



## Q1 2021 Trading Update

May 11, 2021



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### **DISCLAIMER**

This presentation may contain forward looking statements based on current expectations and projects of the Group in relation to future events. Due to their specific nature, these statements are subject to inherent risks and uncertainties, as they depend on certain circumstances and facts, most of which being beyond the control of the Group. Therefore actual results could differ, even to a significant extent, with respect to those reported in the statements.

## Q1 2021 BUSINESS ABOVE PRE-PANDEMIC LEVELS

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*“2021 represents a fresh start for our Group, after two years of significant business turnarounds to establish a stronger and more resilient business model, with a diversified brand portfolio and a supply chain right-sized to market reality.*

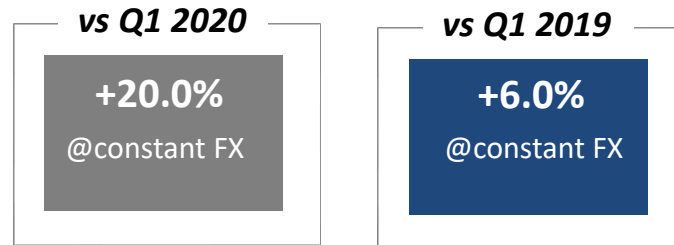
*We are pleased about this very positive start to the year, which saw our Q1 2021 sales and economic results exceed the first quarter of 2019.*

*These results are particularly relevant for us as they were achieved in a health and business environment which remained in the meantime tough in a number of countries and distribution channels, representing a first, encouraging testimony of the growth the Group can aim for thanks to its new business levers.”*

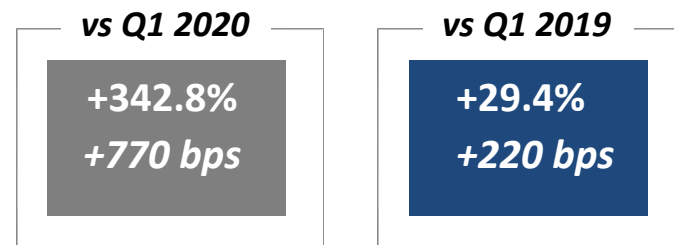
Angelo Trocchia, CEO

# Q1 ECONOMIC AND FINANCIAL HIGHLIGHTS

## NET SALES €251.4M



## ADJUSTED<sup>1</sup> EBITDA €25.8M ADJUSTED<sup>1</sup> EBITDA MARGIN 10.3%



## GROUP NET DEBT € 223.9M



- ✓ Strong recovery of own and licensed brands
- ✓ New brands in the portfolio effectively compensating the licenses terminated at the end of 2020
- ✓ United States and online business remaining our strongholds, above our expectations
- ✓ Significant improvement in profitability driven by sales rebound, cost discipline and now leaner overheads cost structure
- ✓ Solid financial profile, in line with Dec. 2020





