and South America +12,2mln € (+21,4%), North America +9,2mln € (+3,5%) and Other Countries +0,02mln € (+0,7%) partially offset by Europe -10,7mln € (-5,9%).

## SALES BY GEOGRAPHICAL AREA

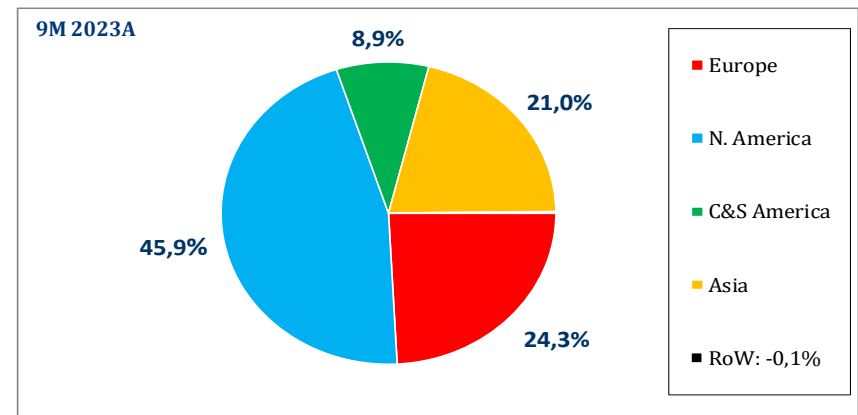
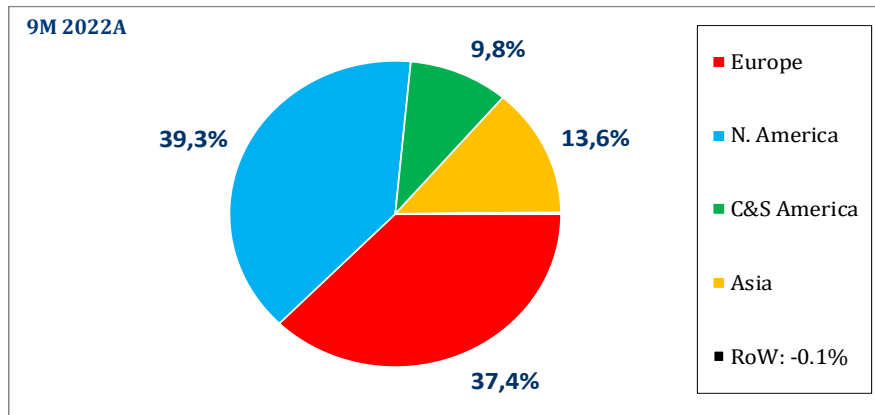


# 9M 2023 EBITDA Adjusted (Excluded IFRS 16)

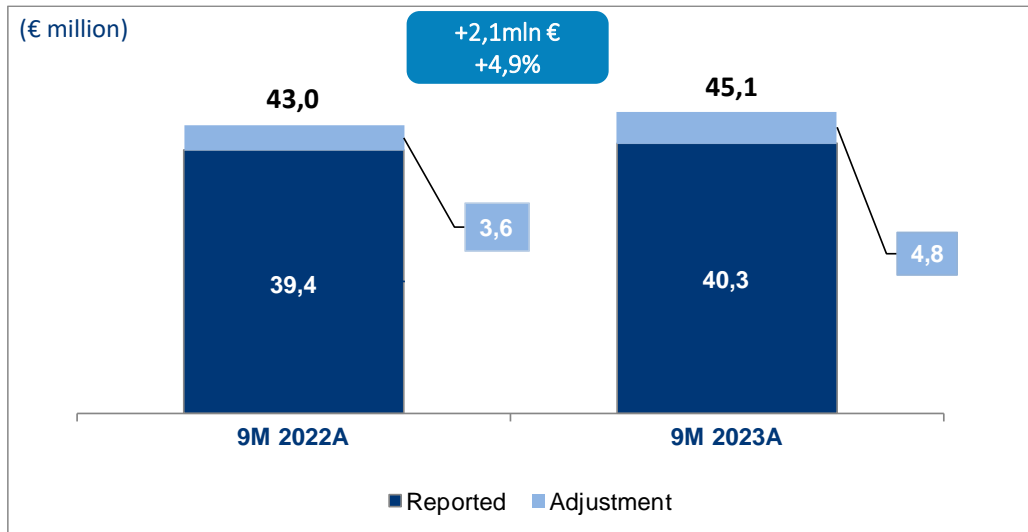
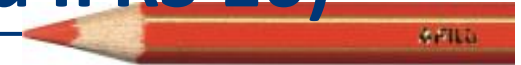


