




# FY 2024 Results Presentation

21 March 2025



 **FILA GROUP** | COLOURING THE FUTURE SINCE 1920.





# Agenda

1. Highlights
2. Business Review
3. Financial Review
4. DOMS Industries

## Appendices:

1. Details on Revenues and EBITDA
2. Exchange rates





# FY 2024 Highlights

## FY 2024 RESULTS

▶▶▶ **FILA 2024 results** confirmed the positive trends in profitability, the strong growth in net profit and marked an acceleration in deleverage, also thanks to the sale of the 4.57% stake in DOMS

▶▶▶ **Core Business Sales** at €612.6m, -5.0% vs FY 2023 (-2.8% on a comparable FX basis), reflecting one-off SAP EWM disruption at Dixon USA in Q1, as well as the adverse currency effects in C&SA

▶▶▶ **Adjusted EBITDA** at €118.2m, +7.2% vs FY 2023 (+7.3% ex IFRS 16), with margin improvement to 19.3% (vs 17.1% in FY 2023) thanks to a favourable product mix coupled with ongoing efficiency actions

▶▶▶ **Group Reported Net Profit** at €81.8m in FY 2024 (€170.6m in FY 2023) which includes DOMS placement and significant decline in financial expenses. Adjusted Group Net profit at €40.9m, +32.3% vs FY 2023

▶▶▶ **Free Cash Flow to Equity** at €67.7m vs €60.3m in FY 2023, with positive working capital contribution, lower capex and interest expenses, exceeding 2024 guidance (upper end of €40-50m range)

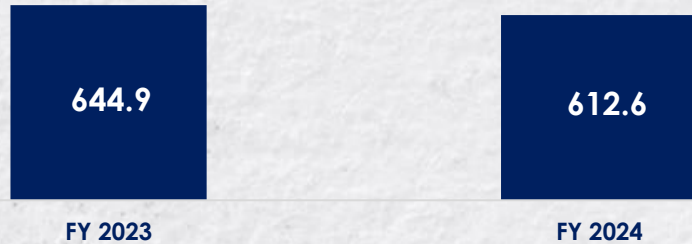
▶▶▶ **Net Financial Position** at -€181.1m in FY 2024, with €122.3m net reduction vs FY 2023 despite €36.5m of dividends in 2024 thanks to strong cash flow generation and disposal of the stake in DOMS for €80.7m (Net Bank Debt -€124.5m in FY 2024 vs -€229.5m in FY 2023)

▶▶▶ **Dividend** proposed €40.8m, higher than guidance, thanks to higher than anticipated Free Cash Flow to Equity and successful placement of DOMS participation

▶▶▶ **Outlook:** guidance 2025 confirmed, with low-to-mid single digit revenue growth, mid-single digit growth in Adjusted EBITDA, assuming constant currency & tariffs, and FCFE between €40m and €50m, dividend pay-out ratio 20-40%, in the ordinary course

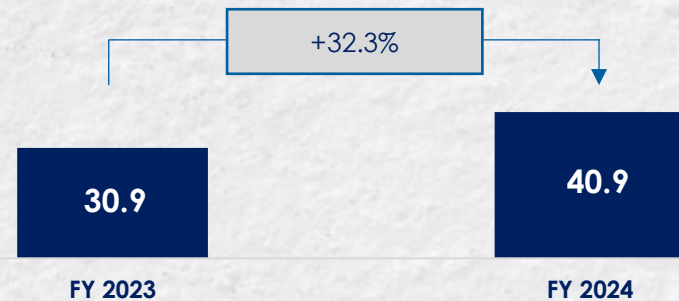
# Snapshot of FY 2024 results (excluding DOMS Industries)

