



Piquadro S.p.A. discloses the consolidated revenues for the first nine months of financial year 2018/2019

Silla di Gaggio Montano, January 8, 2019 – Today Piquadro S.p.A., which designs, manufactures and distributes professional and travel leather goods, disclosed its consolidated nine months revenues for the financial year 2018/2019.

For the first nine months of the Financial Year 2018/2019 ended 31 December 2018, the Piquadro Group reported revenues of Euro **107.3 million** with a **50.5% increase** compared to the Euro 71.3 million reported in the same period of the previous year.

The increase in revenues was determined both by the introduction in the consolidation area of Maison Lancel on June 2018 and by a 2.5% increase in sales from the Piquadro brand and by a 13.8% increase in sales from the The Bridge brand.

With reference to the **Piquadro brand**, for the first nine months of the Financial Year 2018/2019, ended 31 December 2018, sales amounted to Euro **54.6 million** and it recorded a **2.5% increase** compared to the same period of the previous fiscal year. This increase was mainly driven both by higher sales in the Wholesale channel, which was up 2.1% which accounted for 57.2% of the total Piquadro brand turnover and a 3.0% increase in DOS sales (which also included the Piquadro e-commerce) which accounted for 42.8% of the total Piquadro brand turnover.

With reference to the **The Bridge brand**, for the first nine months of the Financial Year 2018/2019, ended 31 December 2018, sales amounted to Euro **20.5 million** and it recorded a **13.8% increase** compared to same period of the previous fiscal year; such growth was determined by both a 12.9% increase in sales of the Wholesale channel, which accounted for 70.1% of the total The Bridge brand turnover and a 15.8% increase in DOS sales (which also included the The Bridge e-commerce) which accounted for 29.9% of the total The Bridge brand turnover.

With reference to the **Lancel brand**, sales revenues for the period June – December 2018 amounted to Euro **32.2 million** (growth contribution equal to approx. 45.1%), 80.8% of which deriving from the DOS channel where Lancel has 57 boutiques in France, 2 boutiques in Italy 1 Spain, Russia and China.

Under a geographic point of view, as of 31 December 2018, the Group's revenues amounted to Euro **57.9 million** and highlighted a **7.5% increase** on the **Italian market**, which absorbs a percentage of the Group's total turnover equal to 54.0% (75.6% of consolidated sales at December, 31 2017). The increase was driven by both Piquadro and The Bridge sales' growth and by the introduction into the consolidation area of Maison Lancel on June 2018.

In the European market, the Group recorded a turnover of Euro **46.1 million**, equal to 43.0% of consolidated sales (21.6% at 31 December 2017), with a **198,9% increase** compared to the same period of the previous year. The increase in revenues was determined by both the introduction of Lancel into the consolidation area on June 2018 (growth contribution equal to approx. 190.4%), and the increase of The Bridge sales, in the German and United Kingdom markets in particular.



In the non-European geographical area (named “Rest of the World”) the Group recorded a turnover of Euro **3.2 million** equal to 3.0% of consolidated sales (2.8% at 31 December 2017), with a **62.0% increase**, compared to the same period of the previous year, mainly due to the introduction into the consolidation area of Maison Lancel on June 2018.

The manager responsible for preparing the Piquadro S.p.A.’s, financial reports, Roberto Trotta, declares – pursuant to paragraph 2 of Article 154-bis of Legislative Decree 58/1998 – that the accounting information contained in this press release corresponds to the documented results, books, and accounting record.

Piquadro gives notification that the main economic and financial performance indicators on a consolidated basis for the first nine months of the Financial Year 2018/2019 ended December 31, 2018 will be approved by the Board of Directors and will be communicated no later than February 7, 2019.

Gruppo Piquadro

The Piquadro Group operates in the sector of leather accessories through the Piquadro, The Bridge and Lancel brands. Cornerstones for the three brands is attention to details and the quality of the workmanship as well as the leather but the Piquadro product stands out for its innovative design and technological content, while The Bridge emphasizes the vintage flavor of Tuscan craftsmanship and finally the Lancel collections embody the Parisian allure of a fashion house founded in 1876. The origins of the Group date back to 1987 when Marco Palmieri, now President and Chief Executive Officer, founded his company near Bologna, where it is still headquartered. The distribution network extends over 50 countries around the world and counts 189 outlets including 105 Piquadro boutiques (67 in Italy and 38 abroad including 56 DOS directly operated stores and 49 franchised stores), 14 The Bridge boutiques (12 in Italy and 2 abroad including 9 DOS directly operated stores and 5 franchised) and 70 Lancel boutiques (57 in France and 13 abroad, of which 62 DOS directly operated stores and 8 franchised).

The Group's consolidated turnover for the year 2017/2018 ended on March 31, 2018 is € 97,6 million and the consolidated net profit amounts to approximately € 4.8 million.

Piquadro S.p.A. has been listed on the Italian Stock Exchange since October 2007.

Piquadro S.p.A.

Media Relations
Paola Di Giuseppe
Tel +39 02 37052501

paoladijiuseppe@piquadro.com

Piquadro S.p.A.

Investor relationship
Roberto Trotta
Tel +39 0534 409001

investor.relator@piquadro.com