- Adjusted EBITDA of 108,0mIn €, +13,1% on 9M 2022A; +12,8mIn € (+13,3%) at comparable FX rates;
- 6,1mIn € of extraordinary costs in 9M 2023A related to Group reorganization costs – restructuring costs (3,4mIn €), FILA consultancy fees (2,3mIn €) and Shares-Based premium (0,4mIn €); 4,0mIn € of extraordinary costs in 9M 2022A mainly related to FILA consultancy fees (3,0mIn € of which 2,1mIn € for refinancing), Group reorganization costs/restructuring costs (1,0mIn €) and Covid-19 pandemic (1,0mIn €) partially offset by Shares-Based premium (-1,0mIn €).

## ADJUSTED EBITDA BY GEOGRAPHICAL AREA



# 9M 2023 Adjusted Net Profit (Excluded IFRS 16)



- Total adjusted Net Profit of 45,1mln €, +2,1mln € (+4,9%) on 9M 2022A;
- The adjustment of the Net Profit in 9M 2023A for 4,8mln € mainly related to Group reorganization costs – restructuring costs, FILA consultancy fees and Shares-Based premium, net of taxes effects;
- The adjustment of the Net Profit in 9M 2022A for 3,6mln € mainly refers to consultancy fees, Group reorganization costs/restructuring costs, Covid-19 pandemic and Shares-Based premium, net of taxes effects.

# 9M 2023 Net Bank Debt and NFP (Excluded IFRS 16 and Mark to Market Hedging)



(€ million)

	9M 2022A	2022A	9M 2023A
Cash and Cash Equivalents	78,5	107,5	71,1
Financial Liabilities and Receivables	(494,1)	(459,1)	(438,1)
<b>Net Bank Debt</b>	<b>(415,6)</b>	<b>(351,6)</b>	<b>(367,0)</b>
Amortized cost	1,7	1,7	1,8
<b>NFP Excl. IFRS16 and Mark to Market Hedging</b>	<b>(413,9)</b>	<b>(349,8)</b>	<b>(365,1)</b>

- Net Bank Debt decrease of **48,6mln €** in the last twelve months, decrease of 47,5mln € excluding positive FX effect of approx. 9,3mln € and negative M&A effect of approx. 8,2 mln €.

	9M 2022A	9M 2023A
Trade Working Capital	380,0	340,2
Sales Reported Rolling	752,0	783,7
<b>Trade Working Capital/Sales Reported</b>	<b>50,5%</b>	<b>43,4%</b>

# 9M 2023 Cash Flow Statement



(€ million)		9M 2022A	9M 2023A
<b>CASH FLOW</b>			
<b>EXCLUDED IFRS 16</b>	<b>EBIT</b>	<b>67,8</b>	<b>79,2</b>
	Adjustments for non monetary costs	24,0	27,4
	Adjustments for taxes	(12,6)	(12,3)
	<b>Cash-flow from operating activities before changes in NWC</b>	<b>79,2</b>	<b>94,2</b>
	Changes in net working capital	(76,5)	(42,3)
	<b>Operating cash-flow</b>	<b>2,7</b>	<b>51,9</b>
	Investments in tangible and intangible assets	(12,0)	(25,2)
	<b>Free Cash Flow</b>	<b>(9,3)</b>	<b>26,7</b>
	Net financial expenses	(18,5)	(22,2)
	Other changes	3,7	1,9
	<b>Free Cash Flow to Equity</b>	<b>(24,1)</b>	<b>6,4</b>
	Capital increase/reimbursement/dividends	(14,0)	(8,9)
	Changes in Amortized cost	(1,9)	3,2
	Changes mark to market hedging	9,8	0,1
	Effect of FX rate movements*	(32,0)	(4,7)
Changes in IFRS 16 Net Financial Position	(9,7)	1,4	
M&A Effect**	(1,7)	(8,2)	
<b>Changes in Net Financial Position Reported</b>	<b>(73,7)</b>	<b>(10,6)</b>	

\* Related to Net Bank Debt

\*\* Related to acquisition of Micro Wood Private Limited by DOMS Industries Limited