Q1 2021 SALES PERFORMANCE

# OUR Q1 2021 NET SALES PERFORMANCE

## NET SALES AT € 251.4M

vs Q1 2020

**+20.0%** @constant FX

+13.7% @current FX

vs Q1 2019

**+6.0%** @constant FX

+1.7% @current FX

### EFFECTIVE PORTFOLIO REBALANCE

New business compensating terminated licenses

+++Blenders/Privé Revaux/Levi's/David Beckham/Missoni/Ports/  
Isabel Marant

--Licenses terminated at the end of 2020

### STRONG GROWTH OF CORE OWN/LICENSED BRANDS

+++Smith and ++Carrera

++Hugo Boss/Tommy Hilfiger/Kate Spade/Jimmy Choo



Prescription frames strong across all geographies and brands



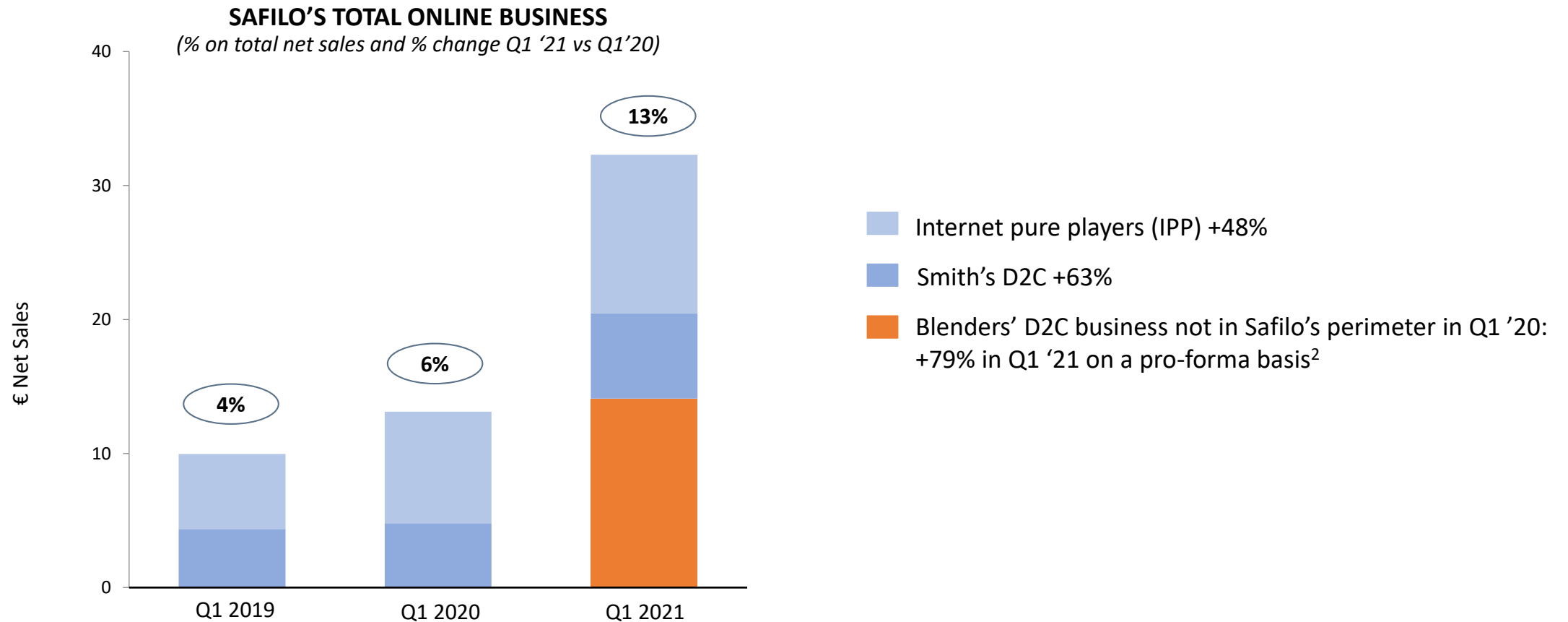
Strong US D2C channel offsetting soft sunglass business in Europe



Online sales boosted by Blenders, Smith and internet pure players (IPP)

## OUR Q1 2021 TOTAL ONLINE BUSINESS

MORE THAN 3 TIMES BIGGER THAN IN Q1 '19, OUR ONLINE BUSINESS SURGED +164% VS Q1 '20 THANKS TO OUR DIGITAL TRANSFORMATION STRATEGY



# OUR Q1 2021 NET SALES PERFORMANCE

## NORTH AMERICA AT €119.1M

vs Q1 2020

**+53.8%** @constant FX

vs Q1 2019

**+41.8%** @constant FX



- ✓ Strong sales growth in US 3Os, chains and dept. stores across all products & brands
- ✓ Smith's momentum driven by D2C and sport channel
- ✓ M&A representing +21%/+25% of NA's growth vs '20/vs '19

## EUROPE AT €101.5M

vs Q1 2020

**-5.0%** @constant FX

vs Q1 2019

**-17.8%** @constant FX



- ✓ Persisting retail restrictions in a number of markets/channels penalizing sales of sunglasses: Polaroid the most affected brand
- ✓ Positive prescription frames business across the majority of Safilo's brands