## Core Business Sales (€m)

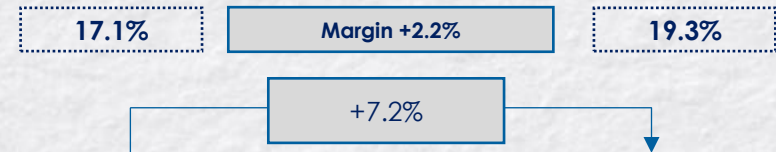


## Adjusted Group Net Profit (€m)

170.6	Group Reported Net Profit	81.8
39.7	Adj. Net Profit + PPA	50.2

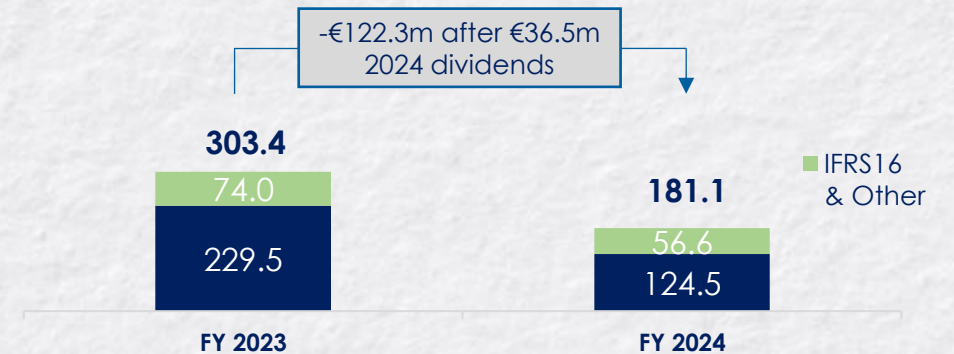


## Adjusted EBITDA (€m)



## Net Financial Position (€m)

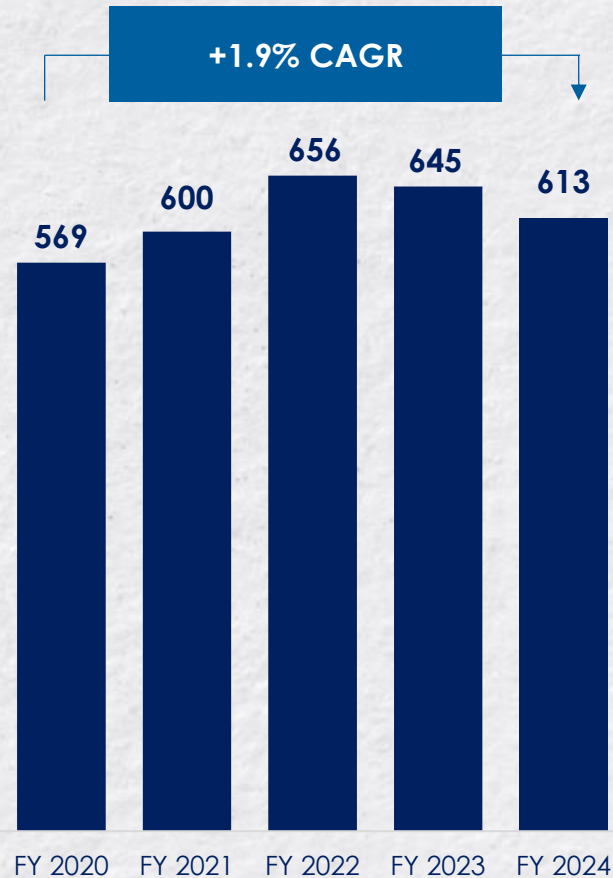
60.3	FCFE	67.7
69.1	Cash-in from DOMS	80.7



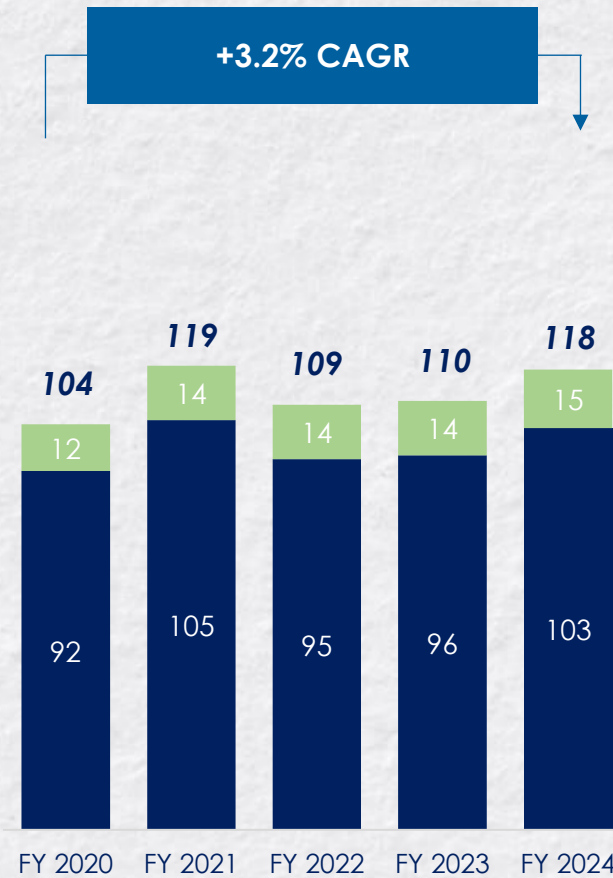


# Consistent Long Term Growth (excluding DOMS Industries)

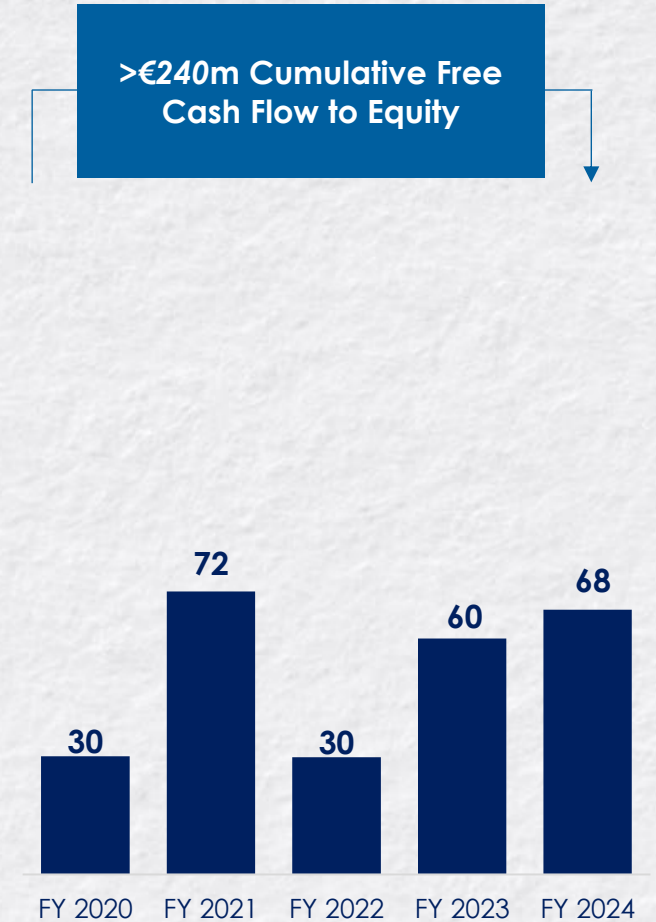
## Core Business Sales (€m)



## Adjusted EBITDA (€m)



## Free Cash Flow to Equity (€m)



■ IFRS 16 effect



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# FY 2024 Core Business Sales (excluding DOMS Industries)