**(10,6)mln €** Please refer to NFP Reported analysis at page 13





# Appendix



# 9M 2023 Income Statement Reported



(€ million)	9M 2022A	% on Sales	9M 2023A	% on Sales
<b>PROFIT &amp; LOSS</b>				
Core Business Sales	595,0		614,2	
Other revenues	9,4		6,6	
<b>Total revenues</b>	<b>604,5</b>		<b>620,7</b>	
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(289,9)	(48,7%)	(290,5)	(47,3%)
Costs for Services and Use of Third-Party Assets	(90,4)	(15,2%)	(90,9)	(14,8%)
Personnel Costs	(114,0)	(19,2%)	(117,9)	(19,2%)
Other Operating Costs	(7,3)	(1,2%)	(7,6)	(1,2%)
<b>Total operating costs</b>	<b>(501,6)</b>	<b>(84,3%)</b>	<b>(506,7)</b>	<b>(82,5%)</b>
<b>EBITDA</b>	<b>102,9</b>	<b>17,3%</b>	<b>114,0</b>	<b>18,6%</b>
Depreciation and Amortization	(31,3)	(5,3%)	(31,1)*	(5,1%)
Write-Downs	(1,1)	(0,2%)	(0,5)	(0,1%)
<b>EBIT</b>	<b>70,5</b>	<b>11,9%</b>	<b>82,4</b>	<b>13,4%</b>
Financial income/expenses	(22,1)	(3,7%)	(28,3)	(4,6%)
Income/expenses from associates at equity method	0,6	0,1%	0,7	0,1%
<b>PBT</b>	<b>49,0</b>	<b>8,2%</b>	<b>54,8</b>	<b>8,9%</b>
Taxes	(11,0)	(1,8%)	(15,3)	(2,5%)
<b>Total net profit (loss) of the period</b>	<b>38,0</b>	<b>6,4%</b>	<b>39,5</b>	<b>6,4%</b>
Total net profit (loss) attributable to non controlling interests	3,5	0,6%	6,1	1,0%
<b>Fila Group's total net profit (loss) of the period</b>	<b>34,5</b>	<b>5,8%</b>	<b>33,4</b>	<b>5,4%</b>

\* Of which: Tangible Assets 11,7mln €; IFRS 16 Tangible Assets 8,8mln €; Intangible Assets 10,6mln € (PPA 8,6mln €)

# 9M 2023 Income Statement Adjusted



(€ million)	9M 2022A	% on Sales	9M 2023A	% on Sales
<b>P&amp;L ADJUSTMENTS</b>				
REPORTED CORE BUSINESS SALES	595,0		614,2	
Total Adjustments	-		-	
<b>ADJUSTED CORE BUSINESS SALES</b>	<b>595,0</b>		<b>614,2</b>	
REPORTED EBITDA	102,9	<u>17,3%</u>	114,0	<u>18,6%</u>
IFRS 16 Impact	(11,4)		(12,0)	
Total Adjustments	4,0		6,1	
<b>ADJUSTED EBITDA EXCLUDED IFRS 16</b>	<b>95,5</b>	<u>16,1%</u>	<b>108,0</b>	<u>17,6%</u>
REPORTED NET PROFIT	38,0	<u>6,4%</u>	39,5	<u>6,4%</u>
IFRS 16 Impact	1,4		0,8	
Total Adjustments	3,6		4,8	
<b>ADJUSTED NET PROFIT EXCLUDED IFRS 16</b>	<b>43,0</b>	<u>7,2%</u>	<b>45,1</b>	<u>7,4%</u>

Data in millions of euros; for precise data refer to 9M FILA financial report

# 9M 2023 Balance Sheet Reported



(€ million)	2022A	9M 2023A
<b>BALANCE SHEET</b>		
Intangible assets	446,5	440,3
Tangible Assets	166,2	174,5
Biological Assets	1,8	1,7
Financial Fixed Assets	4,2	13,8
<b>Fixed Assets</b>	<b>618,7</b>	<b>630,3</b>
<b>Other Non Current Assets/Liabilities</b>	<b>24,0</b>	<b>24,6</b>
<b>Trade Working Capital</b>	<b>300,1</b>	<b>340,2</b>
Other Current Assets and Liabilities	2,8	(0,8)
<b>Net Working Capital</b>	<b>302,9</b>	<b>339,4</b>
<b>Provisions &amp; Funds</b>	<b>(82,8)</b>	<b>(85,7)</b>
<b>NET CAPITAL EMPLOYED</b>	<b>862,8</b>	<b>908,6</b>
Shareholders equity	(427,7)	(462,8)
Net Financial Position	(435,2)	(445,8)
<b>TOTAL NET SOURCES</b>	<b>(862,8)</b>	<b>(908,6)</b>