## ASIA & PACIFIC AT €13.0M

vs Q1 2020

**-10.8%** @constant FX

vs Q1 2019

**-25.3%** @constant FX



- ✓ Challenging comp base due to travel retail/terminated licenses
- ✓ China & Australia confirming H2 '20 growth trajectories

## REST OF THE WORLD AT €17.8M

vs Q1 2020

**+40.6%** @constant FX

vs Q1 2019

**+26.5%** @constant FX



- ✓ Sharp business acceleration in Middle East markets, just mildly recovering in H2 '20





**Safilo**  
GROUP

Q1 2021 ECONOMIC AND FINANCIAL PERFORMANCE



## KEY DRIVERS OF OUR Q1 ECONOMIC PERFORMANCE

- 1) POSITIVE OPERATING LEVERAGE**
- 2) NOW LEANER OVERHEADS & CONTINUED STRUCTURAL SAVINGS**
- 3) NON-RECURRING COSTS, MAINLY DUE TO THE ANNOUNCED CLOSURE OF THE ORMOZ PRODUCTION PLANT IN SLOVENIA**

## OUR Q1 2021 ECONOMIC PERFORMANCE

**REPORTED GROSS PROFIT € 126.6M**

*margin at 50.4%*

*vs Q1 2020*

**+15.7%**

**+90 bps**

*vs Q1 2019*

**-2.8%**

**-230 bps**

**ADJUSTED<sup>1</sup> GROSS PROFIT € 131.2M**  
*margin<sup>1</sup> at 52.2%*

*vs Q1 2020*

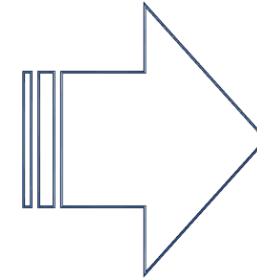
**+19.9%**

**+270 bps**

*vs Q1 2019*

**+0.8%**

**-50 bps**



**SUBSTANTIALLY IN LINE  
WITH Q1 2019**

VOLUMES REBOUND SUPPORTING OPERATING LEVERAGE

ACCRETIVE D2C BUSINESS vs NEGATIVE BRAND MIX

FIRST STRUCTURAL SAVINGS ON COGS

## OUR Q1 2021 ECONOMIC PERFORMANCE

**REPORTED EBITDA € 13.4M**

*margin at 5.3%*

vs Q1 2020

**+293.1%**  
**+380 bps**

vs Q1 2019

**-29.0%**  
**-230 bps**

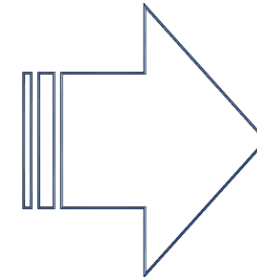
**ADJUSTED<sup>1</sup> EBITDA € 25.8M**  
*margin at 10.3%*

vs Q1 2020

**+342.8%**  
**+770 bps**

vs Q1 2019

**+29.4%**  
**+220 bps**



**WELL ABOVE Q1 2019**

CONTINUED COSTS DISCIPLINE + STRUCTURAL SAVINGS

LEANER OVERHEADS COST STRUCTURE, FOLLOWING  
STRUCTURAL SAVINGS ACHIEVED IN RECENT YEARS



## OUR FINANCIAL PERFORMANCE AS AT MARCH 31, 2021

**GROUP NET DEBT € 223.9M**  
**(€ 181.3M pre-IFRS 16)**

*vs FY 2020*

substantially in line  
 (+1.8M/+2.4M pre-IFRS 16)

