



Piquadro discloses the Consolidated Revenues for the fourth quarter of FY 2022/23 (January – March 2023) and the Consolidated Revenues for the Financial Year 2022/2023, ended March 31, 2023.

- **Consolidated sales for the fourth quarter of financial year 2022/23 (January – March 2023) equal to € 48.8 million (+22.0% versus the same period of last year).**
- **Consolidated sales for the Financial Year 2022/2023 ended as of March 31st, 2023 equal to € 175.6 million (+17.5% versus financial year 2021/2022 ended March 31 2022);**

Silla di Gaggio Montano, April 19th, 2023 – Today Piquadro S.p.A., company which designs, manufactures, and distributes professional and travel leather goods, though the brands Piquadro, The Bridge and Lancel, discloses the consolidated revenues for the fourth quarter of fiscal year 2022/23 (January – March 2023) and the consolidated revenues for the fiscal year 2022/2023 ended March 31, 2023.

The consolidated turnover recorded by the Piquadro Group in the fourth quarter of the fiscal year 2022/2023 is equal to Euro **48.8 million** with a **22.0% increase** compared to the same period of the previous year closed at Euro 40,0 million.

With reference to the **Piquadro brand**, the revenues recorded in the fourth quarter of fiscal year 2022/23 (January – March 2023) amount to Euro **23.0 million** with a **19.9% increase** compared to the same period relevant to fiscal year 2021/2022 (January – March 2022). All sales channel increased compared to the same period ended on March 31, 2022 driven by the **wholesale** channel which recorded an **increase** of **18.5%** and by the **DOS** channel which recorded a **growth** of **27,8%**.

With reference to **The Bridge brand**, the revenues recorded in the fourth quarter of fiscal year 2022/23 (January – March 2023) amount to Euro **7.9 million** with a **22.0% increase** compared to the same period relevant to fiscal year 2021/2022 (January – March 2022). All sales channel increased compared to the same period ended on March 31, 2022; the **wholesale** channel recorded an **increase** of **13.0%**, the **DOS** channel recorded a **growth** of **45.0%** and the e-commerce channel recorded an **increase** of **15.4%**.

The sales revenues achieved by the **Maison Lancel** in the fourth quarter of fiscal year 2022/23 (January – March 2023) amount to Euro **17.9 million** with a **24.7% increase** compared to the same period relevant to fiscal year 2021/2022. All sales channel increased compared to the same period ended on March 31, 2022; the **wholesale** channel recorded an **increase** of **66.3%** **DOS** channel recorded a **growth** of **8.6%** and the e-commerce channel recorded an **increase** of **46.3%**.

From a geographical standpoint, Piquadro Group registered sales in **Italian market** of Euro **23.0 million** in the fourth quarter of fiscal year 2022/23 (January – March 2023) and they stand at 47.2%



of the Group's total sales (51.4% of consolidated sales to March 31, 2022) with a **12.0% increase** compared to the same period of fiscal year 2021-2022.

In the European market, the Group registered sales of Euro **23.6** million in the fourth quarter of fiscal year 2022/23 (January-March 2023), and they stand at 48.3% of the Group's total (45.0% of consolidated sales to March 31, 2022) with a **31.0% increase** compared the same period of fiscal year 2021-2022.

In the extra-European geographical area (called "Rest of the world"), the Group recorded sales of Euro 2.2 million in the fourth quarter of fiscal year 2022/23 (January-March 2023) and they stand at 4.5% of the Group's total sales (3.6% of consolidated sales to March 31, 2022) with a **50.8% increase** compared the same period of fiscal year 2021-2022.

The consolidated turnover recorded by the Piquadro Group for the financial year 2022/2023, is equal to Euro **175.6** million, with a **17.5% increase** compared to the same period of the previous year ended March 31, 2022, and equal to Euro 149.4 million.

With reference to the **Piquadro** brand, the revenues recorded in the financial year 2022/2023, amount to Euro 76.2 million, with a **18.7% increase** compared to the same period ended on March 31, 2022. The **wholesale** channel recorded an **increase** of **18.3%** and **DOS** channel recorded a **growth** of **24.5%**.

With reference to **The Bridge** brand, the revenues recorded in the financial year 2022/2023 an amount to Euro **31.0** million, with a **23.4% increase** compared to the same period ended on March 31, 2022. The **wholesale** channel recorded an **increase** of **24.2%** and **DOS** channel recorded a **growth** of **31.7%**.

The sales revenues achieved by the **Maison Lancel** in the financial year 2022/2023 amount to Euro **68.3** million, with a **13.7% increase** compared to the same period ended on March 31, 2022. All sales channel increased compared to the same period ended on March 31, 2022; the **wholesale** channel recorded an **increase** of **13.7%**, **DOS** channel recorded a **growth** of **13.6%** and the **e-commerce** channel recorded an **increase** of **14.6%**.

From a geographical standpoint, Piquadro Group sales in the **Italian market**, amounted to Euro **80.6** million, in the financial year 2022/23 ended on March 31, 2023, and they stand at 45.9% of the Group's total sales (46.4% of consolidated sales as of March 31, 2022) with a **16.3% increase** compared to the same period of fiscal year 2021-2022.

In the European market, the Group registered sales of Euro **89.0** million, equal to 50.7% of consolidated sales (50.0% of consolidated sales as of March 31, 2022), with a **19.2% increase** compared to the same period of fiscal year 2021-2022.

In the extra-European geographical area (called "Rest of the world"), the Group recorded sales of Euro **5.9** million, equal to 3.4% of consolidated sales (3.6% of consolidated sales as of March 31, 2022).



"The turnover of the last quarter as well as that of the entire year are very positive and confirm our forecasts." comments Marco Palmieri, President and CEO of the Piquadro Group. "All three brands of the Group have recorded double-digit growth. The state of the order backlog and the DOS trend of the last few weeks allow us to be positive about the year that has just begun both in terms of growth and profitability, despite the uncertainties of a very volatile macroeconomic context"

The data given in this report are preliminary and were not yet examined by the Board of Directors nor subject to auditing by the Independent Auditors. The same data will be certified by the Independent Auditors according to current legislation.

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 Group

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 175 stores including 81 Piquadro boutiques (53 in Italy and 28 abroad including 48 DOS directly operated stores and 33 franchised stores), 13 The Bridge boutiques (13 in Italy including 11 DOS directly operated stores and 2 franchised) and 81 Lancel boutiques (61 in France and 20 abroad, of which 74 DOS directly operated stores and 7 franchised). The Group's consolidated turnover for the year 2022/2023 ended on March 31, 2023, is equal to € 175.6 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

paoladigiuseppe@piquadro.com

Piquadro S,p,A.

CFO & Investor relator
Roberto Trotta
Tel +39 0534 409001

investor,relator@piquadro.com