	FY 2023	FY 2024	delta (€)	Comparable FX (€)	Q4 2023	Q4 2024	delta (€)	Comparable FX (€)
<b>Total Fila Group</b>	644.9	612.6	-32.3m -5.0%	-18.0m -2.8%	129.6	119.2	-10.4m -8.1%	-7.9m -6.1%
 North America	321.6 (49.9%)	298.9 (48.8%)	-22.6m -7.0%	-22.2m -6.9%	54.7 (42.2%)	52.0 (43.6%)	-2.7m -4.8%	-3.2m -5.9%
 Europe	214.2 (33.2%)	215.9 (35.2%)	+1.7m +0.8%	+1.9m +0.9%	45.3 (34.9%)	44.5 (37.3%)	-0.8m -1.7%	-1.3m -2.9%
 C&SA	91.2 (14.1%)	81.0 (13.2%)	-10.2m -11.2%	+3.3m +3.6%	25.3 (19.5%)	18.5 (15.5%)	-6.8m -26.9%	-3.1m -12.2%
 Asia	14.4 (2.2%)	12.9 (2.1%)	-1.5m -10.6%	-1.4m -9.4%	3.4 (2.6%)	3.0 (2.5%)	-0.4m -11.6%	-0.5m -13.2%
 RoW	3.5 (0.5%)	3.9 (0.6%)	+0.3m +9.1%	+0.3m +9.4%	0.9 (0.7%)	1.1 (0.9%)	+0.2m +20.5%	+0.2m +17.9%

## Key Highlights






**Sales FY 2024 results at €612.6m**, -2.8% on a comparable FX basis (-6.1% Q4 2024). Negative currency impact mainly regarding C&SA

**North America FY 2024 results at €298.9m**, -6.9% on a comparable FX basis, reflecting one-off disruption of logistics in Q1 due to introduction of SAP EWM module. Q4 2024 decline of -5.9% due to macroeconomic uncertainties and to the continuous focus on higher margin products

**Europe FY 2024 at €215.9m** with +0.9% on a comparable FX basis (Q4 -2.9% mainly due to weak performance in UK)

**C&SA confirmed positive trends in FY 2024** although affected by currency devaluations (Argentina and Mexico), and slowdown in Q4 due to macroeconomic uncertainties

# FY 2024 Adjusted EBITDA (excluding DOMS Industries)

	FY 2023	FY 2024	delta	2023 Margin	2024 Margin	Q4 2023	Q4 2024	delta	2023 Margin	2024 Margin
<b>Total Fila Group</b>	110.2	118.2	+7.2%	17.1%	19.3%	10.4	14.7	+41.5%	8.0%	12.3%
 North America	59.3	60.9	+2.7%	18.4%	20.4%	5.6	4.1	-26.9%	10.2%	7.9%
 Europe	30.9	34.7	+12.2%	14.5%	16.1%	2.2	4.4	+99.9%	4.9%	10.0%
 C&SA	14.8	18.8	+26.9%	16.3%	23.2%	2.3	5.8	+156.8%	8.9%	31.3%
 Asia	5.0	3.6	-29.3%	35.0%	27.7%	0.1	0.4	+237.1%	3.6%	13.6%
 RoW	0.2	0.2	+39.5%	4.5%	5.7%	0.2	-0.1	n.m.	20.1%	-5.5%

## Key Highlights

**Adjusted EBITDA in FY 2024 increased to €118.2m (+7.2%)** despite the contraction in Sales, Q4 2024 at +41.5%

**EBITDA margin improvement in FY 2024**, reaching **19.3%** at the end of 2024 vs 17.1% in the prior year, thanks to the efficiency gains and mix effect, as well as a more selective commercial approach

**North America EBITDA increased to €60.9 m (+2.7%)** with **margin further improved** to 20.4% versus 18.4% in the prior year, despite lower Sales

**Europe in FY 2024 reached €34.7 m (+12.2%)** with **16.1% margin** vs 14.5% in FY 2023

**CS&A EBITDA increased to €18.8m (+26.9%)** in FY 2024, despite losses in Dominican Republic and Argentina

Note: data on EBITDA FY 2023-24 without IFRS 16 included in the Appendices (slide 18)

Note: data on Sales and EBITDA FY 2022-23 with impact of DOMS and IFRS 16 included in the Appendices (slide 19-20-21)







# Adjusted Income Statement

(€ million)	FY 2023 w/DOMS	FY 2023 o/w DOMS	FY 2024
Core Business Sales	779.2	134.3	612.6
Other revenues	8.7	0.7	9.4
<b>Total Revenues</b>	<b>787.9</b>	<b>135.1</b>	<b>621.9</b>
Cost for Raw Materials and Supplies and net increase (decrease) in Inventory	-366.8	-89.4	-267.4
Costs for Services and Use of Third-Party Assets	-119.8	-14.0	-97.9
Personnel Costs	-155.1	-20.0	-132.3
Other Operating Costs	-10.1	0.0	-6.1
Net IC Revenue/ Cost DOMS on EBITDA	-	14.1	-
<b>Adjusted EBITDA</b>	<b>136.1</b>	<b>25.8</b>	<b>118.2</b>
Depreciation & Amortisation	-41.9	-5.9	-34.9
Write-Downs	-0.5	0.0	0.0
<b>EBIT</b>	<b>93.6</b>	<b>19.9</b>	<b>83.4</b>
Financial income/expenses	-37.5	-1.3	-25.9
Income/expenses from associates at equity method	0.8	0.9	3.1
<b>PBT</b>	<b>56.9</b>	<b>19.6</b>	<b>60.5</b>
Taxes	-18.0	-4.8	-20.4
<b>Adjusted Net Profit (Loss)</b>	<b>38.9</b>	<b>14.8</b>	<b>40.1</b>
<b>Adjusted Group Net Profit (Loss)</b>	<b>30.9</b>	<b>7.6</b>	<b>40.9</b>
<b>Base EPS*</b>	<b>0.61</b>		<b>0.81</b>
Adj. for Non-Recurring Items to EBITDA	-13.7		-9.2
Adj. for Non-Recurring Items to Group Net Profit	139.7		40.7

(\*Earnings per Share (Adjusted Group Net Profit/Total Number of Shares)