Data in millions of euros; for precise data refer to 9M FILA financial report

# 9M 2023 NFP Reported



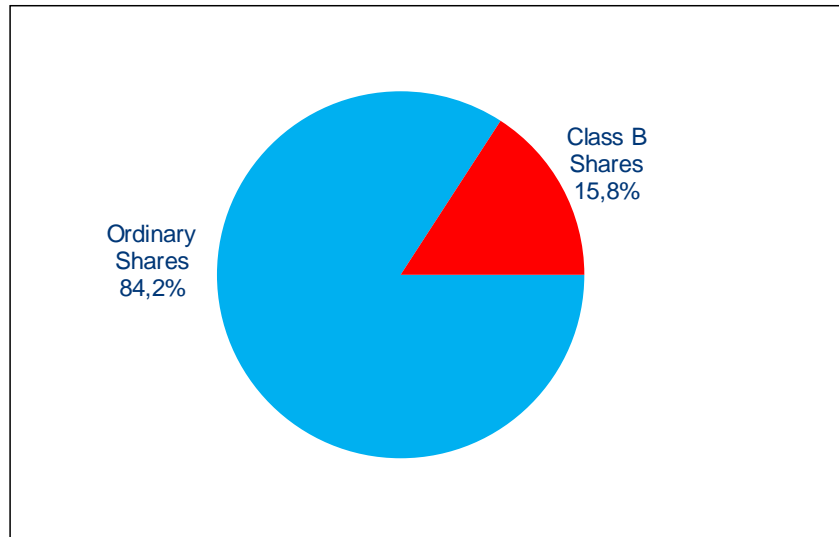
	9M 2022A	2022A	9M 2023A
<b>NFP Reported</b>	<b>(510,9)</b>	<b>(435,2)</b>	<b>(445,8)</b>
Mark to Market Hedging	0,0	3,2	4,6
IFRS 16	(97,0)	(88,5)	(85,3)
<b>NFP Excl. IFRS16 and Mark to Market Hedging</b>	<b>(413,9)</b>	<b>(349,8)</b>	<b>(365,1)</b>

9M 2023A Net Financial Position increase of **10,6mln €** compared to 2022A.

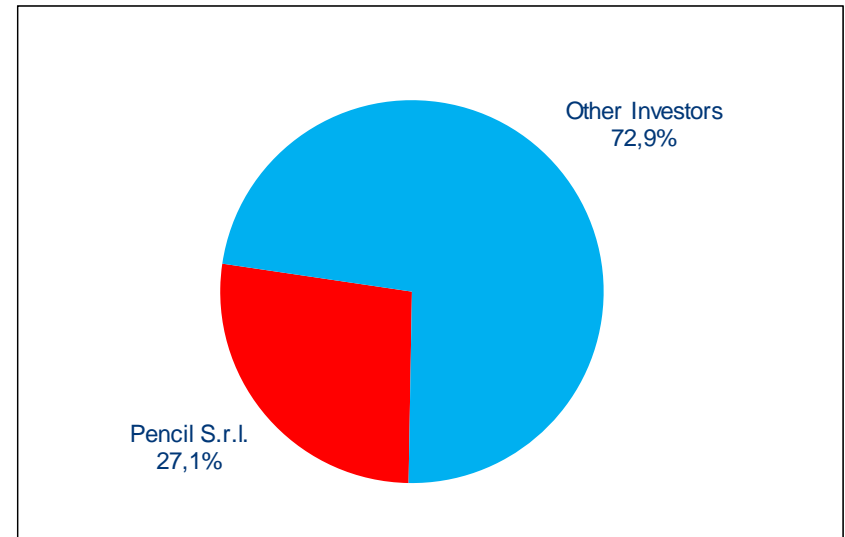
# FILA Shareholders



## Total shares \*



## Ordinary shares only



\*Total shares 51.058.297 of which: Ordinary shares 42.976.441; Class B shares 8.081.856 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).

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