IMPROVED ECONOMIC PERFORMANCE

CONTINUED STRICT CONTROL ON NET WORKING CAPITAL



**Safilo**  
GROUP

BUSINESS EVOLUTIONS AFTER Q1 2021

## FURTHER ACTIONS OF OUR INDUSTRIAL PLAN

IN LINE WITH THE BUSINESS OBJECTIVE OF IMPROVING THE EFFICIENCY OF THE GROUP MANUFACTURING FOOTPRINT, TO ENABLE GROSS MARGIN RECOVERY AND THE GROUP ECONOMIC & FINANCIAL SOLIDITY



### REALIGNING OUR MANUFACTURING CAPACITY TO THE CURRENT AND FUTURE PRODUCTION NEEDS

March 11, 2021

Intended closure of Ormož production site, in Slovenia

April 14, 2021

**Agreement signed with Slovenian Trade Unions and Work Council, providing for a number of social measures to minimize the impact**



## FURTHER ACTIONS OF OUR BRANDS PORTFOLIO STRATEGY

### NEW 5-YEAR GLOBAL LICENSING AGREEMENT WITH **DSQUARED2**



- ✓ Global fashion brand founded in 1995 by Dean & Dan Caten, renowned for its uniqueness and creativity
- ✓ An important brand addition and a significant opportunity to grow in the fashion luxury segment
- ✓ First optical and sunglass collections – both for men and women – hitting the market in January 2022, for the new spring/summer season





## BUSINESS UPDATE IN RELATION TO THE COVID-19 PANDEMIC

In the month of April, sales trends remained strong, still driven by outstanding growth in the United States, in the online business and by the progress of a number of emerging countries.

Retail restrictions and the uncertainties surrounding stores re-openings in some countries instead prevented a material rebound in Europe.

Based on the current visibility on the order book, we expect our total net sales for the second quarter of 2021 to normalize compared to the exceptional Covid-19 related decline recorded in the second quarter of last year, aiming to slightly surpass Q2 2019, at constant exchange rates.



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Q&A



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Appendices

<sup>1</sup> In Q1 2021, , the adjusted economic results excludes non-recurring costs for Euro 16.2 million (Euro 4.6 million at the gross profit level, and Euro 12.4 million at the EBITDA level), mainly due to the announced closure, starting from June 2021, of the Ormoz production plant in Slovenia.

In Q1 2020, the adjusted economic results excluded non-recurring costs for Euro 2.7 million (Euro 2.4 million at the EBITDA level), due to restructuring expenses related to the ongoing cost saving program.

<sup>2</sup> Blenders' Q1 2021 pro-forma performance is calculated compared to the same period of 2020. Blenders was not yet included in Safilo Group's perimeter in Q1 2020. Safilo consolidated Blenders from June 1<sup>st</sup> 2020.



## NET SALES BY GEOGRAPHIC AREA

(Euro million)							% change 2021 vs 2020		% change 2021 vs 2019	
	Q1 2021	%	Q1 2020	%	Q1 2019	%	current forex	constant forex	current forex	constant forex
Europe	101.5	40.4	107.7	48.7	124.6	50.4	-5.8%	-5.0%	-18.5%	-17.8%
North America	119.1	47.4	84.4	38.2	88.9	36.0	+41.1%	+53.8%	+34.0%	+41.8%
Asia Pacific	13.0	5.2	14.9	6.7	17.7	7.2	-13.0%	-10.8%	-26.8%	-25.3%
Rest of the world	17.8	7.1	14.1	6.4	16.1	6.5	+26.6%	+40.6%	+10.7%	+26.5%
<b>Total</b>	<b>251.4</b>	<b>100.0</b>	<b>221.1</b>	<b>100.0</b>	<b>247.3</b>	<b>100.0</b>	<b>+13.7%</b>	<b>+20.0%</b>	<b>+1.7%</b>	<b>+6.0%</b>