## Key Highlights

**Adjusted Group Net Profit surged +32.3% to €40.9m in FY 2024** from €30.9m in FY 2023 (note that the 2024 results includes DOMS' contribution for 2024)

**D&A** stood at €34.9m in FY 2024 and €41.9m in FY 2023

**PPA amortization** was equal to € 9.8 m in FY 2024

**Significant decline in Financial Expenses** due to lower indebtedness, improved margin ratchets, and repayment of Mexican Peso denominated facilities

Income from associates at €3.1m (€5.1m gross of €2 m of PPA) relates to FILA's **26.01% stake in DOMS**

**Adjustments for Non-Recurring Items** related to reorganization costs mainly in North America and Europe, the performance shares incentive plan and fair value evaluation of tangible and intangible assets



# Cash Flow Statement

(€ million)	FY 2023	FY 2024	delta
<b>Adjusted EBITDA</b>	<b>136.1</b>	<b>118.2</b>	<b>-17.8</b>
Changes in net working capital	27.2	11.5	-15.7
Investments in tangible and intangible assets	-30.3	-13.1	17.1
<b>Operating Cash Flow</b>	<b>133.0</b>	<b>116.6</b>	<b>-16.4</b>
IFRS 16 rent payments	-15.9	-16.2	-0.3
Tax payments	-19.4	-11.8	7.7
Net financial expenses	-27.3	-19.1	8.3
Net financial expenses IFRS 16	-5.6	-3.6	2.0
Non-monetary costs and other changes	9.2	10.9	1.7
<b>Adjusted Free Cash Flow to Equity</b>	<b>74.0</b>	<b>76.9</b>	<b>2.9</b>
Adjustments for Non-Recurring Items	-13.7	-9.2	4.5
<b>Reported FCF to Equity</b>	<b>60.3</b>	<b>67.7</b>	<b>7.4</b>
Buybacks/ dividends	-9.2	-36.5	-27.4
Effect of FX rate movements	0.2	-4.9	-5.0
Changes in amortised cost and MTM	-3.0	1.7	4.7
Proceeds from sales of stake in associated company	69.1	80.7	11.7
Changes due to trademark acquisition	-	-2.0	-2.0
NFP change of DOMS deconsolidated	9.9	-	-9.9
M&A effects	-8.2	-	8.2
Changes in IFRS 16 Net Financial Position	12.6	15.6	3.0
<b>Changes in Reported Net Financial Position</b>	<b>131.7</b>	<b>122.3</b>	<b>-9.4</b>

## Key Highlights

FY 2024 cash generation was strong, with **Free Cash Flow to Equity of €67.7m**, exceeding FY24 guidance

**Net Working Capital** positively contributed to cash generation, with improvement in Trade Working Capital to Revenues ratio

**Capex declined to €13.1m in FY 2024 vs €30.3m in FY 2023**, reflecting deconsolidation of DOMS, which required significant investments to sustain its growth projections

**Lower net financial expenses** (€19.1m in FY 2024 vs €27.3m in FY 2023) and lower IFRS 16 financial expenses (€3.6m in FY 2024 vs €5.6m in FY 2023) thanks to working capital management, lower net debt and leverage ratio

**Change in Reported Net Financial Position** was equal to €122.3m in 2024 mainly thanks to €67.7m of Free Cash Flow to Equity and **€80.7m from the disposal of 4.57% in DOMS (the cash-in related to 2023 IPO was €69.1m)**



# Net Bank Debt & Net Financial Position

(€ million)	FY 2023	FY 2024	delta
Cash and Cash Equivalents	124.8	172.9	48.0
Financial Liabilities and Receivables	-354.3	-297.3	56.9
<b>Net Bank Debt</b>	<b>-229.5</b>	<b>-124.5</b>	<b>105.0</b>
Amortized Cost	2.8	5.0	2.1
<b>Net Financial Position excl. IFRS and MtM Hedging</b>	<b>-226.6</b>	<b>-119.5</b>	<b>107.1</b>
Mark to Market Hedging	-0.9	-1.3	-0.4
IFRS 16	-75.9	-60.3	15.6
<b>IFRS 16 Net Financial Position</b>	<b>-303.4</b>	<b>-181.1</b>	<b>122.3</b>
Adjusted EBITDA	136.1	118.2	-17.9
<b>Leverage ratio on Net Bank Debt</b>	<b>1.7x</b>	<b>1.1x</b>	<b>-0.6x</b>
<b>Leverage ratio on Net Financial Position</b>	<b>2.2x</b>	<b>1.5x</b>	<b>-0.7x</b>

## Key Highlights

**Net Bank Debt of €124.5m in FY 2024**, compared to €229.5m at end 2023

Compared to FY 2023, **Net Bank Debt in FY 2024 decreased by €105.0m** due to strong cash flow generation and the cash-In from the disposal of 4.57% stake in DOMS, which offset the dividend payments of €36.5m and negative FX impact of €4.9m

Based on Adjusted EBITDA of €118.2m, **Leverage Ratio of 1.1x in FY 2024**

**Reduction of €15.6m IFRS 16 debt** due to efficiencies on the cost of leased production facilities in Mexico and USA, and the deconsolidation of DOMS Industries



# Reported Balance Sheet

(€ million)	FY 2023 ex DOMS	FY 2024	delta
Intangible Assets	378.0	375.7	-2.3
Tangible Assets	123.3	108.7	-14.7
Biological Assets	1.2	-	-1.2
Financial Fixed Assets	161.1	140.5	-20.6
<b>Fixed Assets</b>	<b>663.7</b>	<b>624.9</b>	<b>-38.8</b>
<b>Other Non Current Asset/Liabilities</b>	<b>23.3</b>	<b>20.5</b>	<b>-2.8</b>
Trade Receivables	99.8	95.0	-4.8
Inventories	264.4	257.4	-7.0
Trade Payables	-105.7	-110.8	-5.1
<b>Trade Working Capital</b>	<b>258.5</b>	<b>241.5</b>	<b>-17.0</b>
Other Current Asset and Liabilities	4.5	0.1	-4.3
<b>Net Working Capital</b>	<b>263.0</b>	<b>241.7</b>	<b>-21.4</b>
Provision & Funds	-72.7	-73.2	-0.5
<b>Net Capital Employed</b>	<b>877.4</b>	<b>813.9</b>	<b>-63.5</b>
Shareholders Equity	-574.0	-632.8	-58.9
IFRS 16 Net Financial Position	-303.4	-181.1	122.3
<b>Total Net Sources</b>	<b>-877.4</b>	<b>-813.9</b>	<b>63.5</b>
<i>Trade Working Capital</i>	258.5	241.5	-17.0
<i>Reported Sales</i>	644.9	612.6	-32.3
<b>Trade Working Capital % of Sales</b>	40.1%	39.4%	-0.7%

## Key Highlights

**FY 2024 compared to FY 2023 largely reflects the impact of the disposal of 4.57% stake** in DOMS Industries and the closure of some buildings, leading to a decrease of €38.8m in fixed assets

**Financial Fixed Assets largely composed of FILA's 26.01% stake in DOMS** for €139.5m under the equity method

**Trade Working Capital** further decrease to €241.5m, with a percentage of sales at **39.4% in FY 2024** from 40.1% in FY 2023





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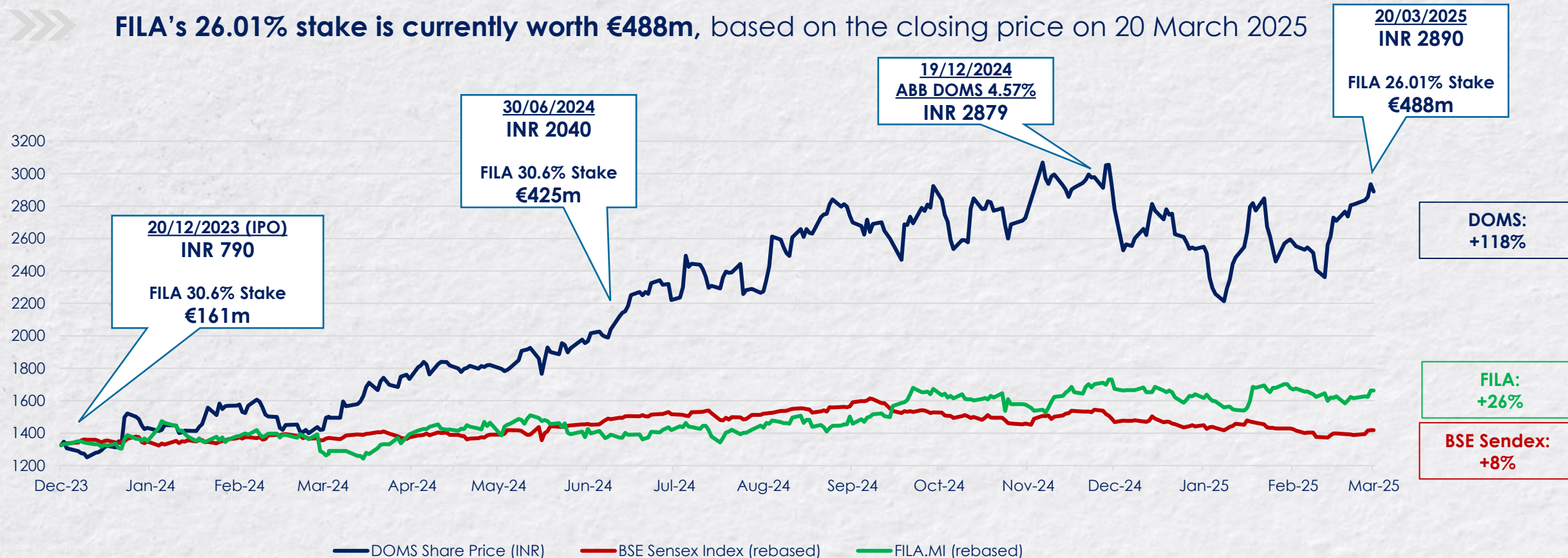
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# DOMS Share Price Performance & Valuation for FILA

- »»» DOMS Industries was IPO on December 20<sup>th</sup> at a price of INR 790, increasing 68% on the 1<sup>st</sup> trading day
- »»» DOMS is currently trading at INR 2890, increasing +118% from the IPO (December 2023), significantly outperforming the BSE Index
- »»» FILA's 26.01% stake is currently worth €488m, based on the closing price on 20 March 2025