## Q1 2021 ECONOMIC KPIs

(Euro in millions)	Q1 2021	Q1 2020	Q1 2019	% Change 2021 vs 2020	% Change 2021 vs 2019
<b>Net sales</b>	251.4	221.1	247.3	+13.7%	+1.7%
<b>Gross profit</b>	<b>126.6</b>	109.4	130.2	+15.7%	-2.8%
<i>% on net sales</i>	<b>50.4%</b>	49.5%	52.7%		
<b>EBITDA</b>	<b>13.4</b>	3.4	18.9	+293.1%	-29.0%
<i>% on net sales</i>	<b>5.3%</b>	1.5%	7.6%		
<b>Adjusted<sup>1</sup> EBITDA</b>	<b>25.8</b>	5.8	20.0	+342.8%	+29.4%
<i>% on net sales</i>	<b>10.3%</b>	2.6%	8.1%		
IFRS 16 impact on EBITDA	2.9	3.1	3.4		

## EXCHANGE RATES

Currency	Code	As of		(Appreciation)/De preciation	Average for		(Appreciation)/De preciation
		March 31, 2021	December 31, 2020	%	March 31, 2021	March 31, 2020	%
US Dollar	USD	1.1725	1.2271	-4.4%	1.2049	1.1027	9.3%
Hong-Kong Dollar	HKD	9.1153	9.5142	-4.2%	9.3465	8.5686	9.1%
Swiss Franc	CHF	1.1070	1.0802	2.5%	1.0913	1.0668	2.3%
Canadian Dollar	CAD	1.4782	1.5633	-5.4%	1.5258	1.4819	3.0%
Japanese Yen	YEN	129.9100	126.4900	2.7%	127.8057	120.0973	6.4%
British Pound	GBP	0.8521	0.8990	-5.2%	0.8739	0.8623	1.4%
Swedish Krown	SEK	10.2383	10.0343	2.0%	10.1202	10.6689	-5.1%
Australian Dollar	AUD	1.5412	1.5896	-3.0%	1.5597	1.6791	-7.1%
South-African Rand	ZAR	17.3484	18.0219	-3.7%	18.0302	16.9479	6.4%
Russian Ruble	RUB	88.3175	91.4671	-3.4%	89.6675	73.8205	21.5%
Brasilian Real	BRL	6.7409	6.3735	5.8%	6.5990	4.9167	34.2%
Indian Rupee	INR	85.8130	89.6605	-4.3%	87.8484	79.9096	9.9%
Singapore Dollar	SGD	1.5768	1.6218	-2.8%	1.6054	1.5281	5.1%
Malaysian Ringgit	MYR	4.8618	4.9340	-1.5%	4.8997	4.6094	6.3%
Chinese Renminbi	CNY	7.6812	8.0225	-4.3%	7.8080	7.6956	1.5%
Korean Won	KRW	1,324.1900	1,336.0000	-0.9%	1,343.2116	1,316.2813	2.0%
Mexican Peso	MXN	24.0506	24.4160	-1.5%	24.5272	22.0918	11.0%
Turkish Lira	TRY	9.7250	9.1131	6.7%	8.91558	6.74284	32.2%
Dirham UAE	AED	4.3060	4.5065	-4.4%	4.4248	4.04952	9.3%

# BRANDS PORTFOLIO

**CARRERA**  
EYEWEAR SINCE 1956

**BOSS**  
HUGO BOSS

ISABEL MARANT

**MISSONI**

**FENDI**

**SMITH**

JIMMY CHOO

**MOSCHINO**

**PORTS**

ELIE SAAB

**Polaroid**

TOMMY HILFIGER



EYEWEAR by DAVID BECKHAM

kate spade  
NEW YORK

rag & bone  
NEW YORK

**GIVENCHY**  
PARIS

**BLENDERS**  
EYEWEAR



**TOMMY**  
JEANS

REBECCA MINKOFF

THE  
**MARC JACOBS**

**PRIVÉ REVAUX**  
EYEWEAR

**HUGO**  
HUGO BOSS

Juicy Couture

LOVE  
**MOSCHINO**

**SAFILO**  
MADE IN ITALY DAL 1924



**FOSSIL**



pierre cardin  
PARIS

BANANA REPUBLIC

SEVENTH STREET  
by Safilo

LIZ CLAIBORNE

**havaianas**