Note: EUR/INR exchange rates on the same date of the share price



# DOMS Industries Market Data

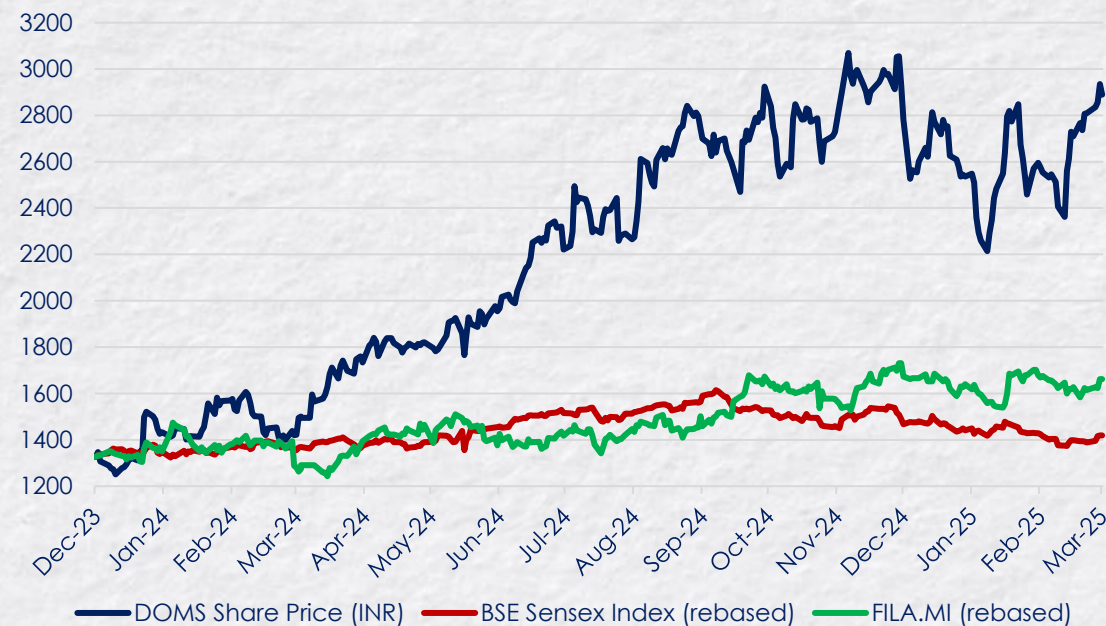
## DOMS Consensus Results and Broker Recommendations

(source: FactSet, 20 March, 2025)

INR millions	2024A*	2025E	2026E	2027E
Sales	15,371	19,167	24,226	29,677
EBITDA	2,727	3,505	4,306	5,285
EBIT	2,215	2,865	3,499	4,299
Net Income	1,532	2,120	2,627	3,267

Broker	Rating Date	Rating	Target Price (INR)
Restricted	04/03/25	Buy	3,050
Prabhudas Lilladher	21/02/25	Buy	3,370
IIFL Research	04/02/25	Overweight	2,700
Asian Markets Securities	04/02/25	Overweight	2,810
ICICI Securities	03/02/25	Overweight	2,925
Nuvama Institutional Equities	03/02/25	Buy	3,210
JM Financial Institutional Securities	03/02/25	Buy	3,000
<b>Average</b>	/	/	<b>3,009.29</b>

## DOMS Industries Share Price Performance



**DOMS Share Price on 20 March, 2025 (INR)** **2889.85**

**DOMS Market Capitalisation (INR bn)** **175.38**

**FILA Stake (%)** **26.01%**

**FILA Stake (INR bn)** **45.62**

**EUR/INR** **93.54**

**FILA Stake (€m)** **487.68**

\* Note: DOMS Industries fiscal year falls on 31 March



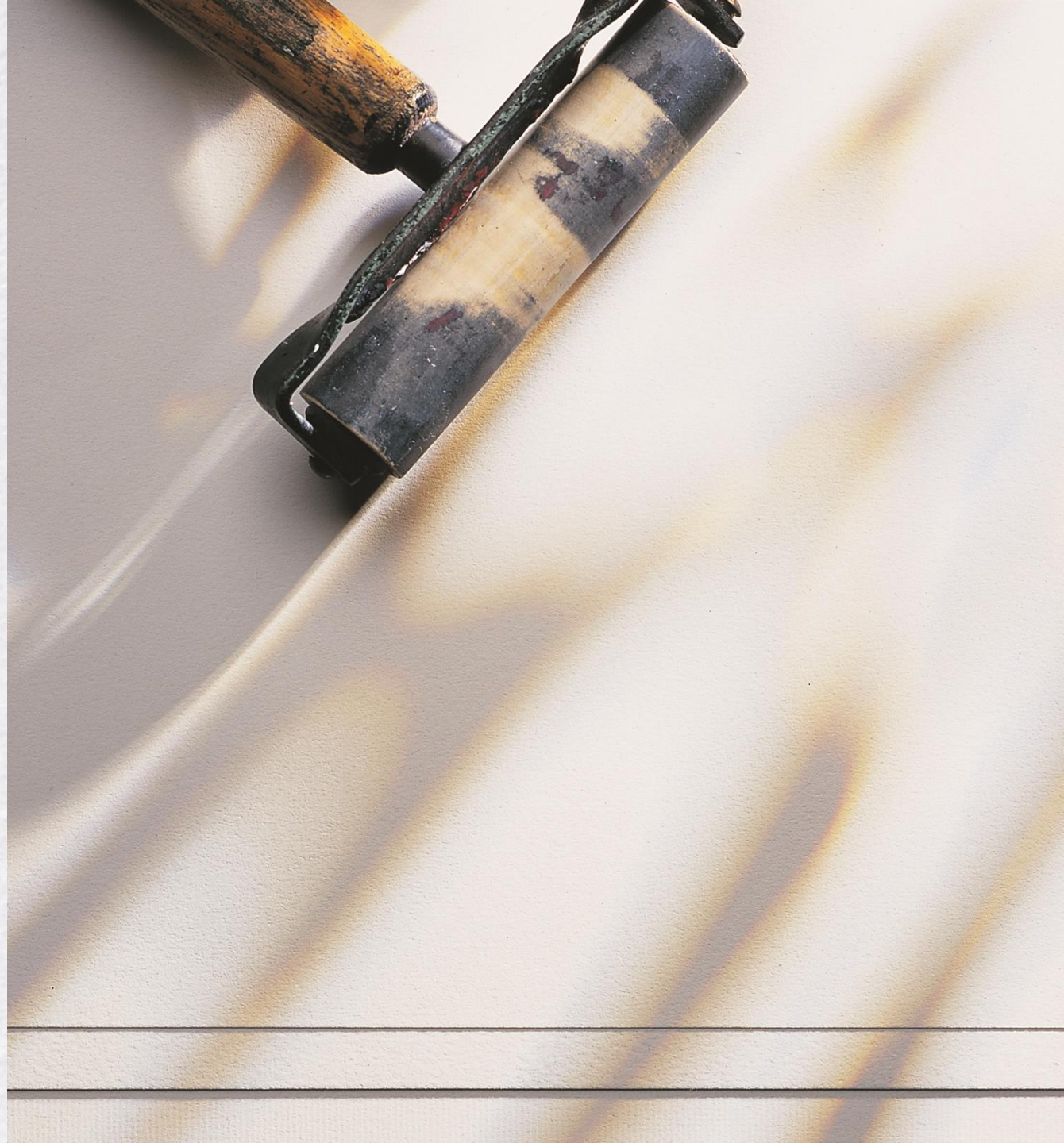


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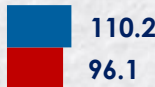
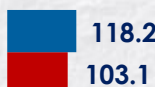



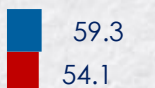
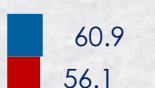



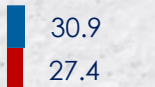
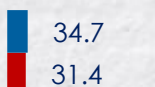
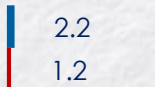
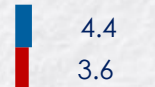

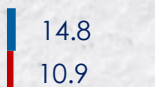

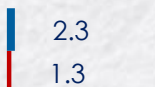
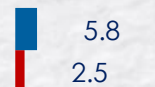

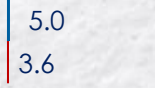


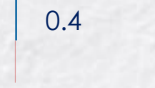

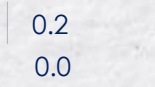
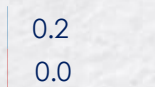
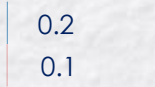
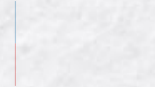
### Appendices:

1. Details on Revenues and EBITDA
2. Exchange rates





# FY 2024 Adjusted EBITDA (excluding DOMS)

	FY 2023	FY 2024	delta	2023 Margin	2024 Margin		Q4 2023	Q4 2024	delta	2023 Margin	2024 Margin
<b>Total Fila Group</b>	 110.2 96.1	 118.2 103.1	+7.2% +7.3%	17.1% 14.9%	19.3% 16.8%		 10.4 6.8	 14.7 8.8	+41.5% +29.9%	8.0% 5.2%	12.3% 7.4%
 North America	 59.3 54.1	 60.9 56.1	+2.7% +3.8%	18.4% 16.8%	20.4% 18.8%		 5.6 4.4	 4.1 2.8	-26.9% -35.9%	10.2% 8.0%	7.9% 5.4%
 Europe	 30.9 27.4	 34.7 31.4	+12.2% +14.4%	14.5% 12.8%	16.1% 14.5%		 2.2 1.2	 4.4 3.6	+99.9% +197.9%	4.9% 2.7%	10.0% 8.1%
 C&SA	 14.8 10.9	 18.8 13.4	+26.9% +22.9%	16.3% 12.0%	23.2% 16.6%		 2.3 1.3	 5.8 2.5	+156.8% +101.6%	8.9% 4.9%	31.3% 13.6%
 Asia	 5.0 3.6	 3.6 2.1	-29.3% -42.8%	35.0% 25.0%	27.7% 16.0%		 0.1 -0.2	 0.4 -0.1	+237.1 n.m.	3.6% -6.5%	13.6% -1.7%
 RoW	 0.2 0.0	 0.2 0.0	+39.5% n.m.	4.5% n.m.	5.7% 0.8%		 0.2 0.1	 -0.1 -0.1	n.m. n.m.	20.1% 15.2%	-5.5% -9.4%

 Adjusted EBITDA Including IFRS 16  
 Adjusted EBITDA Excluding IFRS 16



# Sales – w/DOMS and ex-DOMS

2022						2023				
w/DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	54.6	69.1	58.4	53.0	<b>235.1</b>	52.1	64.8	52.0	45.3	<b>214.2</b>
North America	68.7	103.3	91.2	61.8	<b>325.0</b>	73.2	109.2	84.5	54.7	<b>321.6</b>
CSA	15.0	21.9	20.2	20.5	<b>77.7</b>	19.3	24.5	22.1	25.3	<b>91.2</b>
Asia	26.8	29.4	33.5	33.0	<b>122.6</b>	33.1	37.7	39.1	38.8	<b>148.7</b>
Other	0.9	0.9	1.1	1.2	<b>4.0</b>	1.0	0.7	0.9	0.9	<b>3.5</b>
<b>Total</b>	<b>166.0</b>	<b>224.6</b>	<b>204.5</b>	<b>169.5</b>	<b>764.6</b>	<b>178.7</b>	<b>236.9</b>	<b>198.5</b>	<b>165.0</b>	<b>779.2</b>

2022						2023				
ex-DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Europe	54.6	69.1	58.4	53.0	<b>235.1</b>	52.1	64.8	52.0	45.3	<b>214.2</b>
North America	68.7	103.3	91.2	61.8	<b>325.0</b>	73.2	109.2	84.5	54.7	<b>321.6</b>
CSA	15.0	21.9	20.2	20.5	<b>77.7</b>	19.3	24.5	22.1	25.3	<b>91.2</b>
Asia	3.6	3.2	4.1	3.3	<b>14.1</b>	3.0	3.9	4.1	3.4	<b>14.4</b>
Other	0.9	0.9	1.1	1.2	<b>4.0</b>	1.0	0.7	0.9	0.9	<b>3.5</b>
<b>Total</b>	<b>142.8</b>	<b>198.4</b>	<b>175.1</b>	<b>139.8</b>	<b>656.1</b>	<b>148.6</b>	<b>203.2</b>	<b>163.5</b>	<b>129.6</b>	<b>644.9</b>



# Adjusted IFRS 16 EBITDA – w/DOMS and ex-DOMS

Incl. IFRS 16		2022					2023				
w/DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Europe	9.2	17.5	11.3	5.6	<b>43.6</b>	7.3	12.8	8.7	2.3	<b>30.9</b>	
North America	9.9	19.4	12.5	3.9	<b>45.7</b>	10.6	24.4	18.6	5.7	<b>59.3</b>	
CSA	3.1	4.4	4.5	2.5	<b>14.5</b>	3.7	5.2	3.6	2.3	<b>14.8</b>	
Asia	4.0	4.4	6.3	6.7	<b>21.5</b>	6.7	9.3	8.6	6.3	<b>30.9</b>	
Other	0.1	-0.1	-0.1	0.2	<b>0.2</b>	0.0	0.0	0.0	0.2	<b>0.2</b>	
<b>Total</b>	<b>26.3</b>	<b>45.8</b>	<b>34.5</b>	<b>18.9</b>	<b>125.5</b>	<b>28.3</b>	<b>51.6</b>	<b>39.5</b>	<b>16.7</b>	<b>136.1</b>	

Incl. IFRS 16		2022					2023				
ex-DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Europe	9.1	17.4	11.2	5.9	<b>43.6</b>	7.1	12.8	8.8	2.2	<b>30.9</b>	
North America	9.8	19.3	12.5	4.2	<b>45.8</b>	10.4	24.5	18.8	5.5	<b>59.2</b>	
CSA	3.0	4.4	4.4	2.6	<b>14.4</b>	3.7	5.3	3.7	2.3	<b>14.9</b>	
Asia	1.1	0.7	2.4	0.7	<b>5.0</b>	1.3	2.0	1.6	0.1	<b>5.0</b>	
Other	0.1	-0.1	-0.1	0.2	<b>0.1</b>	0.0	0.0	0.0	0.2	<b>0.2</b>	
<b>Total</b>	<b>23.1</b>	<b>41.8</b>	<b>30.4</b>	<b>13.6</b>	<b>108.9</b>	<b>22.5</b>	<b>44.5</b>	<b>32.9</b>	<b>10.3</b>	<b>110.2</b>	



# Adjusted EBITDA excluding IFRS 16 – w/DOMS and ex-DOMS

Excl. IFRS 16		2022					2023				
w/DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Europe	8.4	16.8	10.5	4.7	<b>40.4</b>	6.4	12.0	7.8	1.2	<b>27.4</b>	
North America	8.5	18.0	11.0	2.5	<b>40.0</b>	9.2	23.0	17.4	4.4	<b>54.0</b>	
CSA	2.2	3.6	3.5	1.6	<b>10.9</b>	2.8	4.3	2.6	1.3	<b>10.9</b>	
Asia	3.4	4.0	5.8	5.8	<b>19.0</b>	6.0	8.7	8.0	6.1	<b>28.8</b>	
Other	0.1	-0.1	-0.1	0.1	<b>0.0</b>	-0.1	-0.1	0.0	0.1	<b>0.0</b>	
<b>Total</b>	<b>22.7</b>	<b>42.1</b>	<b>30.7</b>	<b>14.7</b>	<b>110.3</b>	<b>24.3</b>	<b>47.9</b>	<b>35.8</b>	<b>13.1</b>	<b>121.1</b>	

Excl. IFRS 16		2022					2023				
ex-DOMS	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
Europe	8.3	16.7	10.5	4.6	<b>40.1</b>	6.3	12.0	7.9	1.2	<b>27.5</b>	
North America	8.4	17.9	11.0	2.3	<b>39.6</b>	9.0	23.1	17.5	4.4	<b>54.1</b>	
CSA	2.2	3.5	3.5	1.5	<b>10.8</b>	2.7	4.3	2.7	1.2	<b>10.9</b>	
Asia	0.8	0.4	2.0	1.2	<b>4.3</b>	1.0	1.6	1.2	-0.2	<b>3.6</b>	
Other	0.1	-0.1	-0.1	0.1	<b>0.0</b>	0.0	-0.1	0.0	0.1	<b>0.0</b>	
<b>Total</b>	<b>19.8</b>	<b>38.4</b>	<b>26.8</b>	<b>9.8</b>	<b>94.8</b>	<b>19.0</b>	<b>41.0</b>	<b>29.3</b>	<b>6.7</b>	<b>96.1</b>	



# Exchange Rates (source: Bank of Italy)

Currency		Avg FY 2023	Avg FY 2024	31/12/2023	31/12/2024
Argentinean Peso	ARS	316.35	989.54	892.92	1,070.81
Australian Dollar	AUD	1.63	1.64	1.63	1.68
Brazilian Real	BRL	5.40	5.83	5.36	6.43
Canadian Dollar	CAD	1.46	1.48	1.46	1.49
Swiss Franc	CHF	0.97	0.95	0.93	0.94
Chilean Peso	CLP	908.08	1,020.99	977.07	1,033.76
Renminbi Yuan	CNY	7.66	7.79	7.85	7.58
Dominican Peso	DOP	60.56	64.26	64.18	63.48
UK Pound	GBP	0.87	0.85	0.87	0.83
Indonesian Rupiah	IDR	16,480.35	17,154.13	17,079.71	16,820.88
Shekel	ILS	3.99	4.00	4.00	3.79
Indian Rupee	INR	89.32	90.53	91.90	88.93
Mexican Peso	MXN	19.19	19.82	18.72	21.55
Nuevo Sol	PEN	4.06	4.06	3.91	3.91
Polish Zloty	PLN	4.54	4.31	4.34	4.28
Russian Ruble	RUB	92.45	100.41	100.22	115.68
Swedish Krona	SEK	11.47	11.43	11.10	11.46
Turkish Lira	TRY	25.75	35.57	32.65	36.74
US Dollar	USD	1.08	1.08	1.11	1.04
South African Rand	ZAR	19.95	19.83	20.35	19.62



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